



Independent Electrical Contractors, Inc.

WATTS UP

1ST QUARTER - 2001

Thoughts from the Executive Director

As you can tell, our Chapter's Newsletter is again up and running. I plan to send out this newsletter the last month of every quarter. If you would like to see some specific information passed in the Newsletter, please do not hesitate to bring it to my attention.

Most of the individuals that read this newsletter are leaders in one form or another. Whether you are the owner of a company or a supervisor, a project manager or responsible for sales, you are all leaders. There are people that depend on you to be successful at whatever you do. I would like to share with all of the leaders reading this newsletter, 12 "Leadership Traits" that I have used throughout my career that has helped me become a better leader thus more successful. These traits are:

- | | |
|---------------|---------------|
| Bearing | Justice |
| Decisiveness | Judgment |
| Dependability | Knowledge |
| Enthusiasm | Loyalty |
| Initiative | Tact |
| Integrity | Unselfishness |

If you strive every day to improve on just one of these "Leadership Traits" you will find that you will become more successful, your business will improve and the morale of those working around you will increase.

Some people believe that they are at a point in their life that they do not need to improve anymore. Keep in mind, the definition on insanity is doing the same thing every day and expecting different results.

Try working on these 12 "Leadership Traits", you will find that you will get different and positive results.

Walt Czyrnik

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SPECIAL POINTS OF INTEREST:

- VA says "O.K.!"
- Gearing up for Fall
- Have you looked at the IEC website lately?
- News regarding School
- Survey regarding Health Insurance

Display Case at IEC

We now have a display case in the break room that displays items for sale. Items such as tools, code books (both National and Shelby County), ugly books and so on. If your Apprentice mentions that he/she needs something, have them take a look in the display case here at IEC.

Applications

In the first quarter of 2001, we had 136 applications available for the contractors to review.

Mid-South IEC Chapter has VA Approval

As many of you may know, we have been working with the Tennessee Higher Education Commission, Veterans Affairs Department, to receive approval and to be recognized by the VA. I am please to announce that on March 13, 2001 our Chapter was approved by the V.A. This will help our Chapter grow and it will aid our Apprentices that are veterans in the following manner:

- Apprentices that are qualified will receive; tax free, economic support from the Federal Government while they attend our Apprenticeship program. Thus making them wanting to stay in our program and work harder.
- The Chapter's ability to recruit former military personnel should increase. Therefore giving the Contractors good sound quality candidates for new employees / apprentices.
- Mid-South IEC exposure to groups such as the American Legion and the VFW will also increase.
- Mid-South IEC will also be known by the Federal, State and Local Government Officials as a Chapter the supports our Armed Forces.

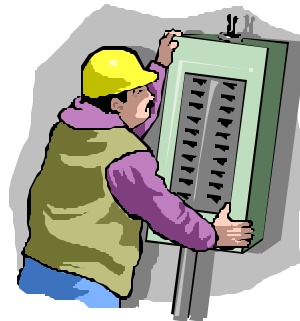
In the next few weeks, we will get all of our / your former military apprentices together to teach them how to enroll in this program so that they may receive this earned benefit.

2001 Trade Show & Wire-Off Competition

Mid-South IEC presents the 3rd Annual Trade Show & Wire-Off Competition on April 26, 2001, at the Agricenter in the West Wing, from 3 PM until 7 PM. The Wire-Off Competition will still be held in conjunction with the Trade Show starting at 12:00 PM and finish at 4:00 PM. However this year, the written test portion of he Wire-Off, will be given on April 24, 2001, at the Mid-South IEC School, from 6 PM until 7 PM. This will allow us to complete the Wire-Off in the middle of the Tradeshow. The winners will be announced on the stage at the Agricenter at 5:00PM.

We are proud of all our apprentices and would like to announce this years Wire-Off Contestants:

Ed "Sled" Dixon	Overton
Jerry Ewing	Gusmus
Mike Fletcher	Advance
Jeremiah Harris	Mid-Town
Shawn Jones	Ekmark
Jason Phillips	Anderson
Charles Ricketts	Gusmus
Mike Smith	Dennis
Jonathan Williams	Anderson
Nick Woods	Overton



Good Luck to all! Additional tickets are still available by contacting the IEC Office 901-682-3546.
Come see what all the excitement is about!

Apprenticeship & School News

The following is a class schedule on when the spring semester ends.

Class	Last day for this semester
Basic course	5/7/01
1 st year 1 st semester	5/2/01
1 st year 2 nd semester	5/3/01
2 nd year	5/8/01
3 rd year	5/8/01
4 th year	5/8/01

During an A&T Committee Meeting, it was decided, to help the contractors maintain their number of Apprentices, the students in the Basic Class would be given the exact final test that the 1st year 2nd semester students are taking. If these Basic Students pass that final, they would be eligible to start the 2nd year 1st semester this August. Therefore giving the Contractor a 2nd year Apprentice.

Our 4th year students will be graduating in May. We are very proud of these individuals for staying with the program. It's not easy going to school at night once a week for 4 years. These Apprentices have something to be proud of. Information on the Graduation will be forthcoming.

Future Plans...

IEC and NEW Horizons Computer Training Center are in process of teaming together to provide computer training for IEC members.

More to follow!!!

Applications for New Apprentices for This Fall Semester

The IEC Office will begin taking applications for the Fall Semester, on April 30, 2001. It is important to remember that **BEFORE** you send your employee to take the aptitude test at SouthWest Tennessee Community College, that you have them stop by the IEC Office to fill out an application for school! Even though they are already employed, they need an application to start the Apprentice Program.

Test times at SouthWest will change due to their Semester Staffing and the IEC Office will update the website for the latest test times and map. Currently, the Test Times are as follows: Monday– Friday 10AM, 12 PM & 2 PM and Saturday 10 AM only. No one will be admitted once testing has begun. Practice tests are available at the IEC Office for those who wish to refresh their memories.

The test Scores will be faxed to the IEC Office. For applicants taking the test, please print clearly your name and phone number where you can be reached, so that the Chapter Office can contact you promptly with your scores. If you have any questions regarding the Apprentice Program, please do not hesitate to contact Walt Czyrnik or Bettina Jackson.

"FOR NEW APPRENTICES"

Don't forget to send your employee to the IEC Office to fill out an application for School!!!

Associate Members

These Industry Partners Support IEC!

Please keep them in mind when making a business decision:

American Home Inspector Training Institute	Nextel
Brambles	Rental Service Corporation
CED	Siemens
Cummins Mid-South	Southern Electric Supply
Cutler-Hammer	State Systems
Federal Alarm	Stewart's Wholesale
First Light Lighting	Thomas & Betts
GE Supply	TVESCO, Inc.
Graybar	Two Bill Supply
I.C. Supply	XO (formerly known as Nextlink)
Jackson, Shields, Yeiser & Cantrell	Wesco
Menard, Gates, and Mathis	<i>Welcome our New Member:</i>
	LKS Organization

IEC Website Huge Tool For Success!

In the short period of time that www.midsouthiec.com has been up and running, through member input, changes have been made to make it even more user friendly. If you haven't seen the business tool of the future, please I urge you to take a look. Some of the advantages of using the website are:

- Contractors are now not only able to view applications online, but print them out right in their own office!
- There is a Bulletin Board you can use to post goods for sale, just fax or e-mail your ad to the IEC office and we'll post it for you.
- The calendar lets you know about up coming events and is now viewable without the need of a password so our Associate Members will know about upcoming events.
- Tool box Talks can now be printed out anytime in the Member's Section!
- The Forms Section has useful IEC forms that again can be printed out for your use.
- The Membership List has now been completed with everyone's address, phone and fax number. After viewing some of your fellow member's links, you may also want a link to your website or display information about your company. Just e-mail the information to the IEC Office and it will be displayed promptly.

Website fact: Since 1/1/01, our site has received 964 hits. That means that people have used our site 964 times in 3 months. That's an average of **74 hits a week**. This shows very good use.

IEC Insurance?!?

There are numerous opportunities for IEC to provide added value and service to our members. Your cooperation and input is very crucial to these new developments. The new development that we are speaking of is offering "Group Insurance" of all types to our members.

In January, Bettina e-mailed IEC members regarding a request of the total number of employees in your company. We realize that these are sensitive numbers, but for the Chapter Office to get insurance quotes, we need to know approximately how many TOTAL employees do you have. To those that responded *Thank You*.

Mid-South IEC has made preliminary inquiries regarding an association insurance plan for it's members! Every year , small group benefit plans face drastic rate increases. Many of our members are frustrated with the lack of service from insurance companies. An association plan will allow us to address these areas, combining our membership will create leverage with the insurance companies and allow the broker to negotiate better rates and demand more cooperation from the insurer regarding claims payment, member charges, etc.

In order to continue, by May 1st we are requesting that you take a moment to e-mail, fax or call Bettina with the following information. Thanks in advance for your cooperation. We're excited about the possibility of bringing this to our members!

✂

Company Name:

Number of Employees:

I would be interested in seeing the following products in an association plan:

Health Insurance

Dental Insurance

Short Term Disability

Long Term Disability

Flexible Spending Account

Group Life

Other (describe) _____

Fax to 901-682-4496 or
E-mail: bettina@midsouthiec.com

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*“Never doubt that a
small group of
thoughtful, committed
people can change the
world. Indeed, it is the
only thing that ever
has.”*

We're on the Web!
www.midsouthiec.com



Independent Electrical
Contractors, Inc.

**Promoting
Responsible
Independent
Dedicated
Electricians**

Mid-South IEC Officers

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Staff

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**For a complete schedule of events, please visit our website at
www.midsouthiec.com and click on “calendar”**