



“Most people don’t listen with the intent to understand; they listen with the intent to reply.”  
Stephen Covey

## GREATER CLEVELAND

### MANAGER’S COMMENTS

How true the quote of the month. I admit I’ve been guilty of premature replies. It was way worse when I was young but I’ve gotten much better at understanding what is being said before I reply.

Everybody knows my monthly comments are usually generated by the events of the preceding month. Well, I’ve been noticing more and more that I’m getting answers to questions I didn’t ask. You know what I’m talking about, right?

Like when you ask, what does “X” mean in a sentence and the answer is a recitation on “Y” which was also in the same sentence but not the subject of the question.

Is this happening because I’m not precise with my questions? No, the questions have been in writing and I confirmed the clarity with others after the fact.

Is this happening because I’m not asking the right person? No, my mother drummed into my head long ago, “You’re not going to get smarter by asking questions of people who don’t know as much as you, so at least be smart enough to know who knows more than you.” That makes sense to me. I think I’m asking the right people.

So I’m left to believe, the people I’m asking don’t know the answer either, so they just provide an answer they know doesn’t

answer the question but might make me go away. Or, they know the answer and they just don’t think I’m worthy of a straight answer. If either of those are the reason, then I wish those folks would man-up and say it.

Who knows, but plain and simple, IT’S DISRESPECTFUL! If you find yourself doing this when you’re asked a question, the important point to remember is, it’s one thing to do this to just anybody but you better think twice when talking to a customer,

Wait, you know, there’s another possibility I may have not considered in all this. It could just be that I’m over estimating peoples ability to provide clear answers to clear questions. Sorry Mom.

On another topic...NECA participation in the National Training Institute’s C & SC Groups, which is made up of JATC Training Directors and Committee/Trustee Members.

It was extremely refreshing to see so many management representatives, Contractors and Chapter Managers alike, take part this year to increase their knowledge of the programs they are responsible for administering.

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## MANAGER'S COMMENTS CONTINUED

While a short blurb from NECA about the NTI three weeks before it started was nice, the lion's share of the credit belongs to my fellow Chapter Managers, in particular, Jason Walden from the North Central Ohio Chapter. He along with a few others reached out to some of the newest Managers and promoted the value and responsibility of attending NTI thus successfully encouraging several to attend. After all, if you are tasked with administering an apprenticeship program why would you want to be the uneducated person at the table in your JATC meeting? Another drop the mike moment!

We/NECA have been remiss in the development of Chapter Managers in many ways (maybe I'll list them next month) but having the Managers experience first hand what can be gained from the NTI is the only way possible for our JATC management committee members to understand why they need to be there too.

Slowly but surely I see positive changes coming. We have a number of young Chapter Managers who, given enough meaningful guidance along the way, will provide to their Chapter's Members, value equal to their pay.

## CLEVELAND JATC NEWS

The Trustees of the Cleveland Electrical Joint Apprenticeship Training Committee have hired six new instructors to fill in as substitutes and teach continuing education classes. They also hired the program's first Director of Apprenticeship Development (DAD). This newly created position is in response to the JATC's commitment to graduate the best apprentices possible. It is their firm belief that you can't indenture all the right people on day one and it is imperative that the apprentices

be monitored as closely as possible from the beginning of their apprenticeship. Armed with the information provided by the DAD the committee will evaluate the apprentice's progress or lack thereof then either institute remediation or termination. This is all part of a comprehensive effort to provide a high quality workforce; thereby, removing a perceived obstacle to contractor growth.

## THE GCC & NCO CHAPTERS ANNOUNCE A PARTNERSHIP

The Greater Cleveland and North Central Ohio Chapters are partnering to sponsor a mutually beneficial Student Chapter with Kent State University. Kent is widely known for its outstanding Construction Management School. It is fully accredited by the American Council for Construction Education of the Association of Technology Management and Applied Engineering. This partnership and agreement with Kent was in large part thanks to John Kellamis who manages Lake Erie/

Loomis Electric in Akron and teaches Kent's electrical class. In order to assure value in this agreement, the two Chapters have agreed to hire someone to act as their liaison with Kent's Faculty Advisor, Mr. Joe Karpinski.

The Chapter would also like to acknowledge the time and expertise shared by Wanessa Alves from NECA's Bethesda, Md office in providing valuable information to everyone involved in this endeavor.

**NEW ASSOCIATE MEMBER**

ENESPRO PPE has joined the Chapter as its newest Associate Member. They are producing a new brand of “Made in the USA” personal protective equipment featuring advancements in performance, comfort and functionality. ENESPRO PPE offers a complete line of Arc Flash Kits, Arc Flash Suits, Rubber High Voltage Gloves and

Glove Kits, Hoods & Face Shields and PPE Storage Bags. Their accredited Chapter representative is Rich Gojdics, VP of Business Development. Rich has over 23 years experience in the protective apparel industry having made numerous contacts within the NECA family. GCC welcomes ENESPRO PPE.

**NEBF AWARENESS**

If your firm contributes to the National Electrical Benefit Fund (NEBF) on behalf of your office staff you are encouraged to familiarize yourself with the type of participation agreement you have signed; i.e. an “ALL” or an “Alumni”

agreement. There are some very important requirements and rules that govern each. These will be discussed at length in our October additions.

**MANHOURS**

Cleveland Division thru July:	1,981,682
Lake Erie Division thru July:	277,672
Northeast Ohio Division thru July:	<u>184,979</u>
<b>Chapter Total:</b>	<b>2,444,333</b>

**UPCOMING EVENTS**

- 1.) **NECA Convention & Trade Show** - September 29-October 2, 2018 in Philadelphia, Pa.
- 2.) **Lake Erie Division Meeting-** October 9, 2018- 6:00 PM– Chez Francois.
- 3.) **Northeast Ohio Division Meeting-** October 10, 2018- Noon– Red Hawke Grill.
- 4.) **Cleveland Division Meeting** - October 11, 2018- 5:30 PM—100th Bomb Group.
- 5.) **General Membership Meeting** –October 24, 2018—6:00 PM—Hilton Hotel Downtown.
- 6.) **Code Class** - Saturday, November 10, 2018 –8:00AM—1:00 PM—Hilton South.
- 7.) **NECA Annual Holiday Party-** December 1, 2018 - Ritz Carlton Hotel Downtown

GO TRIBE!!!!



GO BROWNS!!!!



**LOOK FOR THE NEXT REVIEW IN OCTOBER 2018!!**

**IT'S GOOD BUSINESS TO DO BUSINESS WITH THOSE FIRMS  
WHO SUPPORT OUR ASSCIATION**

**CHAPTER ASSOCIATE MEMBERS**

1-888-Ohio Comp	Graybar Electric Co.
ABB Industrial Solutions	Leff Electric
Admar Supply Company	Mars Electric
BMA Media Group	Milwaukee Tool
Ciuni & Panichi, Inc.	PEPCO
CompManagement, Inc.	Riffle and Associates
Eaton Corporation	Simplex Grinnell
ENESPRO PPE	United Rentals
Ericson Manufacturing	

**NECA PREMIER PARTNERS**

3M	Schneider Electric
Federated Insurance	Southwire Corporation
Graybar	Thomas and Betts Corporation
Greenlee	United Rentals
Milwaukee Tool	Westex by <i>Milliken</i>

**ELECTRICAL TRAINING ALLIANCE PARTNERS**

**PLATINUM LEVEL:**

Milwaukee Electric Tool Corporation  
 Klein Tools, Inc.  
 Thomas & Betts Corporation  
 3M Company Electrical Markets Division  
 Salisbury by Honeywell  
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 Fluke Corporation  
 Lutron Electronics, Inc.  
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 Schneider Electric  
 Southwire Company  
 Prysmian Power Cables and Systems  
 Graybar  
 Greenslee by Textron Corporation  
 Ideal Industries, Inc.  
 Westex by Milliken

**GOLD LEVEL:**

Buckingham Manufacturing Company, Inc.  
 Alexander Publications

**SILVER LEVEL:**

Ann Arbor Area Convention & Visitors Bureau  
 Rubin Brothers, Inc.  
 American Technical Publishers, Inc.  
 Ypsilanti Area Convention & Visitors Bureau  
 Legrand, North America  
 E2E Summit

**BRONZE LEVEL:**

MOSAIC  
 Stark Safety Consultants  
 Coyne First Aid  
 Wellshade

