



Independent Electrical
Contractors, Inc.

WATTS UP

4TH QUARTER—2002

Thoughts from the President

As I reflect over the 2002 year at the Mid-South IEC, the one word that succinctly expresses my thoughts is “WOW!”. There has been phenomenal growth in our chapter: in membership, education, training, development and expansion. I give Walt Czynnik and JoAnna Frascella a huge “thank you” for a job very well done. Additionally, the Board of Directors, Apprenticeship and Training Committee, VDV Committee, Membership Committee, Tradeshow Committee, and the Golf Tournament Committee have done a marvelous job in helping make this our best year yet. We have worked harmoniously in exceeding our goals and expectations. You, as an IEC member, must certainly be proud of our Mid-South Chapter in that we have a “World Class Facility” and the best staff in our association.

Not to be one who rests on her laurels, I challenge each of you to continue to help us grow and raise the bar for 2003. With our recently newly acquired tax exempt status of 501(c) 3, we can apply for grants to help our school become even more successful therefore helping our businesses become more successful. My personal goal is to receive enough grant money to hire a full time Apprenticeship and Training Director and also to be able to defray some of the tuition costs.

If you are not actively serving on a committee and would like to get involved, please call me and I’ll put you to work. It’s always good to get some fresh ideas and new perspectives on things. In return you can find out some success stories from some of the other contractors. Let’s all pull together to make Memphis, Desoto County and now Jackson the strongest and best merit shop cities in the USA.

Anita Haines

INSIDE THIS ISSUE:

Mid-South IEC Year in Review	2
IEC PAC Contributions	3
Associate Member of the Month	4-5
ACE Credits	6
Christmas Party	7
Code Corner	8
Foremen and Business Owner Training	9
Website gets facelift	10
New Members	11

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

Applications
For the year 2002, we
have had 387
applications that have
been available
for the contractors to
review.

2002 Year In Review

There were several success stories that the Mid-South IEC felt over the past 12 months. We would like to share with you several of these accomplishments that the Mid-South IEC had in 2002.

The Mid-South IEC could not have reached these accomplishments if were not for the hard work and dedication of our Members and our Industry Partners. All of you deserve a “job well done” for having a positive impact on the electrical and communication industry.

”IEC...working together towards success”

- . The Chapter was awarded the “Legislative Conference Chapter of the Year” which was presented in the presence of the Deputy Secretary of Labor, Cameron Findley
- . Developed modular electrical labs for hands on training which increased the student’s test scores and decreased attrition
- . The IEC changed the Electrical Apprentice to Journeyman ratio to 2 Apprentices to 1 Journeyman
- . Added 14 new Contractor Members and 5 new Associate Members to the Chapter
- . Added its first 3 Electrical Contractors as members from Jackson Tennessee which is the beginning of the development the Apprenticeship Program in Jackson TN
- . The IEC Electrical Apprenticeship Program was awarded 29 college credits from the American Council on Education (see page 6 of this newsletter)
- . Opened its membership to Communication Contractors
- . Initiated and Developed the 3 year Voice Data and Video Apprenticeship program
- . Graduated the first female Electrical Apprentice from the 4-year program
- . Had meetings with, Lamar Alexander, Senator Frisk, Senator Norris, Congressman Bryant and Congressman Wicker to enhance the understanding of the open shop philosophy
- . Hosted an Educational Open House that was visited by many Mid-South dignitaries to allow them to better understand the quality of training that the IEC members’ employees receive
- . Was the recipient of an Audio Visual donation in excess of \$22,000
- . Was the recipient of a IEC Foundation grant for additional lab equipment in excess of \$11,000
- . Was the recipient of a test equipment grant in excess of \$10,000
- . A Mid-South IEC Instructor was hired by Delmar as a Technical Evaluator & Writer for their Electrical Publications
- . Was the recipient of a donation of High Voltage Switch gear to develop high voltage training and splicing
- . Initiated and Developed the “Associate Member of the Month” program which increased the communication between the Contractor Members and Associate Members
- . Was the recipient of a donation of a new phone and voicemail system to better communicate with IEC members
- . Started 86 new Apprentices in the fall semester

IEC PAC supports local candidates

This year, the IEC-PAC supported 38 incumbent and challenger House candidates who launched strong pro-business campaigns. With 32 of the 38 IEC-PAC supported candidates winning their races, IEC has determined that IEC-PAC had an 84 percent winning rate in the 2002 House elections.

Locally this past quarter, the Mid-South IEC showed support to those that support our IEC members. Additionally, this gave good opportunities to meet with the candidates and discuss the open shop philosophy .

The Executive Director of the Mid-South IEC, Walt Czyrnik, meets with Lamar Alexander to show the IEC's support in his campaign.



Congressman Roger Wicker (R-MS) met with Walt Czyrnik which gave the Congressman a better understanding of the IEC and the members of IEC. Congressman Wicker was extremely interested in the IEC's Apprenticeship program.



Walt Czyrnik, is pictured with Congressman Ed Bryant (R-TN). Bryant was pleased to see IEC's support for Lamar Alexander.

ASSOCIATE MEMBERS OF THE MONTH For October 2002

Thomas & Betts

No one is quite sure what the intention was, but the October general membership meeting was held at Thomas & Betts Corporate Headquarters on Halloween. Was T&B trying to provide treats to get closer to the Mid-South Chapter, or was Walt trying to scare new members into joining? In the end, Thomas & Betts was extremely pleased to host the general membership meeting and was ecstatic at the turnout.

Today, Thomas & Betts is a leading producer of connectors and components for worldwide electrical markets. The product lines span applications in the Industrial OEM and MRO markets as well as the Industrial, Commercial, and Residential Construction sector. The product brands are some of the best known in the industry – Steel City, Ty-Rap, Color-Keyed, Ocal, to name a few. In fact, the recent EC&M brand preference study rates all of the core T&B lines as # 1 or #2 with Contractors, Engineers, and Maintenance Facilities.

Over the last year, Thomas & Betts has undergone many changes geared to get our focus back onto the core electrical business. We now have a state of the art training facility (the amphitheater where the meeting was held is one part of that facility), complete with a hands-on tooling center, several product display boards, and a company history/merchandising area that are available for IEC member use.

Our marketing material has refocused our attention on the installer of our products. Several new products and technical data have been released all designed to “make the contractor’s life easier”.

Thomas & Betts had its beginning in 1898 when Robert McKean Thomas and Hobart D. Betts formed a sales agency in New York City selling conduit for electrical installations. In 1905, they established a New York corporation, Thomas and Betts Company. Following the 1992 acquisition of American Electric, the corporate headquarters was relocated to Memphis, Tennessee in 1993.

The corporation manufactures its products on a worldwide basis, with manufacturing facilities throughout North America, in Europe and in the Far East. Distribution Centers are located in Byhalia, Mississippi; Bromont, Quebec; Sparks, Nevada; and LaLouviere, Belgium.

Thanks to all that visited Thomas & Betts. Our plans as a Platinum Partner for 2003 include additional support and visibility within the IEC membership.



Everyone having an informative meeting at the T&B Headquarters



Anita Haines, President of the Mid-South IEC (left) and Walt Czynnik Executive Director (right) recognizing Nick Cassella, Vice-President Global Marketing Electrical Division of T&B for hosting the IEC’s general monthly membership meeting and developing a stronger relationship between IEC and T&B

ASSOCIATE MEMBERS OF THE MONTH For November 2002



Nextel wishes all the members of the Mid-south Independent Electrical Contractors a tremendously successful new year and hopes that your holidays were both fulfilling and relaxing. 2003 brings a great deal of excitement to Nextel. More than half of you already use Direct Connect, Nextel's long-range digital walkie-talkie. It is a secure one-to-one way to communicate that is instant and a fraction of the cost of cellular calls. And the range, hundreds of miles now, is about to get **real big**.

The Direct Connect feature has served as one of Nextel's most significant differentiators since the birth of our company. Nextel conducted a successful demonstration of Direct Connect between our lab in McLean, VA and Motorola's facility in Plantation, Florida several weeks ago, and we have begun to launch Nationwide Direct Connect, which will allow any Nextel subscriber to use Direct Connect to contact any other Nextel subscriber anywhere on the Nextel network throughout the United States. All markets will have Nationwide Direct Connect by mid-year. This is an example of how Nextel will continue to succeed by being first, being better and being different.

Nextel's Industry Solutions concentrate on a particular market. Many applications are available for electrical contractors to increase efficiency and improve the bottom line. Nextel understands today's contractor values time more than ever before. Manage your existing office inbox, calendar, and contacts all from your phone. Nextel offers more than stock quotes and sports scores.

Now Nextel offers many great wireless data products to help your business even more-

Complete Vehicle Tracking- This package can help your business know exactly where your field employees are, dispatch the closest driver, and reduce overtime and fuel expenses. Maintain your vehicles and reduce insurance costs.

Wireless Dispatching Services- Save time and money by streamlining and automating your workflow process. Never lose another service ticket. Produce a detailed report of each worker's daily activities, and accurate and timely billing reports.

Wireless Time/Billing Management- AirHours lets remote workers and managers keep track of time on the job, complete with reporting and billing integration. The enterprise edition is for companies that want to run their own systems behind the firewall, while the general business solution is for those companies that would rather have the application managed for them. Hayes says the AirHours application has sparked a great deal of interest among electricians.

Repair Manual Tool- Corrigo is an electronic repair manual tool used by dispatchers to help a repairman know the nature of a problem before he arrives. In addition, repair technicians can access these manuals remotely if they need help. People who work in the industry may not be comfortable with a computer, but usually find a phone is a natural way of communicating. Using them for simple data input isn't a challenge.

Nextel has tried to create a market space that it fits into, rather than being simply a wireless carrier, Hayes says. This means working with vendors developing products and making sure they work on the network and then helping customers integrate and use them.

Nextel has now introduced our first GPS enabled phones that support location-enabled Java applications and services. Nextel proudly offers the i58sr, a rugged and durable digital cellular phone engineered and constructed for exceptional reliability. Enclosed in sure-grip rubber, this phone is so tough it is tested to military standards for resistance to dust, shock, and vibration. It also adds speakerphone, internet capability, a high-capacity lithium ion battery, and a personal information manager.

Nextel Communications, based in Reston, VA, is a leading provider of fully integrated, wireless communications services on the largest guaranteed, all-digital, wireless network in the country. Nextel's 4-in-1 service—Nextel Digital Cellular, Nextel Direct Connect®, Nextel Mobile Messaging and Nextel Wireless Web—covers thousands of communities across the United States. Nextel and Nextel Partners, Inc., currently serve 197 of the top 200 U.S. markets, where approximately 230 million people live or work. Nextel is traded on the NASDAQ National Market under the symbol NXTL. Nextel has recently secured a contract with the federal government for several hundred million dollars, further example of how Nextel will continue to succeed by being first, being better and being different.

Please ask your sales representative if you need additional information or have any questions about Nextel.

Independent Electrical Contractors, Inc. Receives College Credit Recommendations for Training

IEC consistently strives to increase the level of education that the electrical apprentices receive WITHOUT losing focus on what the needs of the contractors really are. We clearly understand that the contractors need apprentices that CAN pull wire, bend conduit, follow and understand the NEC and so on. We have also learned that with our new labs, the electrical apprentices receive even better hands on training than in the past which allows them to deliver to the contractors a tangible skill to increase productivity out in the field.

A major accomplishment recently occurred. The American Council on Education has recognized our electrical apprenticeship program as first class and awarded the program 29 college credits that is recommended to many colleges and universities throughout the nation. A little closer to home, and just to name a few, the University of Memphis, Southwest Tennessee Community College, Dyersburg State Community College, Jackson State Community College and UT Martin utilizes and recognizes the ACE.

Below is a portion of a press release sent out by the American Council on Education on our program:

Independent Electrical Contractors, Inc. joins a select number of organizations that have added value to their apprenticeship programs through college credit recommendations as a result of a review conducted on August 13, 2002 by the American Council on Education's College Credit Recommendation Service. A team of content specialists, selected from college faculty, has reported that the IEC apprenticeship programs are comparable to college level courses and may be used as transfer credit at many colleges and universities. According to Jo Ann Robinson, Director, ACE's College Credit Recommendation Service, in nearly thirty years, ACE has saved employers millions of dollars in tuition reimbursement and has helped thousands of employees earn a college education.

She adds, "the recent interest to add value to workplace courses through a third-party review comes as no surprise, especially with business and industry concerned about their place in the global market; with the need to retain good employees as the population ages; with the knowledge that superior training increases productivity, more and more organizations are turning to the ACE College Credit Recommendation Service to assure the quality of that training."

In addition to Independent Electrical Contractors, Inc., AT&T, Citigroup, Delta Air Lines, Learning Tree International, McDonalds Corporation, Southern California Water Company, Union Pacific Railroad, and GM among many others offer ACE college credit-recommended apprenticeship programs or courses.

ACE has reviewed the four-year IEC apprenticeship training program for electrical construction workers and awarded IEC a recommendation for 29 hours of credit at the associates/ bachelors degree level in subjects such as:

- AC/DC Motors, Generators, and Alternators
- Technical Mathematics
- Basic Electricity
- Basic Residential Wiring
- AC Circuitry
- National Electrical Code
- Electrical Construction Materials and Methods
- Electrical Construction Field Experience
- Electrical Construction Field Practicum
- Construction Blueprint Reading
- Wiring Motor and Controller Circuits
- Wiring Motor and Controller Circuits (Laboratory)
- Commercial Electrical Systems
- Installing and Maintenance of Solid State Electronic and Electrical –Mechanical Controllers
- Industrial Safety

Christmas Party at IEC

The members of Mid-South IEC shared Christmas on December 11th at the Germantown Country Club. A great time was had by all and the "steal the gift" game was a great hit.

Here are some of the faces that joined us at the Christmas party...



A.B. and Jo Anna Haines from Marathon Electric having a wonderful time



Bob Johnson, Chief Electrical Inspector & his wife Jean enjoying the evening



Roy and Pat Elliott from TSI Data and Telephone Systems in the holiday spirit.



Rob Hendry and Tony George meeting to discuss IMPORTANT issues :-)



David and Belinda Ekmark from Ekmark Electric in a festive mood.



David Haines from Pyramid Electric spending quality time with Shannon Haines

H
A
P
P
Y

H
O
L
I
D
A
Y
S

F
R
O
M

T
H
E

I
E
C

Code Corner

By: David Greer

Make your Code book work for you!

One thing I've noticed in teaching the Code course is that electricians are hesitant to write in their National Electrical Code book. In addition, few have their books tabbed for quick reference. Few things can be more frustrating than thumbing through the NEC looking for information over and over.

Here's a simple, inexpensive solution. Pick up at least (15) 1-1/4" adhesive index tabs at the local office supply or drug store. Index the first page of each of the chapters in the NEC across the top of the book, that way you always know right where to look for chapter numbers. Label each of the main charts such as 310-16 for ampacity, 250-66 for Grounding Electrode Conductors and so forth with the tabs offset as usual. And finally, feel free to write in your NEC. If you're considering taking a standardized test such as the Shelby County Journeyman's or Master's exam, most testing proctors will allow anything handwritten in your book in ink. This includes drawing the Ohm's law chart.

2002/2003 ELECTRICAL AND VDV SCHOOL SCHEDULE

SECOND SEMESTER SCHEDULE

4th Year – Monday January 13-May 12, 2003
1st Year – Monday January 13-May 12, 2003
2nd Year-Tuesday January 14-May 13, 2003
3rd Year-Wednesday January 15-May 14, 2003
VDV-January 16-May 15, 2003

Make-Up Classes Every Wednesday & Thursdays

note: all above classes including makeup classes are from 6:00PM to 10:00PM



Foremen and Business Owner Training at IEC

We at IEC consistently strive to listen to what the needs of our members are and then deliver on these needs. One of the most consistent need that we are being told, is that the contractors need dynamic “Foreman and Business Owner” training. We have heard your request and are ready to deliver on your needs.

We are proud to announce that the Mid-South IEC has arranged for these 2 much-needed courses. Both of these courses are a part of the National IEC University Program and the Purdue University.

Below is just a portion of information that will be covered during these courses:

Foreman Series

Description:

The foreman is the frontline manager for the electrical and systems contracting firms. He got there by being technically talented in construction installation methods, by understanding the code, by performing quality work, BY GOING FAST and by making the company money. So where did he learn how to be a manager? Being an effective manager requires a much different skill set than being a talented electrician or technician. Participants will leave with tangible new skills they can apply immediately upon their return to work, and should expect to have more time, be focused on priorities that most significantly impact productivity & profitability, and recognize how to effectively plan, monitor and report on projects.

Learn How To:

- Pre-plan, pre-plan, pre-plan ...
- Recognize their importance as the eyes and ears of the company on the jobsite, and understand the significance of their role in communicating information to the firm
- Execute the game plan for maximum productivity & profitability, while still “reading the defense” to understand what adjustments need to be made in order to still win the game.
- Analyze labor efficiency, diagnose ailments, and implement vigorous treatments

Business Owners Series

Description:

“This electrical and systems stuff is the easy part, it’s all that other stuff that gives me headaches, keeps me up at night, and puts a strain on my marriage!” If you’ve ever said or thought that, this program is for you. As electrical and system contractors we’ve mastered the technical side of the contracting business. This program helps participants to develop and hone those business management skills that somebody forgot to teach in apprentice school and provides tools that you can use to analyze your business, manage your resources, and maximize your market potential.

Learn How To:

- Critically analyze how your business is performing
- Develop market niches where you can exploit your strengths
- Hire, train, and lead a championship team!
- Maximize your personal time and effectiveness & use change as a strategic weapon

For many, this may be a once in a lifetime opportunity to receive this type of training. This information **will** have a direct impact on your company's profitability. There are limited amount of seats available for these classes and they will fill up quickly. For additional information and registration, call the Mid-South IEC office at (901) 682-3546.

Mid-South IEC's website gets facelift

To start the new year off in a positive way, we have given our website at www.midsouthiec.com a facelift. The new and improved website has some new features to it. HOWEVER...we have kept the layout the same so that those that have gotten use to using the site would find it easy to navigate though it.

Here are several of the updates in the public area:

- * a more professional appearance
- * added information about the VDV Apprenticeship program
- * added a picture tour of our training facility...we have a great facility and others should have the opportunity to see it.
- * updated the past 2 years of newsletters

Here are some updates in the "member's only" area for our contractor members:

- * added IEC's bylaws for your convenience to review
- * added the new modified BAT standards for the electrical apprenticeship program
- * added the wages for the electrical apprenticeship program...everyone is always looking for these
- * added the Apprenticeship standards for the VDV program

As a reminder, the Chapter calendar is consistently updated so that you can know what is scheduled here at the IEC. Also in the "member's area" is a bulletin board that you can have your excess equipment posted for other members to buy (a way to clean up your shop and bring in a little cash flow...or buy items at a discount)

We consistently receive phone calls from potential customers looking for a contractor. Many of them have found us on the Internet. All of the IEC members are listed in an easy to read manner under the "Membership List", however your e-mail address is not currently listed. If you would like to have your e-mail address listed under the "Membership List", let us know we will be happy to place it there for you.

Been There, Done That? Don't take safety for granted

Bill has been on the job for years. He knows it inside and out, so he figures he can safely cut a few corners. Jane's been around even longer, and she frequently takes risks—calculated risks—she calls them to save time. So far Bill's been lucky. He's only had a few near misses. But Jane's luck finally ran out, and now she's in the hospital trying to figure out what happened.

What happened, of course, is that as an experienced employee, she felt she could take risks without it affecting her safety. She was wrong. And Bill is wrong to think he can cut corners just because he knows the job. Here are some important reminders for veterans like Bill and Jane:

Don't make changes in procedures without checking with your supervisor.

Don't override safety rules. If you have a question, talk to your supervisor or the safety manager.

Don't take shortcuts or risks to save time. Work at a safe, steady pace, and you'll get everything done—in time and in one piece.

Don't take your safety and health for granted. Keep alert to hazards—no matter how often you've done the job.

Don't blow off safety training. Even if you've heard it before, you can still learn something new, and share it with less experienced co-workers.

WE WOULD LIKE TO WELCOME ABOARD OUR NEWEST MEMBERS

New Electrical Contractor

Mid-States Electric	Mike Evans	(731) 423-9482
REC Company	Robert Coody	(731) 467-1421

New Communication Contractor

Point2Point	Bill Fredrick	(901) 373-1333
-------------	---------------	----------------

WE WOULD LIKE TO WELCOME OUR NEWEST MEMBER OF THE BOARD OF DIRECTORS

Dynamic Electric	Bill Wallace	(901) 508-7339
------------------	--------------	----------------



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

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

*" Either a person is part of
the problem or part of the
solution...which person
are you?"*

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
Treasurer	Brenda Ratton	allenelectric@aol.com
Secretary	David Ekmark	dekmark@ekmark.com

Board of Directors

Past President	Tim Sammarco	tim@sammarcoelectric.com
	Stan Bond	marthone@aol.com
	Lloyd Chism	chismelec@vantek.net
	Larry Cooper	arcelecco@aol.com
	Randy Davis	daviselectric1@aol.com
	Cole Dennis	cdennis@denniselectric.com
	Jay Dickey	alectr1@midsouth.rr.com
	Bill Wallace	cbwall@bellsouth.net

Staff

Executive Director	Walt Czynnik	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"