



“The road to success is always under construction.”

Lily Tomlin

GREATER CLEVELAND

MANAGER'S COMMENTS

Back in the 1990's and early 2000's when I owned T.S. Electric in Richmond, Ohio, and even before when I was the Vice President of my brother's company, Tri-State Electric, I thought there's got to be a better way. A better way of communicating and sharing information between all the parties connected with the completion of a construction project.

For example, I would bid a job using a pencil, paper, highlighters, a calculator, no not an abacus wise guys, and a typewriter...then addressed an envelope and placed a stamp on it, took it to the post office and waited while I gathered up all the pieces of paper and put them in a folder.

When I was the successful bidder, usually finding out by way of phone call on a corded phone at my desk, I'd go to the file cabinet, get the folder out and start doing what I had to do to be ready for the day the GC called to say he needed temporary power at the site.

I'm going to use just two, of many things to make my point, submittals and as-built drawings. Submittals are those many sheets of paper with pictures, and technical information of each piece of equipment and every light fixture I was going to buy for that job and an as-built drawing is a memorialization of how the job was actually built.

Once I received the submittals from the distributor I put them in an envelope and

mailed them to the GC, he would send them on to the architect/engineer for approval, they would eventually get back to me and I'd place the orders. Assuming everything was okay this process took weeks mostly because of the physical movement of the documents. I know, I know, it still takes weeks but its not because anyone is waiting on the information.

So now I had the approved submittals and they resided in a dark file cabinet in my office and the job site trailer and sometimes in a foreman's truck. Over the course of the job you can imagine the problems that would arise just from the physical handling of these documents. Just keeping track of them was time consuming.

Regarding as-built drawings, bluntly speaking, in many cases they were a joke. I know because I've done a lot of service and remodel work where I've asked for the as-builts for the facility and they made me laugh. Usually the foreman on the job is the one responsible for keeping track of the information on what changes were made during the course of construction and documenting them. Sounds like a cushy job, right? That would be a fact Jack, if it was all he had to do. But we all know as-builts are usually not high on the foreman's priority list when he gets back to the trailer at the

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MANAGER'S COMMENTS CONTINUED

end of the day with little pieces of paper in his pocket that he jotted down any of the day's changes and then he has to do a little mechanical drawing to document them and this usually happened on the only set of drawings he had.

There had to be a more efficient way to manage this and other critical information. But there wasn't.

We've talked about technology for some time now. Technology started out meaning hardware developments. Fax machines, cordless phones, the desk top computer, etc. Then came the infusion of software, most notably at first was estimating software and then the growth of all kinds of software. We don't think about it much now, but there was a learning curve associated with all of those advancements. The learning curve begins with awareness of what's available. Then comes a basic understanding. A more in-depth understanding and finally a mastery. All along the line a parallel process of thinking about need, return on investment and timing goes on.

Here's the big finish.

It's here! There is a better way! Some of you already know what it is and some of you are already adopting it. But not everyone is at the same point on the learning curve. That's why NECA and the Electrical Training Alliance (ETA) are doing their thing, EDUCATE.

The ETA has begun the awareness part. I saw it at their National Training Institute (NTI) and this

Chapter, in conjunction with the North Central Ohio Chapter, is going to be making a concerted effort to bring awareness, provide a basic understanding leading to a more in-depth understanding and a mastery.

In case you've forgot how this article started, its about sharing and communicating information efficiently and accurately to ALL the parties involved in the completion of a construction project. All means everyone from the owner's representative (architect/engineers), construction managers, subcontractors, suppliers and field employees.

This is why it's important that NECA and ETA do their best to expose everyone to the better way, the way of the future, the way to be more efficient.

Well, what's the magic you may be asking? It's not magic at all, it's technology. Technology that, like scotch locks and Kleenex, is taking the moniker of the companies who are in the forefront of it's development. The names leading in this technology are PROCORE and Bluebeam. And just like VHS and Beta technology of the 80's we'll see if one dominates. Who knows?

What's important now is that you begin the learning curve, if you haven't already.

NECA will be there for you. And while I shouldn't speak for the ETA, I'm confident they will offer this training to the field employees.

It may be too early for some to adopt but its never

EDUCATION DIRECTOR'S REPORT—A.K. FULLMER

As the new year starts it's a good time to talk about your state electrical license. Just a quick refresher for all of us, state electrical licenses requires 10 hours of continuing education a year. If you have registered for the 3-year renewal you are required to have 24 hours of continuing education. In either case, half of those hours must be in Code. If you ever have any questions about the hours you need to attain or how many you have attended towards your current license, please feel free to send me an email and I would be more than happy to let you know.

In the coming year there will be many opportunities to receive Continuing Education credit. Along with a code class in the spring and

fall, the NECA Convention and Spring Meeting will also be registered. If you are unfortunately unable to attend a class and still need hours, the OCILB website has a full listing of all registered classes throughout the state, I would be happy to work with you to find a class time and location that works best for you.

Lastly, I would like to just remind everyone of the Kent State career fair held on February 7th and the student networking night held on February 6th. The student networking night can be registered by emailing me and the career fair registration will be emailed out in the near future. If you are able, please consider attending one of both events.

CHAPTER SERVICE AWARDS

On December 7th at the Chapter's Holiday Party Governor, David Haines presented a **20 Year Service Award** to Northeast Ohio Division Chairman, Buddy Ferdinando, who accepted the award on behalf of **EC & M**.

Then Governor Haines managed to gracefully

present himself with **75 Year Service Award** on behalf of **London Road Electric**.

Both gentlemen delivered heartfelt thanks and were humble while being recognized for their contributions to the success of the Chapter.

IMPORTANT AND USEFUL INFORMATION

Recently NECA has made available two updated versions of their popular and useful publications, the Manual of Labor Units and the Tool & Equipment Rental Schedule.

During the first week of the new year, accredited representatives of member firms should be on the lookout for a letter from NECA to receive their free 2019-20 Manual of Labor Units.

Additional copies of the MLU's are available to purchase at the online NECA store or while

the necanet.org website is being redesigned just call the Chapter office and we will be happy to take care of you. Also, we can assist you in accessing a free 20 minute introductory course on the MLU.

In addition, the Tool & Equipment Rental Schedule is available to purchase using the same process.

These two publications are invaluable for pricing T&M jobs, pricing changing orders and in creating budget numbers and estimates.

THOUGHTS AND PRAYERS REQUESTED

Sadly, on the Friday before Christmas we learned that Cincinnati Chapter Manager, Kent Kimmel was involved in a serious automobile accident. While little is known at this time about Kent's long term prognosis, it's safe to say he has a long row to hoe.

Kent and the Cincinnati Chapter have worked closely with the Greater Cleveland Chapter and the North Central Ohio Chapter in sup-

porting lobbying efforts within the legislature of the State of Ohio as well as having a role with the NECA student chapter at the University of Cincinnati. The work will continue through the efforts of the Cincinnati's Board of Directors, Regional Staff and fellow Managers. But that shouldn't be our highest priority. Please share your time through thought and prayers for Kent's full and speedy recovery.

MANHOURS

Cleveland Division thru November:	3,157,961
Lake Erie Division thru November:	458,495
Northeast Ohio Division thru November:	<u>386,001</u>
Chapter Total:	4,002,457

UPCOMING EVENTS

- 1.) **Lake Erie Division Meeting-** January 7, 2020—6:00PM—Foundry Restaurant.
- 2.) **Northeast Ohio Division Meeting-** January 8, 2020—Noon—Redhawk Grille.
- 3.) **Cleveland Division Meeting—** January 9, 2020—5:30 PM—Hyde Park.
- 4.) **KSU Student Chapter Meet & Greet** –February 6, 2020-6PM at the Kent State Hotel.
- 5.) **KSU Career Fair** - February 7, 2020 –10AM to 1PM– Kent State Student Center, Ballroom.

LOOK FOR THE NEXT REVIEW IN FEBRUARY 2020!!

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WHO SUPPORT OUR ASSOCIATION**

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