



“Some of the biggest challenges in relationships come from the fact that most people enter a relationship in order to get something: they’re trying to find someone who’s going to make them feel good. In reality, the only way a relationship will last is if you see your relationship as a place that you go to give, and not a place that you go to take.”

Anthony Robbins

MANAGER’S COMMENTS

Well, this month’s newsletter is over a week late, “my bad” as the millennials would say. As a baby boomer, I’ll just say I’m sorry.

Part of the reason for being tardy (great old word) is because I couldn’t decide how to say what I want to say and whether what I have to say will really matter to anybody.

If you don’t know who Burt Bacharach is, Google him. You’ll find a long list of hit songs he composed and recorded. One of them is “Alfie”, recorded in 1967 and sung by Dion Warwick. The first line of the song goes “What’s it all about, Alfie?”. This is an obvious reference to the age old question, “What’s the meaning of life?” Well the song doesn’t answer the question and I’m not able to either. However, many times during my life I’ve heard that life is about people. Is that all there is to life, people, beats me but it might be.

Nearly every day we interact or associate with someone. Each of those interactions and associations is a relationship. Look it up in the dictionary. *Noun-meaning a connection, association or involvement.*

We can categorize relationships as business or personal but in many ways they are the same. Some are short, some are long. Some are good and some are bad. They all are a combination of those things; ie, good and

short, good and long, bad and short, bad and long. I realize your probably thinking there’s more to this. You’d be right. But, I’m already late in writing this so I’m in a bit of a hurry.

Okay, the length of the relationship has too many variables to get into but the quality is what I want to give thought to.

Very simply and I think without question, every good relationship has a few common factors. Mutual trust, mutual respect and mutual desire to honestly be able to compromise without being mad that you didn’t get all that you felt you deserved. Think about the good relationships you’ve had. Count them. Probably not a real big number, huh? That’s why they’re so valuable. I would venture a guess that we all think we are trustworthy, respectful and can compromise without getting mad but it’s that mutual thing that prevents having more good relationships. That may be but it never hurts to take a look at ourselves objectively so that we can make improvements to ourselves so we can increase our chances of entering into good relationships not more bad ones.

I firmly believe that our business success and personal happiness can be improved by recognizing what we need to bring rather than take.



ECONOMIC NEWS

- 1.) A recent study found that teenagers (13-19) use media for enjoyment on average 9 hours per day! That is more time than teens spend sleeping or at school.
- 2.) German company Thyssenkrupp has developed a new kind of elevator that uses magnetic levitation to propel elevator cabins. This could potentially allow elevators to deviate from the traditional single dimension routes.
- 3.) With Mother's Day being on Sunday, May 8th, the National Retail Federation estimates that a record breaking \$21.4 billion will be spent to celebrate the holiday. That is more than twice the \$12.7 billion spent on Father's Day. (Sorry Dads!)
- 4.) 42% of credit card holders carry a monthly balance. This number has risen over the last year which experts believe indicates confidence in the direction of the economy.
- 5.) The Public Utilities Commission of Ohio (PUCO) approved First Energy's proposal to have their customers pay extra monthly charges to ensure a profit for a couple of its older plants. However this decision was overruled by the Federal Energy Regulatory Commission. (FERC.)
- 6.) The city of East Cleveland sent a formal request to the State asking permission to file municipal bankruptcy.
- 7.) The price of copper is at \$2.16 per pound.
- 8.) Forbes published a list of its top 10 US cities for renters, with Cleveland placing #7. Indianapolis was the #1 best for renters, while NYC was rated the worst.

ANNUAL ACADEMY MEETING

This July the Academy of Electrical Contractors will have their semi-annual meeting in Raleigh, North Carolina. The Keynote Speaker is Dr. Vivek Wadwha, a world renowned scholar and entrepreneur in the tech industry. Dr. Wadwha currently teaches and conducts research at Stanford University, Duke University and a Silicon Valley think tank named Singularity University.

Dr. Wadwha will be speaking to Academy Members about disruptive innovation, which is essentially an innovation that disrupts the status quo of an industry.

One example that you all might be familiar with is BIM and how that has disrupted the status quo of the design process.

The Academy has selected Michael Joyce as one of just three contractors to participate in a round table discussion with Dr. Wadwha in front of an audience of approximately 150 Academy Members. Mr. Joyce was selected for this honor based on his distinguished membership in the Academy and also his experience using cutting edge innovations and technology in his company.

DISTRICT II AWARDS

This was a very successful year for our chapter in terms of membership. Greater Cleveland Chapter was recognized with both of the membership awards granted by NECA Headquarters at this year's Spring Meeting in Amelia Island, FL. These awards were for "Most New Members" in District II and "Greatest Net Gain in Membership" in District II. District II is composed of Ohio, Kentucky, West Virginia, Maryland, D.C., and parts of Pennsylvania.

The success of our chapter is really a testament to all

of our Members and Associate Members, whose hard work and desire to improve this industry in the Cleveland area is evident to anyone watching. It is also a representation of this city's tremendous growth and transformation.

The last few years have given Cleveland a new life and a lot to look forward to. After we host the Republican National Convention, one of the largest media events in the world, Cleveland could also look forward to hosting other national conventions.

NEW ASSOCIATE MEMBER WELCOME

The Greater Cleveland Chapter would like to welcome our new Associate Member, NES Rentals.

Mr. Jeff Kocmit is the accredited representative.

MANHOURS

Cleveland Division thru March :	770,319
Lake Erie Division thru March:	163,513
Northeast Ohio Division thru March:	<u>69,690</u>
Chapter Total:	1,003,522

ASSISTANT MANAGER’S LETTER

It feels great to be back in Cleveland, despite the unfortunate circumstances that brought me back so quickly. As some of you have probably heard, I was given a medical discharge from the Army before I even began basic training at Fort Jackson. Within about 24 hours of arriving at the base, I failed the medical fitness-for-duty exam necessary for a soldier to begin training.

It is a bit of an amusing story. Apparently I suffer from something called Tinnitus, which is a constant high pitched ring in my ears. While I hardly notice this in my day to day duties, it can make the beep test that the army administers pretty difficult. The audiologist gave the instruction to press the button when I heard a ring, so I obliged and within seconds I began pressing that darn button so fast. I felt like I could have broken some sort of high score! The unfortunate part is that unbeknownst to me, the test hadn't even

started yet!

I was frustrated because I had already passed the very same medical examination before I enlisted, twice here in Cleveland. But more importantly I passed the speech recognition test which is the minimum necessary to serve. Despite that the Army still motioned to discharge me from service. I wasn't ready to give up so easily, and appealed their decision for more than a month before I was told the medical discharge process was finalized and I was sent home.

As you can guess, this was extremely disappointing, but I know that no person has ever become great by giving up when they are knocked down. While I will not have the honor of serving in the Army, I am excited to channel by energy and passion into my work here at NECA, on the Cleveland JATC, which I recently became a committee member on, and in my other personal endeavors.

UPCOMING EVENTS

- 1.) **Advanced Construction Law** –May 25, 2016 –7:30 AM –Crown Plaza Hotel, Rockside Road, Independence.
- 2.) **Chapter Golf Outing** -June 27, 2016 at the Chagrin Valley Country Club.

- 3.) **Chapter Holiday Party** - December 3, 2016 - 6:00 P.M.-at the Hilton Convention Center Hotel.

GO CAVS!!! GO TRIBE!!!



CHAPTER ASSOCIATE MEMBERS

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|------------------------|-----------------------|
| 1-888-Ohio Comp | Graybar Electric Co. |
| BMA Media Group | Leff Electric |
| Ciuni & Panichi, Inc. | Mars Electric |
| CompManagement, Inc. | Milwaukee Tool |
| Eaton Corporation | NES Rentals |
| Ericson Manufacturing | PEPCO |
| G.E. Energy Management | Riffle and Associates |

NECA PREMIER PARTNERS

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| Federated Insurance | Schneider Electric |
| Graybar | Southwire Corporation |
| Milwaukee Tool | Thomas and Betts Corporation |
| Phillips Lighting | |

ELECTRICAL TRAINING ALLIANCE PARTNERS

PLATINUM LEVEL:

- Milwaukee Electric Tool Corporation
- Klein Tools, Inc.
- Thomas & Betts Corporation
- 3M Company Electrical Markets Division
- Salisbury by Honeywell
- Harger Lighting and Grounding
- Fluke Corporation
- Lutron Electronics, Inc.
- Eaton’s Bussman Business
- Schneider Electric
- Southwire Company
- Prysmian Power Cables and Systems
- Graybar
- Greenslee by Textron Corporation

GOLD LEVEL:

- Buckingham Manufacturing Company, Inc.
- Alexander Publications
- E2E Summit

SILVER LEVEL:

- Ann Arbor Area Convention & Visitors Bureau
- Rubin Brothers, Inc.
- American Technical Publishers, Inc.
- Ypsilanti Area Convention & Visitors Bureau
- Legrand, North America

BRONZE LEVEL:

- TE Connectivity
- MOSAIC
- Stark Safety Consultants
- Coyne First Aid
- Ripley

LOOK FOR THE NEXT REVIEW IN JUNE 2016!

