



“Never look down on anybody unless you’re helping them up.”

Jesse Jackson

GREATER CLEVELAND

MANAGER’S COMMENTS

“A Union of hearts and minds.” My father was an IBEW member and I still am an IBEW member, so that means I’ve been associated with the IBEW every single day of my life. I say this so everyone knows that I feel I have the experience and that I have earned the right to criticize the IBEW.

We hear and we say that the IBEW is our partner. Acknowledging that NECA and it’s member firms aren’t perfect, I am still going to point out a character flaw in the IBEW that I’ve seen repeated many times, all in hopes that everyone understands our “partners” actions don’t always match their words and slogans.

Before you all flip out, and some of you resort to attacking me for painting everyone in the IBEW as ogres, let me be perfectly clear. I’m not talking about the rank and file members. I’m talking about some who are in leadership roles. Really though, if you think about it, if your actions don’t match your words, then I suppose I am talking about you!

A Union of hearts and minds....sounds like a wonderful group of people whose leadership cares about the well being of everyone. I’ve also heard many times from those leaders that they want everyone’s lot in life to be improved. The word in both of these sentences that is BS is “everyone.” I know that’s true because I’ve seen instances, many of them

over the years, where some members have improved their lot in life, only to be shunned by the IBEW instead of encouraged. Only to be ostracized instead of being thanked for their contributions. It makes me want to throw up. Sorry, but reference throwing up was better than leaving in all the words I just had to hit the backspace key four times to erase. I respect the IBEW and what it stands for and does but there are a number of people who, for various reasons, have ascended to leadership positions that I wouldn’t hit a dead dog in the butt with. They disgust me.

I guess it goes without saying that in business and in life you have to judge the people you have contact with based on their actions not their words. However, it’s easier to trust than doubt, especially when we so strongly believe in the overall message of the organization. But we get reminded periodically that organizations like the IBEW are lead by humans who aren’t perfect. Hopefully those people recognize their shortcomings, as we all should, and attempt to eliminate them. Just say what you do and do what you say.

We all look in the mirror every day and I don’t always like what I see. But what I don’t see is a hypocrite. Do you?

MANHOURS

Cleveland Division thru August :	1,845,694
Lake Erie Division thru July:	333,282
Northeast Ohio Division thru July:	195,918
Chapter Total:	2,374,894



ELECTRICAL TRAINING ALLIANCE (The new NJATC)

As you probably have already heard, the NJATC, in conjunction with everyone involved with our training program, has been renamed and rebranded. It's now "The Electrical Training Alliance." More info about this change was in last month's Review.

So now for new information about the Alliance. In a bulleting that was released on September 11th, it says the Trustees of the Electrical Training Alliance announce that Executive Director, Michael Callanan was stepping down after ten years in that position and nearly twenty years of service the industry at the NJATC. He will be pursuing other endeavors. He will be replaced by Todd Stafford, who has been with the NJATC for nearly twenty years.

The Greater Cleveland Chapter, NECA would like to take this opportunity to sincerely thank Mike for his leadership. During his tenure as Executive Director, he not only had the foresight to embark on forever changing the way our curriculum is delivered (Blended Learning), he did it at a time in history where the economy had most people pulling back their ears and holding on. He fearlessly led his staff and our industry into the twenty-first century.

Mike truly deserves the gratitude of everyone who benefits from being part of this industry.

Congratulations and we wish you the best Mike.

2014 NECA CONVENTION & TRADE SHOW (Chicago, Illinois)

So you've never seen a \$500,000 conduit bender? Well, if you had been at the 2014 NECA Convention and Trade Show you still wouldn't have seen one. What? Actually, one does exist but it wasn't at the convention. The Greenlee Corporation has built one and it's currently being used and they will build more as they receive orders. What was at their booth on the trade show floor was a virtual representation of this bender. By now you have to be running numbers in your head like everyone else. Also, you must be thinking, what makes it cost a half million dollars? Obviously, it's one of a kind. It has the capability to take information directly from a building model and make perfect bends with the operator doing little more than putting the conduit into the bender. No measuring, no marking and no positioning.

That bender was not the only topic of conversation everywhere. Unless you were living on the moon last week, you heard about the travel problems that affected nearly everyone who went to the convention. Some were so extreme that there were people who couldn't get there at all. It goes with saying that had the convention taken place in Cleveland, Hopkins airport wouldn't have been closed.

Among the many other noteworthy things to talk about was the opening celebration at the Field Museum of Natural History. Ken Field, the Training Director of the Cleveland JATC tried his best to convince everyone that his relatives built it. Anyway, it was a spectacular evening at an equally spectacular and memora-

ble venue. It was a great place for us to reacquaint ourselves with old friends and build new and lasting relationships with the future leaders of our industry.

Sunday was a big day for our Chapter. At the opening session, our President, Mike Joyce was officially introduced as a Fellow of the Academy of Electrical Contracting, an honor that Mike reminded everyone is to be shared by the entire Chapter. Later that afternoon, Mike's friends, family and leaders from NECA gathered for a reception to express their well wishes. The culmination of comments came Monday night in the hospitality suite, as friends and family got together, at the insistence of Megan Lallo, the Joyce's daughter, for a good natured roast.

The Chapter had nearly forty people registered for the convention and they took advantage of all the resources that were there. They saw fit to make an investment in their business, one that is arguably a sure bet to receive an ROI.

In addition to the pure business benefits of attending the convention and trade show are the inspirational speakers. This year provided us with an opportunity to hear from Chris Gardner, the man whose life was portrayed by Will Smith in the movie "Pursuit of Happiness" and Rob O'Neill, a Navy Seal Team leader. These were two men who made you laugh, made you cry, made you proud, made you thankful and made you think.

(Continued on Page Three)

2014 NECA CONVENTION & TRADE SHOW (Chicago, Illinois)

It was a crazy busy four days and we thought we were out of gas when we headed to the world famous Chicago House of Blues for the Closing Gala. Once we got there and had a bite to eat, a local NECA member's band called "Liquidated Damages" put just enough energy into us to get us ready to party with partier extraordinaire, Jim Belushi and his Sacred Hearts Band. Now, some partied harder than others, like Buddy and Denise Ferdinando who manage to position themselves right against the stage. Oh yeah, they were close enough to feel the perspiration. And not to be outdone, our own Lora Callihan took to the stage to bust a move or two with Big Jim.

So if you weren't able to invest in this year's convention, maybe it's time to consider an investment next year at the 2015 NECA Convention and Trade Show in San Francisco, California on October 3-6th.

NECA DISTRICT II ELECTION

At this year's Board of Governors meeting, Dan Walsh, President of United Electric from Louisville, Kentucky was elected to serve a two year term as Vice Present of District II. He will be replacing the current Vice President and Greater Cleveland Chapter member, Greg Stewart, who has served in that positions for four years.

As we congratulate Dan, we also thank Greg for his dedication and selflessness in performing the duties of his office. Dan will be following a long line of distinguished District II Vice Presidents, one of which was his father and our friend Tony Walsh.

DISTRICT II COUNCIL MEETING

Chapter Governor David Haines, President Mike Joyce and the Manager attended the fall District II Council Meeting in Pittsburgh, Pa on September 11th and 12th. Included on the agenda was a presentation on "Grass Roots Politics" given by our own state lobbyist and good friend, Aaron Ockerman. Aaron has recently joined the well known business advisory and advocacy law firm of McDonald Hopkins.

It was at this meeting where the Council unanimously endorsed Dan Walsh's election as Vice President and thanked Greg Stewart for his service.

The Council listened to Marco Giamberardino, NECA's Executive Director of Government Affairs give a general report but he also spent time addressing the provision in Obamacare called the Temporary Reinsurance Fee (the \$63 belly button fee.) While some members of the Council called for a litigation approach to eliminate this provision, a legislative

approach is already underway. It would be helpful if each of you would write to your representative in Washington about this issue. Please feel free to contact your Chapter Manager for assistance in this effort.

Mir Mustafa and Caitlin Gross from NECA's Business Development Department spoke in detail about ECAP. If you are into selling energy management then you need to find out more about the Energy Conservation and Performance Platform. ECAP can help you compete with the energy services companies (ESCO's.) ECAP does that by helping with that magic missing part of the sales package...financing and performance guarantees. To learn more go to www.necanet.org and click the Contractor Resources the Business & Marketing Department or simply call your chapter office.

ELECTRICAL TRAINING ALLIANCE AND NECA PREMIER PARTNERS

ELECTRICAL TRAINING ALLIANCE PARTNERS

PLATINUM LEVEL:

3M Company Electrical Markets Division

Graybar

Milwaukee Electric Tool Corporation

Klein Tools, Inc.

Harger Lightning and Grounding

Fluke Corporation

Eaton's Bussman Business

Lutron Electronics, Inc.

Greenlee, A Textron Company

Prysmian Group

Salisbury by Honeywell

Southwire Company

Thomas & Betts Corporation

Schneider Electric

Underwriters Laboratories, Inc.

Westex by Milliken

GOLD LEVEL:

Buckingham Manufacturing Company, Inc.

E2E Summit

SILVER LEVEL:

Ann Arbor Area Convention & Visitors Bureau

Ypsilanti Area Convention & Visitors Bureau

Steel Tube Institute

American Technical Publishers, Inc.

BRONZE LEVEL:

Alexander Publications

Coyne First Aid

Breslin Strategies, Inc.

Ideal Industries, Inc.

Legrand

MOSAIC

Rubin Brothers, Inc.

Stark Safety Consultants

Phillips Color Kinetics

TE Connectivity

The Lincoln Leadership Institute at Gettysburg

NECA PREMIER PARTNERS

Graybar

Milwaukee Electric Tool Corporation

Federated Insurance

Schneider Electric

Thomas & Betts Corporation

Trimble

Westex by Milliken

UPCOMING EVENTS

- 1.) Lake Erie Division Meeting-October 7th—6:00 P.M. at Corks and Stubbys.
- 2.) Northeast Ohio Division Meeting-October 8th-Noon at Red Hawke Grill.
- 3.) Cleveland Division Meeting-October 9th-6:00 P.M. at Metropolitan at the 9.
- 4.) Code Class –November 8, 2014—8:00 AM—1:00

- PM at the Crown Plaza Hotel, Rockside Road, Independence.
- 5.) NECA Christmas Party—December 6, 2014-Ritz Carlton Hotel, Tower City, Cleveland.
- 6.) Prefabrication Design Seminar—January 14, 2015-8:00 AM—4:00 PM—Crown Plaza Hotel, Rockside Road, Independence.

LOOK FOR THE NEXT REVIEW IN NOVEMBER 2014!