



“ To become a thinker instead of a believer a fundamental step is to dissociate yourself from any political party.”

Marilyn vos Savant

# GREATER CLEVELAND

## MANAGER'S COMMENTS

Last month I used two terms, “Old NECA” and “New NECA”. That’s how I’ve decided to delineate between the thirty years before 2019 and the one year since.

I could have used words like “Black & White”, “Up and Down” or “Night and Day” but I’m sticking with Old and New.

I’ve lived through old and new. I often criticized old, as most of you now, but if you really know me, you know that my motivation was always to make NECA better. It bothered me that the leadership then projected an image of a staff centric organization. It seemed like staff concerns were put before member concerns. I could write pages of examples to substantiate that statement but I’m not. Call me if you’d like a trip down memory lane. However, I feel I owe you at least one example now. There was an instance where the old leadership was presented with an idea that would make information more readily accessible to the members but it was shot down. The reason given? In essence, the statement that was made was, then the members might not need us, meaning the staff. That was just mind blowing on so many levels but it spoke volumes.

Hallelujah, Old NECA is history.

To me, New NECA is exciting, progressive and very obviously member centric. And

I’m so happy I lived long enough to see it and more importantly, be part of it. I wish my brother could be here.

Change is not just in the air but it’s for real and its tangible. There are challenges our members are facing today that should have been addressed years ago. The big one is this market segment called teledata, VDV, technology or whatever term you use.

The IBEW created a classification to do teledata work a long time ago. There was a scope of work defined in The National Teledata Agreement written in 1988, yep 32 years ago, that exists to this day. So, 32 years ago the free for all began. Nine years later, in 1997, the IBEW 4th District Sound and Communication Addendum was created and then shortly thereafter, Local Area Addendums appeared. Even some Memorandums of Understanding were written. So one agreement became in effect, four, mostly to define what work the teledata classifications were allowed to do. In most cases where I was involved, clarity wasn’t achieved in any of these documents and agreement on them was nearly non-existent. I believe the terminology that was used and misused, mostly because it was foreign to us, lead in part to the inability for us to keep up with the changes that were naturally occurring.

Continued on Page Two.



## MANAGER'S COMMENT—CONTINUED

Does one size fit all? Of course it doesn't. But leadership should lead and make it clear that times have changed and we haven't been nimble enough to keep up with the changes in the market place. I want to make two points here. The term "market place" isn't a place. The market is the people who are buying/paying for a product. In this case TODAY the product is TECHNOLOGY. Actually, technology has been the product for at least the last twenty years.

While us Inside people thought all work was inside work, it was difficult to concede that another classification was necessary to do "low voltage" work. But it came in 1988 and it came just like CW/CE classifications did, because the market place, the people paying for that work, wouldn't pay inside rates. PERIOD.

What happened was that a divide was created within the IBEW between inside people and the technology people. The brotherhood didn't look like a brotherhood to me for a long time but it has gotten better with regards to technology technicians. Now CW/CE's, who have been around for 15 years, is a topic for another day.

During the last 32 years while the IBEW inside and technology members were trying to decide what work the technology people were allowed to do, the contractor experienced the collateral damage. While the scope fights were going on over what at times and in some instances today, was obviously technology work, the non union were out there meeting the customer's technology needs. It limited the signatory contractors ability to compete with the non union contractors doing this work.

Remember I just said the customer, the guy who's never in the room when the IBEW is deciding what is inside work and what is technology work, ultimately decides.

How much technology work do you think we've lost over the last 32 years because we didn't respond quickly enough to the decision the customer made about what they were going to pay for that work?

The lesson is clear. We in this industry must recognize and react quickly to what the customers tell us.

POE

Power Over Ethernet is here. The customers are deciding what they will pay. We better be listening!

Now you may think I've gotten off point. You know, Old NECA, New NECA, but you should know me better than that.

Here it is, New NECA will have a Vice President of Technology this year. What that means is simple. NECA recognizes we have to be progressive. NECA will finally have someone who represents Technology Contractors to let everyone know what their customers are saying and what we need to do to meet those customers' needs. Will that translate into capturing the millions of manhours that will be available in the fastest growing segment of the electrical construction market?

ONLY IF EVERYONE IS LISTENING.

MARCH 8, 2020





## EASTERN REGION ANNUAL MEETING

Up to now it's been a relatively mild winter. Punxsutawney Phil, the Pennsylvania prognosticating groundhog predicted an early spring. So why leave home here in northern Ohio to travel to Amelia Island, Florida to attend the Eastern Region Annual Meeting in April?

Well that's an easy question with many good answers. First, an ample supply of Vitamin D sunshine, warm temperatures, great beaches, first class accommodations at the OMNI and a wide variety of dining experiences.

But wait, there's more. It gives you an opportunity to learn from your peers, renew and strengthen friendships, hear from three very impressive speakers, attend education sessions and have a chance to partake in a little R

& R (rest and relaxation.)

Registration for the conference will include:

- ◆ Welcome Reception on Sunday, April 19th
- ◆ Keynote Speakers and Education Sessions
- ◆ Closing Reception on Wednesday, April 22nd
- ◆ Daily Breakfast and Breaks
- ◆ (Guest Only) Hospitality Breakfast & Safari on Tuesday, April 21st

If you need any assistance with registration, feel free to call Pat or Lynn at the Chapter Office (216-524-8444) or Tom at (216-802-9512.)

## NEW ASSOCIATE MEMBER

The Chapter is happy to announce the addition of Wolff Brothers Supply as it's newest Associate Member. Wolff Brothers has been family owned and operated for over 50 years. They have been well known and respected in North East Ohio during that time.

room is complete, Wolff Brothers will be invited, along with all our other associate members, to present educational seminars.

As always, we encourage our members to support the folks that support us.

Once remodeling of the new chapter training

## MANHOURS

Cleveland Division thru January:	258,665
Lake Erie Division thru January:	41,547
Northeast Ohio Division thru January:	<u>23,006</u>
<b>Chapter Total:</b>	<b>323,218</b>

## UPCOMING EVENTS

- 1.) **Code Class** - March 28, 2020-7:30 AM-1:00P - Doubletree Hotel, Independence.
- 2.) **Lake Erie Division Meeting**—April 7, 2020—6:00 PM—TBD.
- 3.) **Northeast Ohio Division Meeting**—April 8, 2020—Noon—Red Hawk Grille
- 4.) **Cleveland Division Meeting**—April 9, 2020—5:30 PM—TBD.
- 5.) **NECA Eastern Region Spring Meeting**—April 19-22, 2020—Amelia Island.
- 6.) **Annual Golf Outing**—June 29, 2020 at the Chagrin Valley Country Club.

**LOOK FOR THE NEXT REVIEW IN APRIL 2020!!**

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

**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  
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 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  
 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