



WATTS UP

Mid-South Chapter, Legislative Chapter of the Year !

2ND QUARTER—2002

Independent electrical contractors from across the country met May 19-22 for their annual Legislative Conference in Alexandria, Va. The Legislative Award Banquet is a main feature of this annual conference, in which chapters are recognized for their outstanding efforts.

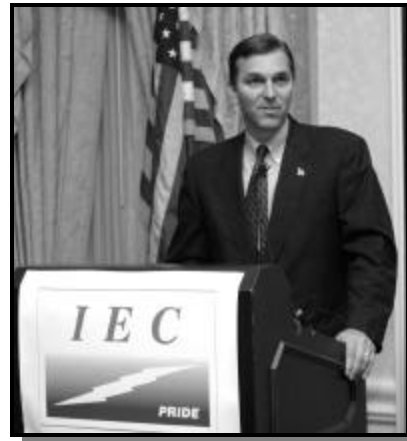
For developing a state-of-the-art apprenticeship program, IEC's Mid-South Chapter received the award for Legislative Conference "Chapter of the Year". Walt Czynnik, IEC's Mid-South Chapter Executive Director, feels strongly about the important initiatives the chapter supported this year.

"Being recognized as Legislative Chapter of the Year validates the teamwork, dedication and positive spirit that is consistently displayed within the Mid-South Chapter," Czynnik says. "Our members are our customers, and we are in the business of helping our customers become successful." Initiatives underway include developing functional labs that the chapter built to train employees of 33 electrical contractors, thereby representing over 500 workers in the electrical industry utilizing the concept of "a better educated Apprentice promotes a better and more productive employee for our members".



Presenting the Legislative Chapter of the Year Award was Lou Schreier, IEC Government Affairs Committee Chairman (left) and the President of National IEC Gary Baumgartner (right) to the Mid-South IEC Chapter's Executive Director Walt Czynnik (center) in behalf of the Mid-South Chapter.

Also present for the awards was the keynote speaker the Deputy Secretary of the U.S. Department of Labor Cameron Findlay. Findlay highlighted the importance of apprenticeship programs, citing that there are over 400,000 apprentices, 32,000 program sponsors, and over 250,000 participating employers nationwide. The Bureau of Labor Statistics (BLS) estimates that an additional 120,000 career opportunities will become available for electricians between 2000 and 2010.



INSIDE THIS ISSUE:

April's Associate Member of the Month	2
May's Associate Member of the Month	3
Tradeshaw	4
Wire-Off / Code Corner	5
Graduation	6
Senator Frisk Listens	7
Estimating Seminar	8
VDV Training is here	9
National Convention	10
New Members	11

Due to the increase in the business activity within the Mid-South IEC, the Chapter's quarterly newsletter will be published NOT once a quarter, but now once every other month.

Applications

For the year 2002, we have had 215 applications that have been available for the contractors to review.

**ASSOCIATE MEMBER OF THE MONTH
National Rental Services (NES)
For April 2002**



NES is a leader in the \$25 billion equipment rental industry, specializing in renting specialty and general equipment to construction and industrial end-users. The company rents more than 750 types of equipment and distributes new equipment for nationally recognized equipment manufacturers such as JLG and Genie. NES also sells used equipment, complementary parts, supplies and merchandise and provides repair and maintenance services to its customers.

NES understands that skilled-technicians expect a higher level of service. The purchase of Brambles equipment adds the locations in the Mid-South to insure that NES continues as the leader in “Response Time” for service and delivery of equipment.

NES has two conveniently located stores in Memphis:

NES Downtown	2152 Riverside	946-1181
NES East/Cordova	7839 Moriarty	323-0009



John Erickson receiving thanks from IEC



Everyone lining up for some good food

ASSOCIATE MEMBER OF THE MONTH
Rental Service Corporation (RSC)
For May 2002



Rental Service Corporation is a wholly owned subsidiary of the Atlas-Copco group, a 128 year old company based in Stockholm, Sweden. As well as being the largest manufacturer of air compressors in the world, the company has a diverse portfolio of holdings that include such companies as Milwaukee Tool and Chicago Pneumatic. In January 2001, RSC merged with Prime Equipment to form the second largest rental company in America with 530 locations from coast to coast.

Rental Service is in the business of construction and industrial equipment rentals covering a wide scope of products that include dirt equipment such as backhoes, trenchers, compaction equipment, and dozers. We also rent JLG, Genie, and Skyjack manlifts of all sizes, concrete and welding equipment, air compressors and tools, and a vast array of miscellaneous and specialty equipment. The company specializes in new construction rentals and industrial needs for everyday use and does an exceptional job of furnishing equipment for industrial shut downs to many industrial facilities around the U. S. Also, RSC houses one of our two national distribution centers here in Memphis that is 100,000 square ft. and carries a wide selection of tools and consumable items such as power tools, general construction equipment, extension cords, ladders, and safety equipment.

In the Memphis market, RSC maintains 2 locations, one on Airways Road in Southaven, Mississippi and another location off of Whitten Road and I-40 in the Bartlett area. Along with our sister company, Prime Energy, we currently maintain a fleet of approximately 20 million in the Memphis market and can draw from a 2 billion dollar fleet nationwide to meet the needs of our customers.



Porter Heart reviewing how RSC can help the contractors



Adam Nahmias sharing some important legal information to the IEC members.



Mid-South
Independent
Electrical
Contractors, Inc.
Presented the



4th Annual Trade Show

On Thursday May 2, 2002, the Mid-South IEC hosted the 4th Annual IEC Tradeshow. There was over 35 Vendors displaying what's new and hot in the industry. Additionally, there were over 350 guests that visited the tradeshow in a 4 hour period.

Our lucky door prize winners walked away with DVD Players, 19" Color Combo TV/VCR, an autograph basketball by #31 Shane Battier from the Memphis Grizzlies, a Sony surround sound system, a multi function work ladder, a pickup truck toolbox, 2 fire extinguishers and even a free 1 day rental on a new Harley Davidson motorcycle.

We would like to thank all of the Industry Partners for participating in "the most successful IEC tradeshow to date".



Next year plans on being even
bigger and better!!!

2002 Wire-Off Winner

This year's wire-off competition was a great success. During the tradeshow, everyone stood watching intently at all of the Wire-Off Contestants and their quality of work. The comments that were made by the spectators was that of pride of just how good the Wire-Off Contestants really were and how much they knew.

The contestants were:

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



The winner was David Hanna from Anderson Electric. David will be representing our Chapter at the National Wire-Off which will be conducted in conjunction with the National Convention in Tampa Florida on September 11-14

*We would also like to thank the judges for doing such a great job:
Bobby Carlock, Frank Fuchs and A.B. Haines*

Code Corner

By: David Greer

More often than not, we get caught up in the cycle of doing things a certain way because "we've always done it this way" Electricians are no exception to this.

While an Electrical Engineer may specify the use of 20 amp rated receptacles on all 20 amp circuits, this is not a requirement of the NEC.

Article 210-21(b)2 and Table 210-21(b)2 Explains that if we are connecting "two or more" receptacles to a 20 amp circuit, we are allowed to use 15 amp receptacles if the total "cord and plug connected load" is not in excess of 12 amps.

This may be an option on those design-build projects that are not subject to specifications requiring all 20 amp devices thus saving the cost difference between 15 and 20 amp devices. In today's economy, it is more important than ever to educate our personnel in the differences between what is required by the NEC, Electrical Specifications, and customer preferences.

2002 4th Year Apprenticeship Graduation



The 2002 Mid-South IEC Apprenticeship graduating class

On June 4th at the Germantown Country Club over 125 friends, family, employers and employees gather to celebrate the 4th Year IEC Apprenticeship Graduation. This graduation was the largest attended graduation the IEC has ever experienced. The support that everyone showed to these future Journeymen...er...ah...Journeypersons, was second to none. During the evening, a great deal of pride was felt not only from the graduates, but from those that the graduates work with.

We were honored to have Nathaniel Brown, the Tennessee State Director from the Bureau of Apprenticeship and Training as our guest speaker at the IEC Graduation. Mr. Brown had some very motivating thoughts to share to the graduates. One specific thought was “that the card you are now carrying is just like a journeymen’s card but even better, because behind it, stands for a 4-year commitment that you made to yourself. A commitment that you started and finished”.



“Apprentice of The Year”
 Russell Nutt from
 Ellendale Electric
 Not only did he receive this fine honor, he
 received a tool kit donated by Klein
 Tools...great job Russell!!!

Your concerns are being addressed and heard

Last month, the Executive Director of the Mid-South IEC, Walt Czyrnik, had the opportunity to speak with Tennessee Senator Bill Frisk at the Senate Building in Washington D.C.



There were 3 specific agenda items that were discussed. They were; Labor Relations, the success of the open shop construction industry by maintaining a level playing field, and the need for support in the Apprenticeship programs throughout the state.

“Being able to speak with the Senator in a one to one setting amplified the concerns and the needs of the Members of IEC in the Mid-South” Czyrnik says, “Senator Frisk was focused on the topics that were discussed and seemed to be surprised as to the volume of work performed by the open shop contractors in the Mid-South area”.

Bylaw Change; Communication Contractors to Full Members



At the General Membership meeting on 5/30/02, it was unanimously voted to change the Chapter's bylaws to allow Communication Contractors to become full members of the Mid-South IEC Chapter. This change in the bylaws came after many months of healthy discussions throughout the membership.

Several of the positive attributes that were derived from this change is that by utilizing the expertise of the Communication Contractors, they would be able to guide IEC through a successful VDV Apprenticeship program. Additionally, the Electrical Contractors would learn more about the Data Communication industry by associating closely with the Communication Contractors. Finally, the Communication Contractors would benefit by being able to use the VDV Apprenticeship program to train their employees and they would be able to develop stronger business relationship with the Electrical Contractors to possibly do joint venture work in the future.

A win situation for everyone!



Mid-South IEC is hosting One-Day Estimating Seminar

This one-day course will cover the principles of commercial electrical estimating. You will learn how to **increase profits** on every job, use the National Code, track take-offs with provided forms, organize your jobs, learn the take-off shorthand, find hidden costs, and learn the steps to a successful bid.

Your course material that you will receive includes an Estimating Guide Workbook, and a FREE Electrical Calculation Manager™ software (\$199 Value!)

This Course will also cover:

- Review of NEC on Ampacities, Race ways, Fills, and Voltage Drops
- Introduction of Estimating Aids
- Blueprints and how they work
- Setting Up The Estimate
- The steps to a successful bid
- How to identify hidden costs and how to take advantage of them
- Proposal Set-Up
- Job Breakdown
- Material and Labor Costing
- Overall Proposals

About the Instructor and the Course:

Ron Soltis has 20 years experience in electrical construction. He holds a state of Ohio Electrical Contractors Certification and Fire Alarm License. Ron has also completed college coursework in Electrical Engineering and Business Management. This same course was recently taught at the IEC Chapter in St. Louis. The average critic rating given to the instructor and to the course, by you the contractors that attended, was a 9.12 out of a possible 10.

Course Information:

- Date: September 5th, 2002 (One Day Seminar)
- Course Time: 8:30am to 4:30pm, Lunch will be served
- Course Location: The Mid-South IEC Chapter training facility at 2814 Stage Center Drive, Bartlett TN
- Course Fee: - \$325.00 (which DOES include: 8 hours of professional training, Estimating Guide Workbook AND a FREE Electrical Calculation Manager™ software (a \$199 value)

REGISTRATIONS CAN BE PLACED BY PHONE OR FAX TO THE IEC CHAPTER OFFICE.

NAME: _____ COMPANY: _____

PHONE: _____ FAX: _____

METHOD OF PAYMENT: *(payment must be received prior to the start of the class)*

- Check payable to the Mid-South IEC Visa MasterCard

CREDIT CARD NUMBER: _____ EXP. DATE: _____

SIGNATURE: _____

This registration constitutes a financial obligation to the IEC for this course

Please place reservations by **August 21, 2002** to: Mid-South IEC, 2814 Stage Center Drive, Bartlett TN 38134
Phone: (901) 682-3546 Fax to: (901) 682-4496

IEC requires no less than 10 students to conduct this class

The Mid-South IEC proudly announces the beginning of the only BICSI certified **Voice, Data and Video** Apprenticeship Training in the Mid-South

As many of you have heard, the Mid-South IEC plans to host the only BICSI certified VDV Apprenticeship training program in the near future. The future is here. Starting the week of August 19th 2002, IEC will begin the new VDV Apprenticeship program.

An overview of an IEC VDV Apprentice and what they will learn:

Anyone BICSI certified as an IEC Data and Telecommunications Cabling Installer (after completion of Years 1&2 of the IEC Data Telecommunications Curriculum) shall be able to plan, install, test, and certify cable and data distribution infrastructure for new and retrofitted industrial, commercial, and residential applications in a way that meets all applicable standards and codes. Anyone certified as an Low Voltage Systems Technician (after completion of all three years of the IEC Data Telecommunications Curriculum) shall be able to plan, install, maintain, and upgrade specialized electronic systems in the areas of telephony, LANs, sound, fire alarms, security, life safety, video, wireless, and satellite signal transmission using the proper equipment and tests in accordance with applicable standards, codes, manufacturer's specifications, and customer requirements.



Facts about the Mid-South IEC's VDV Apprenticeship program:

- The VDV program is either a 2 or 3-year program. If a student graduates at the end of the second year, they will be a "BICSI Certified Installer Level II" or if a student graduates at the end of the third year, they will be a "BICSI Certified Technicians"
- The VDV Apprenticeship program will **NOT** be registered with the BAT. There are plans to register the VDV program with the BAT in the future.
- The classes will be taught on the same schedule timeframe as that of the Electrical Apprenticeship program meaning 1 night a week from 6:00PM to 10:00PM here at the Chapter's training facility. The classes will have 18 weeks in a semester and 2 semesters in an academic year.
- The VDV class will have the same academic guidelines that the Electrical Apprenticeship program manages. Such as; class attendance, makeup classes and so on.
- We at IEC will need to track the OJT hours of the VDV Apprentices, just like we do for the Electrical Apprentices.
- The VDV Apprenticeship program has its own pay scale. Call the IEC office for details.
- The VDV Apprentice will have to come to the IEC Chapter office and complete an application just like the individuals applying for the Electrical Apprenticeship program does **BEFORE** they can attend school. The VDV Apprentices do not have to take an aptitude test.
- The cost for the VDV Apprenticeship program is currently the same as the Electrical Apprenticeship program of \$500 per semester (which includes books)

A great deal of Contractors has asked for IEC's help in training their employees in the data communication arena. Therefore, now is the time to sign up your employees for the BICSI certified VDV Apprenticeship Program. We will have to cut off the class size when the class gets full and we need to order books for the students. So please send the individuals that you would like to receive this training to the IEC office ASAP to complete an application. Feel free to call with any questions 682-3546.



IEC's 45th Annual Convention & Electric Expo 2002

September 11-14...are you ready to go!?!?

Letter from the National IEC President

Dear IEC Member,

As contractors in today's electrical and systems industry it is important that you keep abreast of new issues, trends, products and services that strengthen our industry. IEC National works hard to provide you with a number of networking opportunities that will enhance your personal and professional life.



I want to take this opportunity to invite you to join hundreds of electrical and systems contractors from across the country for the IEC 45th Annual National Convention & IEC Electric Expo 2002. This year's conference promises to provide you with information to expand and improve your business. Your active participation will help ensure your future success.

By participating in this industry event, you will:

- Network with other IEC contractors from across the country
- Participate with major industry manufacturers and distributors
- Improve your professional and personal skills
- Bring home new ideas that will help you improve your bottom line
- Discover ways to increase your workforce productivity

Today's successful contractor recognizes the need for continuing education, training, and networking opportunities. No matter your company size or area of work, you will benefit from participating in this industry wide event.

Join me in Tampa, FL September 11-14 to "Discover The Treasures of IEC."
I promise it will be an investment that pays big dividends!

Sincerely,

Gary Baumgartner
IEC National President

Make your hotel reservations NOW at the Tampa Marriott Waterside at 1 (888) 268-1616 and remind them to give you the IEC room rate of \$173.00 per night (*reservation cutoff is August 9, 2002*)

or

Call the IEC Chapter office at (901)682-3546 or the National IEC office at (800)456-4324 for details

The Mid-South IEC Chapter's newest members

Electrical Contractors

Casey Electric	Bill Turberville	(731) 424-7741
Chief Electric	Mark Quinton	(901) 323-1408

Communication Contractor

Progressive Technologies	Chris Brubaker	(901) 382-1416
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Associate Members

Simplex Grinnell	Jeff Allison	(901) 386-0532
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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 your next 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

LKS Organization

Menard, Gates, and Mathis

Nextel

NES(Formerly Brambles)

Rental Service Corporation

Simplex Grinnell

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

*“You can’t make a
reputation on what you’re
going to do”*

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.net
Vice President	Frank Fuchs	ffuchs@concentric.net
Secretary	David Ekmark	dekmark@ekmark.com

Board of Directors

Past President	Tim Sammarco
	Stan Bond
	Lloyd Chism
	Larry Cooper
	Randy Davis
	Jay Dickey
	Cole Dennis

Staff

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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”