



WATTS UP



Thoughts from the Executive Director

It was once said that “the definition of insanity is doing the same thing every day and expecting different results.” That may be true and you would be surprised how many businesses go under because they are not willing or able to change with the environment and what their customers’ needs really are.

To succeed in today's industry, one must be able to adapt to the surroundings that you are in and be “aware” of the changes around you. Some of the changes you will notice in today's industry are significant and are easy to detect, while others are very slight and hard to notice. A keen professional will keep an ear and an eye open for any change and determine how that change can be viewed as an opportunity. If you see a change you can either embrace it or you can try to ignore it. But historically, the change WILL occur and you may be caught on the outside looking in wondering “what happened to my business?!?”

Changes occur in many different disciplines. There are changes in marketing strategies, bidding processes, payroll issues and even scheduling techniques. Changes occurred even on how you communicate within your business. Imagine you running your business without cell phones or radios?!?

Below is a short story that I ran across that I feel emphasizes that when an event happens in your life most people will wait until they “have to” do something about it...and in some cases, it may be too late.

“A frog fell into a deep rut in a dirt road not far from his pond. Wagons had passed along this road in the deep mud left by heavy rain, leaving a now-hardened and cavernous (to a frog) rut that this particular frog was unable to hop out of. After numerous tries and several creative efforts, the frog gave up and sat in the rut, exhausted. After a while the frog’s friends and family became worried and began to search for it. Eventually they heard its weakened croaks, and peering over the lip of the rut, saw the frog huddled sadly at the bottom. All of their creativity and efforts to help proved futile, and eventually, being frogs, they abandoned the frog to its fate.

The next day friends and family awakened to a hearty croaking, only to find their once trapped companion jumping happily across the lily pads. “We thought that you were trapped in a rut and couldn’t get out,” they said with surprise. “I was, and I couldn’t,” replied the frog.

“Until a wagon came along and I had to.”

What rut are you trying to get out of?

Walt Czarnik

1ST QUARTER—2002

INSIDE THIS ISSUE:

March’s Associate	2
Member of the Month	
National Executive Director’s Conference	3
Code Corner / Recognizing an IEC Instructor	4
Tradeshaw & Wireoff	5
Donations from Ideal	6
New Members	7

Reminder, April 29th is the beginning of open enrollment for August’s IEC’s Electrical Apprenticeship Class, call the IEC office for details.

Need something notarize for free! Stop at the IEC Office JoAnna is a Notary Public

Applications

For the year 2002, we have had 105 applications that have been available for the contractors to review.



STATE SYSTEMS, INC.

ASSOCIATE MEMBER OF THE MONTH STATE SYSTEMS for MARCH 2002

THE STATE SYSTEMS INC. DIFFERENCE

What started in 1986 as a fire extinguisher and fire suppression systems business has grown into a multi-faceted fire and low voltage customer oriented service business. Today, State Systems, Inc. supports our customer base with a wide array of products including: fire alarm, access control, security, CCTV, nurse call and industrial/commercial fire suppression systems. We have accomplished this by aligning ourselves with the top manufactures in the business, including, Edwards Systems Technology (EST), Panasonic, Northern, Westcom and Ansul to name a few.

We are proud to be an Edwards Systems Technology (EST) Strategic Partner, the highest level of distributor designation. While EST is not the largest fire alarm manufacture in the world, they are certainly the most progressive. Their product is second to none and their support to the end user and distributor is unmatched. For the electrical contractor, you can be assured that we are only using the highest quality products on all of your fire alarm installations and if there is ever a time that our factory trained technicians need factory assistance, they are only a phone call away.

State Systems, Inc. is proud that over half of their Engineered Systems field employees have been to at least one factory training course at the EST Institute in Sarasota, Florida. Our technicians are trained professional employees who take great pride in their work. We also pride ourselves in being able to work under the pressures of contractor's tight deadlines as our employees have a "can do" attitude. We also have our own installation crew if you prefer that we install the fire alarm system. Our sales and service departments are supported by a fully staffed office; with a customer focused Customer Service Department. Whether your needs call for professional sales, design, installation or service, State Systems, Inc. is available to support you, the contractor.



The general membership meeting was held at State Systems on 3/28/02...great turnout!



Bob McBride teaching everyone about State Systems' products and services.

National Executive Directors Conference Held in Memphis

By: JoAnna Frascella

On March 15, 2002 over 40 IEC Executive Directors from cities across the Nation came to Memphis for a 2 day Conference. The meeting portion of the conference was held at the Marriott East. However, a networking opportunity and a social event was held at the Mid-South IEC Chapter office.

A bus load of Executive Directors pulled in to the parking lot on Friday evening with cameras taking pictures inside and out of our facility. Many positive comments were given on the facility, the operation and the labs.

Corky's catered the food and Elvis was the entertainment for the evening, which was a welcomed surprise for the Executive Directors.

Elvis was in the building

Elvis was singing and he would give a scarf that was wrapped around his neck to someone...THE MEN WERE NERVOUS.....



Elvis singing to all of the Executive Directors



A group picture of some of the Executive Directors of other IEC Chapters...and of course...Elvis.

Code Corner

By David Greer

You send a service truck out to Company “X” where your service man “Bill” is asked to connect a 10 HP air compressor. Bill consults the nameplate on the motor for the full load amps, and bases his circuit conductor size, and short-circuit protection accordingly. **What has Bill done wrong?**

Answer: NEC Article 430-6 (a) (1) Tells us that the values given in the various charts and notes in Article 430-147 through 150 are to be used instead of those given on the nameplate of the motor. In most situations, the only time we consult the nameplate for amperage is when sizing the motor overloads (heaters).

These are the kind of misconceptions we deal with in the IEC’s Electrical Code class. It’s always fun to be standing at the front of the class and see electricians going over past jobs in their minds when they learn something new or get reminded of the correct way of doing things. As you know, skilled electricians, in tune to current codes save time, make safer installations, help reduce the amount of return service calls, and make you more competitive.

Mid-South IEC’s Instructor is recognized

Bob Knouse, the 2nd year instructor of the Mid-South IEC Electrical Apprenticeship Program, received a letter of Appreciation from the National IEC headquarters. Bob was instrumental in the review and continued development of our 4-year electrical curriculum. Bob spent many personal hours reviewing and recommending improvements on the subject matter that will enhance the training not only at the local IEC Chapter, but Chapter offices across the nation.

In appreciation for a “job well done”, Bob was also given from National IEC several different manuals. One of which was a hardbound 2002 NEC manual.

“Bob...keep up the good work!!!”



The Executive Director, Walt Czynnik delivering the Letter of Appreciation to Bob Knouse on behalf of National IEC.

Mid-South
Independent
Electrical
Contractors, Inc.
presents

THURSDAY, May 2, 2002

3 PM UNTIL 7 PM

AGRICENTER INTERNATIONAL

Walnut Grove at Germantown Parkway

There will be a \$5.00 cover charge at the door.
For advance tickets, contact the IEC office at 682-3546.

4th Annual Trade Show

& Wire-off
Competition



With the implantation of the Data Communication school at IEC, this years Tradeshow plans to be even more significant. Not only will there be vendors and customers from the Electrical Community, there will also be information, vendors and Communication Contractors visiting the Tradeshow.

Just like the past 4 consecutive tradeshows, the wire-off competition will occur at the same time as the tradeshow itself. For those that are not familiar with the wire-off, it is an electrical wiring and schematic interpretation competition that occurs between our 4th year apprentices. It happens in front of all of the visitors of the tradeshow...unusually between 300 to 400 people. The best analogy of the wire-off is "it's the top gun competition of the Electrical Apprentices". The winner, and their significant other will be flown to Tampa Florida this September to participate in the "National Wire-off Competition" at the National IEC Convention where they will represent our Chapter.

This years wire-off contestants are:

Jason Berry	ARC Electric
Chris Bonicelli	Gusmus Electric
Kevin Coates	Gusmus Electric
David Hanna	Anderson Electric
Jason Howard	Allen Electric
Nick Howard	Allen Electric
Richard Kennedy	Pyramid Electric
Russell Nutt	Ellendale Electric
Vincent Skinner	Pyramid Electric

Donations from Ideal

To aid the IEC's training program throughout the nation, Ideal donated over \$360,00 of test equipment to the IEC Foundation. This test equipment was then divided up Chapter by Chapter for those Chapters that have a training program and that could benefit from this generous donation. Our Chapter submitted a request for some on the test equipment and on March 15th, we received over \$9,000 of brand new electrical test equipment.



Jerry Taylor, Senior Area Sales Manager from Ideal meets with Walt Czrynik to review the donated test equipment.

We at IEC can now teach our Apprentices the proper usage of test equipment, what it can really do for an electrician out in the field and how to troubleshoot problems they face on the job. All of which, will make a more knowledgeable and well rounded apprentice which will overall aid in the success of our Electrical Contractor's business.

We would like to thank Ideal for helping us... "increase the standard"

Labs getting close to completion

As many of you may know, for the past 90 days, the Mid-South Chapter of IEC is building electrical and VDV (Voice, Data and Video) labs. The successful development of these labs has been due to a significant amount of teamwork by our local manufacturers and distributors. We are about 75% done with the lab project. Once we are 100% done, we will have an open house and invite all of those that made these labs possible.



If anyone would like to see the progress of the labs, feel free to stop by.

We anticipate being 100% complete within the next 30 days. Therefore, watch your e-mail and faxes for the announcement of the open house.

WE WOULD LIKE TO WELCOME ABOARD OUR NEWEST MEMBERS:

New Electrical Contractors

All Tech Electric	James Frazier	(901) 743-5401
Dynamic Electric	Bill Wallace	(901) 850-5550
Heritage Electric	Charles Hamlin	(901) 272-1239
Memphis Electric	Gary Davis	(901) 327-0711

New Associate Members

Brown & Associates	Stephen Brown	(901) 725-4500
Federated Insurance	Sabrina Rodgers	(770) 390-3900
Harris, Madden & Powell	Jay Madden	(901) 853-9140
Simplex Grinnell	Jeff Allison	(901) 386-0532

Do you have extra parts from previous jobs that you would like to sell?

Is this "STUFF" just sitting in your shop collecting dust and NOT making you any money?!? Why not sell this "STUFF" to other members? Post this "STUFF" on the Chapter's bulletin board section, in the members area of our website. Give the chapter a call, and we will be happy to place this "STUFF" on the website for you to sell.



Associate Members

These Industry Partners Support IEC!

Please keep them in mind when making a business decision:

American Home Inspector Training Institute

Brown & Associates

CED

Cummins Mid-South

Cutler-Hammer

Federal Alarm

Federated Insurance

First Light Lighting

1st TN Bank -David Warlick

GE Supply

Graybar

Harris, Madden & Powell

Jackson, Shields, Yeiser & Cantrell

LKS Organization

Menard, Gates, and Mathis

Nextel

NES(Formerly Brambles)

Rental Service Corporation

Southern Electric Supply

State Systems

Stewart's Wholesale

Thomas & Betts

TVESCO, Inc.

Two Bill Supply

XO

**Mid-South Independent Electrical
Contractors, Inc.**

2814 Stage Center Drive
Bartlett, TN 38134

Phone: 901-682-3546
Fax: 901-682-4496

*" If two people meet and
exchange one dollar, both
leave with that same one
dollar.*

*If two people meet and
exchange one IDEA, both
leave with TWO ideas."*

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



Independent Electrical
Contractors, Inc.

**Promoting
Responsible
Independent
Dedicated
Electricians**

Mid-South IEC Officers

President	Anita Haines	anita@pyramidelectric.com
Vice President	Frank Fuchs	ffuchs@concentric.net
Treasurer	Rodney King	rodney@gusmus.com
Secretary	John Dennis	jdennis@denniselectric.com

Board of Directors

Past President	Tim Sammarco	tim@sammarcoelectric.com
	Stan Bond	marthone@aol.com
	Randy Davis	daviselectric1@aol.com
	Jay Dickey	
	David Ekmark	david@ekmark.com

Staff

Executive Director	Walt Czzyrnik	walt@midsouthiec.com
Executive Assistant	JoAnna Frascella	joanna@midsouthiec.com

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