



Independent Electrical Contractors, Inc.

WATTS UP

Local Electrical Contractor voted as National IEC Vice President

Independent electrical and systems contractors, apprentices, manufacturers and distributors from across the country recently gathered in Anaheim, Ca., for the Independent Electrical Contractors, Inc. (IEC) 46th Annual Convention and Electric Expo. During the Awards Banquet at the convention, IEC National Immediate Past President Gary Baumgartner inducted the new IEC National officers.

One of the new National IEC's Vice Presidents was one of our own Mid-South IEC contractors Mr. David Ekmark from Ekmark Electric. David's prior experience as the former Mid-South IEC Chapter's Apprenticeship and Training Committee Chairmen and prior member of the Board of Directors will aid him in his current leadership position at the National level.

We at the Mid-South IEC wish David the best of luck and success in his endeavors at the National level and look forward to him representing contractors not only in the Memphis area but throughout the nation as well.



New National IEC officers taking their oath: (left to right) J.B. Wise IEC National President, Teri Wise President of IEC Women's Forum, Gene Mini immediate Past President, John Biagas Senior Vice President, David Ekmark Vice President, Dennis Thomas Treasurer, and Denny Denier Secretary...missing was John Quebe Vice President

3RD QUARTER—2003

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Applications

For the year 2003, we have had 303 applications that have been available for the contractors to review.

MBJ acknowledges Anita Haines at Pyramid Electric



The Memphis Business Journal recently ranked Ms. Anita Haines, President of Pyramid Electric, #3 of all of the Female-Owned Businesses in the Mid-South area. This ranking was derived by local full-time equivalent employees.

The Mid-South IEC is proud to have one of contractor members published in the MBJ with emphasis on Women in Business.

Also, the Memphis Business Journal then interviewed Anita, below is that interview:

What is your most successful business or personal investment?

My investment of excellent, competent employees who help to propel me to reach my goals as I enable them to reach theirs.

What do you consider your greatest accomplishment?

The building of a company of three employees to over 100 based upon our mission statement. Aggressively pursue market opportunities, execute contracts with excellence, earn the respect of our customers and contractors, promote the welfare of our employees and elevate our industry.

How do you enjoy spending time outside of work?

I have a 1 year old grandson, Isaiah, whom I absolutely adore. My husband and I cherish every minute we can spend with him.

What are your business goals for the coming year?

To elevate the electrical industry by promoting quality electrical installations while helping to build the careers of electrical apprentices with quality education and on the job training.

What is the biggest challenge you face in meeting these goals?

To continue to win successful contractors when the economy tempts contractors to drop prices below cost or decrease quality as profit margins tighten.

Bettina Jackson recognized at NAWIC

Our own Ms. Bettina Jackson was recently recognized and awarded the "Rookie of the Year" from the National Association of Women in Construction. This award was presented at last month's membership meeting.

Some of the accomplishments that led up to this prestigious award was that Bettina took the lead role in writing an article about the NAWIC's members' participation in a local TV show "Mid-South's Most Wanted". Where her article not only informed national NAWIC members of the activity of the NAWIC members in the Mid-South area but her article was also recognized at the regional level. Additionally, Bettina's involvement with "Block Kids Event" and hosting the NAWIC Christmas party aided in the decision of her receiving this award.

Congratulations Bettina

Local IEC Contractors help the kids of Youth Villages



Ten of the Mid-South IEC Contractor members helped the Youth Villages and more importantly... the kids of Youth Villages, by donating 30 sets of season tickets to the University of Memphis Tigers football games.

Youth Villages is a private nonprofit organization that offers help and hope to 5,000 troubled children and their families each year through programs that include: home-based counseling, residential treatment, foster care and adoption and group homes. Every year, hundreds of Memphis-area children and their families benefit from Youth Villages' services. This year, Youth Villages successfully launched two new programs: the Center for Intensive Residential Treatment and Specialized Crisis Services.

"Our kids are really excited about going to a game, listening to the band and eating hot dogs and popcorn," says Patrick Lawler, CEO of Youth Villages. "Many of them have never been to a college football game and would never get to go were it not for generous donations from the community."

Last year, Youth Villages was the largest season ticket holder for University of Memphis football, thanks to sponsors who helped 300 children enjoy the excitement of live football.

"The games are something to look forward to, and the kids in my cottage really work on their behavior so that we can go to a game," says Yolanda, 13. "The games are fun and exciting, and I like watching the cheerleaders and when they bring the Tiger out. I also like the food. My favorite is nachos and cheese."

We would like to thank and recognize these IEC contractors for making a difference to these kids and having a positive impact in their lives:

AC Electric
Advance Electric
Airways Electric
Anderson Electric
ARC Electric
Carlock Electric
Davis Electric
Ekmark Electric
Overton Electric
Sammarco Electric

Great Job !!!

2003 IEC National Convention

Independent electrical and systems contractors, apprentices, manufacturers and distributors from across the country recently cast a powerful spell on Anaheim, Ca., at the 46th Annual IEC Convention and Electric Expo.

“We want to thank everyone who *made time for the magic of IEC*,” IEC National President Gene Mini says. “The convention was hugely successful through a combination of superb educational sessions, serious networking, dedicated community service, and intensive industry development. With such an intelligent team of hard-working professionals – industry partners, staff, contractors, apprentices, manufacturers and distributors, it’s no wonder sparks were flying at the convention.”

Educational sessions were split into three separate tracks: business growth and development, management operations, and industry issues. A couple of highlights include the keynote speaker, Steve Rizzo, who provided valuable, yet entertaining information about how to cultivate a healthy attitude and general session speaker H. Berrien Zettler, Deputy Director at OSHA’s Directorate of Construction, who elaborated on the top health and safety hazards in the industry.

The Electric Expo encouraged networking opportunities between IEC members and industry partners. Generous exhibitors showcased an array of new products and services tailored to meet the needs of attendees.

At the Platinum Partner Party, IEC Foundation President Denny Denier announced that the Foundation, in conjunction with industry partners, such as Ideal, Eaton’s Cutler-Hammer, Siemens, SQUARE D/Schneider Electric, and Greenlee Textron, is contributing approximately \$300,000 in equipment grants this year, furthering the goal of creating world-class chapter training centers for apprentices nationwide. The Foundation received enough equipment donations from industry partners to award grants to 22 IEC chapters that requested materials. The Platinum Partners rented out the House of Blues to throw an incredible party, giving away over 125 prizes.

“IEC National would like to thank the Platinum Partners for their extraordinary generosity and support of the industry,” says Mini. “Thank you: 3M Corporation, Accubid Systems, C.N.A., Eaton’s Cutler-Hammer, Delmar/Thomson Learning, Graybar Electric, McCormick Systems, Siemens Energy & Automation, Southwire, SQUARE D/Schneider Electric, Thomas & Betts, and WESCO Distribution.”

The Mid-South Chapter would like to thank the following IEC members for supporting the IEC by attending the National IEC’s convention:

- | | |
|--------------------------|-------------------|
| ▪ Larry & Gail Cooper | ARC Electric |
| ▪ Marty & Cindy Cooper | ARC Electric |
| • David & Belinda Ekmark | Ekmark Electric |
| • Frank & Ann Fuchs | Fuchs Electric |
| ▪ Tony & Pam George | Anderson Electric |
| ▪ Tim & Bo Sammarco | Sammarco Electric |
| ▪ Chris & Donna Scott | E&W Electric |

Pictures of the 2003 IEC National Convention



IEC Foundation Approves Equipment Grant

During the 46th National IEC Convention, the IEC Foundation, along with Industry Partners such as Square D announced the approval for additional lab equipment for the Mid-South IEC's Training Facility. This lab equipment includes items such as:

- Transient Voltage Surge Suppressor
- Surgebreaker Plus
- PowerLogic Energy Meter Enhanced Model
- PowerLogic Concept Meter
- Surgical Facility Panel
- and much more

We want to thank our Industry Partners for having a positive impact on our training programs and the development of the future of the electrical and systems industry.



2003 GOLF TOURNAMENT

On Monday September 22, 2003 Mid- South IEC held its 7th Annual Golf Tournament at Whispering Woods Golf Course. We had a great turnout with 80 golfers and over 20 hole sponsorships.

There was over 30 door prizes which even include 2 DVD Players and passes for the FedEx Flight Simulators. Thanks to Gene Mathis, every par 3 had a hole in 1 contest, and on hole 8, there was a new Harley Davidson sitting there waiting for someone to take it home.

This year we even auctioned a signed Portrait of the Memphis Pyramid with John Calipari's signature and the Memphis Liberty Bowl with Tommy West's signature from the University of Memphis.

We would like to thank all our sponsors and all the industry partners who donated the door prizes. Its companies like your company that make a difference in the industry.



This is a third year having a Harley Davidson at the HOLE IN ONE for someone to take home. No one was able to ride it home this time. SORRY GUYS !!



The winners of the tournament was Tom Shanks, Wayne Atkins, Terry Atkins and Ronnie Shappley

Results of the IEC Tournament

1st place - 1st flight (- 17)	Terry Akins, Wayne Akins, Ronnie Shappley, Tom Shanks
2nd place - 1st flight (- 16)	Cole Dennis, John Dennis, Tim Weatherford, George Slade
1st place - 2nd flight (- 7)	Terry Whitlock, Jim Liles, Jip Lemmons, Tom Williams
Closest to the hole	Kelly "Goose" Sheely
Putting Contest	Tim Sammarco



Pictures of the 2003 IEC Golf Tournament



Code Corner

By: David Greer

Ask any electrician what they consider to be the most confusing part of the NEC and chances are they will say Article 250, Grounding. In fact Memphis and Shelby County Code Enforcement says that 40% of defects found are regarding grounding.

I believe that one thing that contributes to this is that we have a tendency as electricians to consider any conductor connected to an electrical enclosure, building steel, water pipe etc... a grounding conductor. My high school Biology Instructor had a favorite saying that holds true here. "Let's call a Cow, a cow, and a Mule a Mule". We need to remember there is a distinct difference between the Grounding electrode system (250-C) and Bonding (250-E). Let's call them what they are.

Conductors for the Grounding electrode system are selected from 250-66 based on the area of the Service Conductors. Equipment Grounding conductors used to bond metal enclosures, conduit systems etc. are selected from 250-122 based on the over-current device serving the circuit. It pays to ask yourself some questions when installing these systems. I know I have to bond this water pipe, but does it meet the criteria to be part of my Grounding Electrode system? I know this Gas pipe has to be bonded, but what is the basis for the size of conductor to be used?

(To be continued in next newsletter)

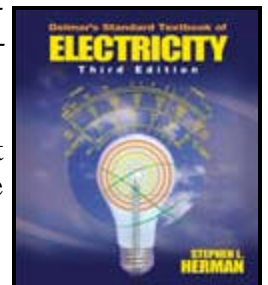
IEC Instructor gets acknowledged

In the electrical education community one of the predominant leaders in curriculum development has been Delmar. Delmar was founded in a joint effort by New York educators and the New York State Vocational and Practical Arts Association in 1945 and has been known for their high standards of education specifically in the electrical industry.

Recently Delmar released their newest edition, the 3rd edition, of "Standard Textbook of Electricity". In this new edition Delmar acknowledged one of the Mid-South IEC's instructors Bob Knouse.

Delmar wrote: *"A special thanks to the IEC members for their suggestions - especially Bob Knouse, whose expertise and attention to detail provided a thorough technical review of the content..."*

We at the IEC are proud of all of our instructors and the positive impact that they have on our apprentices and the industry. We would like to congratulate Bob for being recognized by one of the leading electrical textbook developers.



Business Killer Workshop at IEC

The IEC consistently views ourselves as a business partner with all of our members. As business partners, we want to see our IEC members become successful. To do this, we source Industry Partners to aid you in your success and the success of your business. Carson McDowell and Reid is one of those Industry Partners that wants to help you become economically successful by presenting to you this important seminar.

If your business decisions and actions are driven far too often by urgencies rather than by sound business planning, then this is a **must attend event**.

Based on our experience and the research we have conducted, the three biggest issues business owners face are:

1. The lack of a written “strategic plan” which takes into consideration the development of a strong management team, identifying and mentoring a successor, and converting the business asset into a personal asset as an exit strategy.
2. Interpersonal family relationships that deal with perceived inequities among family members; and
3. Non family key employees who are motivated to achieve company objectives.

Our presentation is called BusinessKillers®, which deals with avoiding the six mistakes that can destroy your business and your future.

It will be presented from the business owner’s point of view by dealing with mistakes in perception such as:

1. “I know what my business is worth.”
2. “I’m too busy running the company.”
3. “That’ll never happen to me.”
4. “There’s plenty of time for that later.”
5. “My business is my retirement.”
6. “You can’t beat Uncle Sam.”

Mid South Independent Electrical Contractors

2814 Stage Center Drive
Bartlett, TN 38134

Phone: 901.682.3546
Fax: 901.682.4496

This workshop is provided free for our contractor members. Please give the IEC a call and let us know how many from your company will be attending.

It will be presented by:

Carson, McDowell & Reid

Date: October 15, 2003

Time: 3:00 PM-5:00 PM

Place: IEC Classroom

Motor Controls Class at the IEC

The Mid-South IEC will be hosting an 18-week Motor Controls class starting 10/23/03 here at the Chapter's training facility in Bartlett. We will concentrate on the practical applications of motor control circuits. Students will be able to read and draw line diagrams after completing the course. Any time not spent on bookwork will be spent on hands on training in the IEC labs. The IEC labs have a wide variety of motor control products to apply and to sharpen your skills.

The price for the Motor Controls Class for IEC contractor members are \$300.00 which INCLUDES books
For non-IEC contractor members is \$450.00 which includes books

This 18-week class will be taught every Thursday night, starting October 23rd from 6:00PM to 9:00PM here at the IEC training facility. We will teach the first 9 weeks, then take a 2-week break for the holidays, and then continue to teach the second 9 weeks immediately following the 2-week break. Due to shipping time of the books, we ask that you sign up ASAP. To register simply call the IEC at (901)682-3546 and we will be happy to fax or e-mail you a registration form or a registration form can be found on our website at www.midsouthiec.com

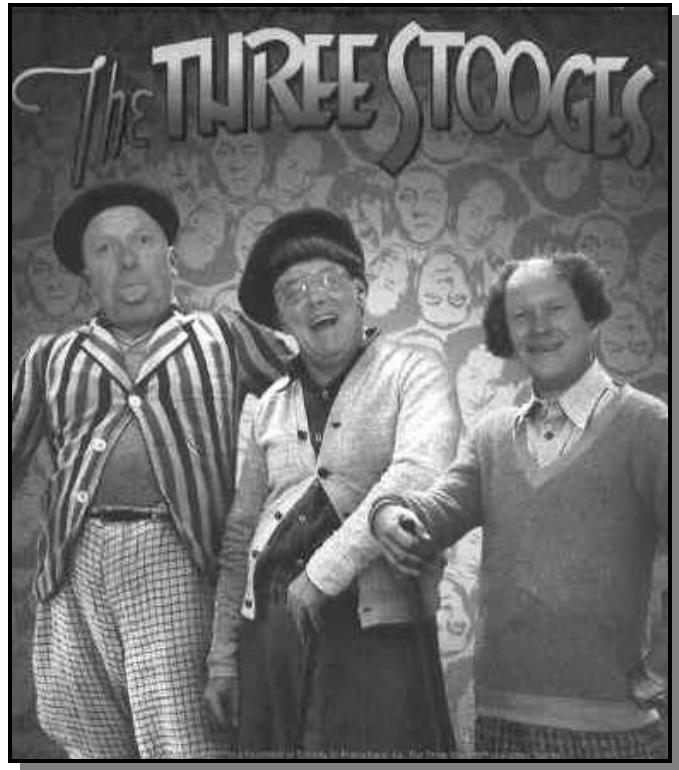
IEC Motor Controls Course Outline

(what will be covered in the Code Class starting 10/23/03)

- Class 1 - Introduction, tools, instruments, symbols and line diagrams.
- Class 2 - Line diagrams and logic as applied to line diagrams.
- Class 3 - Motor starters, magnetism and magnetic solenoids.
- Class 4 - AC/DC contactors and magnetic motor starters.
- Class 5 - Time delay relays and logic.
- Class 6 - Installation of control devices.
- Class 7 - Line diagram review and Lab work.
- Class 8 - Lab work.
- Class 9 - Review and midterm exam.
- Class 10 - Reversing circuits.
- Class 11 - Power distribution systems, transformers, panel boards...
- Class 12 - Solid state and electronic control devices.
- Class 13 - Electromechanical and solid state relays.
- Class 14 - Photoelectric and proximity switches.
- Class 15 - Programmable Logic Controllers.
- Class 16 - Accelerating and decelerating methods.
- Class 17 - Preventive maintenance and troubleshooting.
- Class 18 - Review and final exam.

Who's This !?!

IEC members come in all shapes, sizes and personalities. Here are a few pictures of IEC members having a little fun...can you guess who they are?



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
 Computer Environment
 Cummins Mid-South
 Cutler-Hammer
 Federated Insurance
 First Light Lighting
 1st TN Bank -David Warlick
 GE Supply
 Graybar
 Harris, Madden & Powell

Jackson, Shields, & Yeiser
 Leviton Mfg.
 Menard, Gates, and Mathis
 National Equipment Services
 Rental Service Corporation
 Rexel Southern Electric Supply
 RP Power
 Simplex Grinnell
 Thomas & Betts
 Thompson Power
 TVESCO, Inc.
 WESCO

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Don't measure yourself by
what you have
accomplished,
but by what you should
have accomplished with
your ability.

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



Independent Electrical
Contractors, Inc.

**Promoting
Responsible
Independent
Dedicated
Electricians**

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