



ACTRA

bargaining



Photo by André Leduc

Stephen Waddell  
National Executive Director

## Commercials Negotiations a Challenge

In mid-January 2002, ACTRA formally commenced re-negotiation of the **National Commercials Agreement** with management represented by the **Institute of Communications and Advertising (ICA)** and the **Association of Canadian Advertisers (ACA)**. Following an extensive membership consultation process, your **ACTRA National Negotiating Committee** developed a streamlined package of proposals that the ACTRA Committee proudly presented to the representatives of the two management associations. ACTRA's principal objectives in these negotiations are to correct certain inequities in working conditions and Use payments that presently exist in the agreement and secure an equitable rise in minimum fees. At the outset of negotiations, management's representatives stated that the Canadian advertising industry is in serious trouble, and that ACTRA has to provide concessions to help the Canadian industry survive in the global advertising market.

After over 2 months of negotiations, ACTRA and the ad industry reps reached a deal on March 13th. The new agreement includes a 5% increase over 2 years for performers, substantially improved language to protect children in commercials, and incentives to produce commercials in Canada for global audiences and the internet.

Once ratified, the new National Commercials Agreement will be in effect until June 30, 2004.

A ratification package including terms of settlement will be mailed to all ACTRA Members eligible to vote in early April.

## ACTRA Members ratify IPA and CBC Agreements by over 97%

In December 2001, ACTRA members ratified a renewed **Independent Production Agreement (IPA)** by an overwhelming majority of 97%. The renewed IPA will ensure stability in the Canadian film and television marketplace and enhance employment opportunities for Canadian performers.

The new IPA took effect on January 1, 2002 – the first time that a new IPA became effective immediately following the expiration date of the prior Agreement. The new IPA will expire two years later on December 31, 2003.



Again in December, ACTRA members eligible to vote on ratification of the **CBC Agreements** approved the Terms of Settlement negotiated between ACTRA and the CBC by a 97.8% majority concluding a lengthy but ultimately successful negotiation process!

The term of the new Agreements is 36 months expiring on July 3rd, 2002.

To view the Terms of Settlement for these agreements, visit [www.actra.ca](http://www.actra.ca) and click on the **Bargaining** section from the homepage.

### ACTRA NATIONAL PERFORMERS IPA RATE CARD January 1, 2002 – December 31, 2002 / January 1, 2003 – December 31, 2003

Category	Included Work Time	Minimum Fee		Hourly Fee		O/T Rate		Weekly (5 days)	
		2002	2003	2002	2003	2002	2003	2002	2003
<b>Principal</b> (6 lines or more) Article B101	8 hrs	\$525.25	\$541.00	\$65.75	\$67.75	\$98.50	\$101.50	\$2,232.50	\$2,299.50
<b>Rehearsal-Principal</b> Article A2308	2 hrs min.	\$131.50	\$135.50	\$65.75	\$67.75	\$98.50 (after 8 hours)	\$101.50	n/a	n/a
<b>Actor</b> (5 lines or less) Article B101	8 hrs min.	\$354.50	\$365.25	\$44.25	\$45.75	\$66.50	\$68.50	\$1,507.00	\$1,552.25
<b>Rehearsal-Actor</b> Article A2308	2 hrs min.	\$88.50	\$91.50	\$44.25	\$45.75	\$66.50 (after 8 hours)	\$68.50	n/a	n/a

**Wardrobe Call:** (Day of Production) Article A1501  
A maximum 15 minutes at the Performer's hourly rate when not part of 8-hour work day. Time in excess of 15 minutes is considered part of the regular 8-hour day.

**Wardrobe Call:** (Prior to Production Day) Article A1502  
Minimum 2-hour call at: \$65.75 per hour (2002) and \$67.75 per hour (2003) or the Performer's contracted hourly rate, whichever is greater.

**Travel Time:** Article A1702/1703 For work beyond the 40 km radius travel time will be paid at the hourly rate in 1/4 hour units when not part of the 8-hour work day.

**Advance Use Payment/Prepaid Use:**  
Prepayment options or Advance payments may vary. Refer to Article B501 of the Independent Production Agreement (IPA).



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Performers IPA Rate Card  
January 1, 2002 – December 31, 2003

IPA  
Independent  
Production  
Agreement

