



“ Be yourself. Everyone else is taken.”

Oscar Wilde

GREATER CLEVELAND

MANAGER’S COMMENTS

It takes all kinds. We’ve all heard that before. Don’t we sometimes wonder why people don’t agree with us? Don’t we sometimes criticize choices others make? Like, don’t we sometimes think why would someone drink buttermilk?

Oscar Wilde had it right.

I remember vividly when I sold T.S. Electric and started as the chapter manager of the North Central Ohio Chapter. My first day was spent with the gentleman I was replacing. My second day, he was gone and I found myself alone in the office. Previously, there had been three different gentlemen who occupied the manager’s position while I sat on the Chapter’ Board of Directors as T.S. Electric’s accredited representative.

I didn’t think it was too big of a deal. Hell, I was a contractor. Those previous managers had worked “for me.” In the back of my mind I thought all I had to do was be like them. Just conduct myself most like the one I thought did the best job. Shouldn’t be that hard...right?

Actually it was much harder. Without boring any of you with the details let’s just say I had a lot to learn.

Now, it’s a fact that there were two areas I had no experience: the ins and outs of operating a non-profit 5.01(c)(6) and meeting planning, you know, should we have green beans or waxed beans for a dinner meeting.

My real leg up on this job was my experience with all things electrical. That was huge and made me realize just how hard this job would be for someone with no experience, non-profits or the electrical contracting industry.

After a few months and meetings with all the members whom I had already known through my membership in the chapter, a board member stopped me after and meeting and simply said, “Tom be yourself.” Maybe the best advice I’ve ever gotten. He said that the board hired YOU, don’t try to be the guys who came before you. They wanted you, meaning, even with my flaws. That wasn’t to say, they didn’t want me to work in correcting those flaws.

So can we agree that we’re all different, we’re not perfect, we should try to be better and we should be accepting of styles different from ours?

But styles are not results. As an employer, results are the first measure of performance. Obviously there’s more. However, I’m sure if I was just being me as a chapter manager but not doing a good job, I’d have been looking to buy back T.S. Electric because I’d have been unemployed.

Maybe next month I’ll push the envelope a little and offer an idea along these lines that, while I think is a good one for NECA, will probably ruffle the feathers of some.



2020 NECA CONVENTION & TRADE SHOW

NECA is continuing to monitor the impact COVID-19 may have on this year's Convention and Trade Show.

You can imagine the enormity of the task and degree of difficulty in making the decisions needed to hold a convention considering the uncertainty of the environment we find ourselves in today not to mention what it will be in October.

With that being said, registration is planned to be open on July 1st.

Between now and then, the leadership, relying on the work being done by Beth Ellis and her staff, will be taking into consideration, first and foremost the safety of our members and guests as well as travel, lodging, and other logistical considerations before being able to say what a 2020 Convention would look like.

Once the decisions have been made you will be notified through NECA communications and by this Chapter Office.

NECA'S CORONAVIRUS RESPONSE

We at the Chapter have received so many expressions of gratitude for the timeliness and comprehensiveness of the information NECA, has delivered since the beginning of the Coronavirus pandemic from our members.

Specifically, the job Electri International has done and continues to work on with the productivity loss study and the production of the associated user friendly calculator feature, the vast amount of OSHA and safety material generated by the guys at Safety and Codes & Standards, the unbelievable amount of free online classes the Education Department has made available and the information

that has been compiled at the NECA Coronavirus Resource Center by the departments of Government Affairs, Legal and Labor Relations. Everyone at NECA has contributed.

All these efforts have been coordinated and have culminated in fulfilling the promise NECA made in January at the Electri meeting to provide our industry with real educational deliverables...stuff we can easily access and use.

This is a proud monument for NECA and it highlights the value of membership.

SPEAKING OF *PRODUCTIVITY* AND OTHER P-WORDS

Nothing seems to get the attention of NECA members like talk of Productivity and Portability. Well, Portability was the subject of the Manager's Comments around a year ago so this snippet will be about Productivity.

As previously noted, Electri International has produced research on the productivity losses due to compliance with COVID-19 safety regulations and other effects the virus has had on productivity such as supply chain issues and several others. This educational deliverable can be found at their web-

site (www.electri.org). If you don't have an account, its easy to get one. At the top of the page look just above the "Login Bar." Click on "Create an Account" and in less than 30 seconds, you're in.

Unlike past Electri research products, you won't have a 30 page booklet to read, instead you'll find a series of videos and a productivity loss calculator for you to use.

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SPEAKING OF *PRODUCTIVITY* AND OTHER P-WORDS—CONTINUED

We strongly recommend that all of you and you're key people avail yourselves of this information.

Here's the hook. The study so far shows there's a 19.4% loss in productivity due to COVID-19. That sounds like a lot and it most definitely is. So much so that what you need to know is a 10% loss in productivity, for whatever reason, results in a 100% reduction in the bottom line. That's right, a 10% reduction in productivity will result in completely wiping out all the profit.

Obviously, at 19.4% you're losing money. Can you pass that loss on to the customer? Not likely. Certainly not likely and remain competitive.

A part of the solution to increase productivity to offset COVID-19 losses is another P-word. Any

idea what that P-word is? It's something that if you're doing it now, you need to do more and if you aren't, don't wait till it's too late. The word is PREFABRICATION. If you think it's only something that works on "big" jobs or for "big" companies then apparently you'll need to find another way to overcome the -19.4%. But just about anything can be prefabbed. You just have to be creative.

You will be hearing more from NECA on this subject in the coming days. This is about survival. You don't have to be real smart to do this math.

Once again, here's an example of NECA understanding the critical issues that affect their members and are responding promptly with research and solutions, available in a user friendly format.

IN MEMORIAM

The Greater Cleveland Chapter would like to take time to remember the 31 IBEW members who succumbed to COVID-19 to date. Our thoughts and

prayers go out to their families, friends and IBEW Brothers and Sisters across America. We sincerely hope there are no more.

MANHOURS

Cleveland Division thru April:	986,770
Lake Erie Division thru April:	169,184
Northeast Ohio Division thru April:	<u>77,632</u>
Chapter Total:	1,233,586

UPCOMING EVENTS

- 1.) **Lake Erie Division Meeting** – July 7, 2020 - TBD.
- 2.) **Northeast Ohio Division Meeting** –July 8, 2020 -TBD.
- 3.) **Cleveland Division Meeting**—July 9, 2020 - TBD.
- 4.) **NECA Annual Golf Outing**—August 31, 2020 at Chagrin Valley Country Club.
- 5.) **NECA Convention & Trade Show**—October 3-6, 2020—Chicago, Il.

LOOK FOR THE NEXT REVIEW IN JULY 2020!!

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

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ABB Industrial Solutions	Leff Electric
Admar Supply Company	Mars Electric
BMA Media Group	Milwaukee Tool
Ciuni & Panichi, Inc.	PEPCO
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Greenlee	United Rentals
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ELECTRICAL TRAINING ALLIANCE PARTNERS

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