



WIRED IN



VOLUME 9, ISSUE 8 AUGUST 2008

MESSAGE FROM THE PRESIDENT

TIME FOR SCHOOL ALREADY!!!

It's August already and time to be organizing the apprentice classes that begin soon. For those who have helped with classroom start ups, please call the IEC Chesapeake office to coordinate your date. We are very excited about the use of the E-Instruction at some classroom locations. Some of you may have been introduced to this at one of the recent meetings. We have heard great things from our members and staff from those who have seen and used it. I think this is a very engaging approach to teaching. The goal will be to have this type of learning format at all of the locations.

See page 11 for a list of school locations and start dates for this falls apprentice classes.

If you know of any students that did not register yet, please have them get with the IEC Chesapeake office right now. Time is running out and some classes could be full.

Continuing education is also going strong. See the back page for upcoming classes. Please schedule any classes you would like to attend in advance.

I would like to thank the apprentice and training committee, the continuing education committee and the IEC Chesapeake staff for a job well done. These areas of our association is never ending job, that needs consistent attention and we would not be where we are today without the dedication from present and past people who have served in these positions.

Enjoy the rest of your summer.

Thank you,
Don Ord
Aztec Electric Service Inc.

**Did you know IEC has
truck & hard hat stickers?
Contact Carey at
(800) 470-3013 ext. 103.**

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SAFETY

JIM'S SAFETY TIP OF THE MONTH

August 2008

(Taken from IEC – Tool Box Talks)

HIGH VOLTAGE SAFETY

As an add on to this article that I originally presented in 2006 - OSHA and MOSH have over the past year identified an increase in electrical deaths and injuries in the U.S. and also noted by Congress are similar problems in Iraq.

In a recent accident a maintenance employee was electrocuted when he attempted to bypass a safety interlock switch in order to test a 400 Volt power supply to a machine. The screwdriver that he used to complete the connection on the live circuit accidentally contacted against a metal handrail. Unfortunately, the employee's other hand was also grounded onto the handrail thus allowing current to flow through his body to earth.

In this instance, the company's procedure required that power be de-energized before making these kinds of connections, but the employee was in a hurry and ignored the procedure. Unfortunately, high voltage electricity is not forgiving and he will never have another chance to disregard company procedures again.

Electricity, particularly high voltage electricity is very helpful to us, both on and off the job. However, if not handled properly, this electricity can be extremely dangerous. The following suggestions are basic and should be followed by everyone working with or near high voltage circuits:

1. **CONSIDER THE RESULT OF EACH ACT -**

There is absolutely no reason to take chances that will endanger your life or the life of others. Always consider what you are doing and how it may affect you and others.

2. **KEEP AWAY FROM LIVE CIRCUITS -**

Do not change parts or make adjustments inside of machinery or equipment with the High voltage energized. Always de-energize the system.

3. **DO NOT SERVICE HIGH VOLTAGE ELECTRICAL EQUIPMENT ALONE -**

Service electrical equipment in the presence of another person capable of rendering first aid assistance in the event of an emergency.

4. **DO NOT TAMPER WITH INTERLOCKS -**

Do not depend on interlocks for protection; always shut down the equipment or de-energize the electrical system. Comply with Lock-Out, Tag-Out policies.

5. **DO NOT GROUND YOURSELF -**

Make sure you are not grounded when adjusting equipment. Only use one hand when servicing energized equipment and keep the other hand behind you.

6. **DO NOT ENERGIZE EQUIPMENT WHEN WATER IS IN EVIDENCE -**

Repair the leak and wipe up the water before energizing.

REMEMBER YOU ARE RISKING YOUR LIFE AND OTHERS WHEN USING UNSAFE PRACTICES WHILE WORKING ON HIGH VOLTAGE SYSTEMS.

DISTRACTED & DOZING WHILE DRIVING

Submitted by McLean Insurance Agency and CNA Insurance Company

About the only way to account for some of the one – vehicle crashes is that the driver was distracted from his driving responsibility or was dozing. Neither is a reasonable excuse, of course, because every driver should know that they must be constantly alert while behind the wheel.

The responsible driver must train himself to resist these human weaknesses. We must bring ourselves to realize that it is too dangerous to let any worry over our problems distract us from our driving responsibility. If the problem is of such magnitude that we cannot "put it on the shelf" until the driving job is finished, then we'd better ask the boss to let us take time off to settle our mind.

It is important to keep in mind that driving a motor vehicle requires us to be continually making decisions. In order to make logical decisions, we must weigh all the facts. The only way we can have all the facts is to keep our attention focused where the action is – right there in front of our vehicle.

Unless we train ourselves constantly to keep our attention on the road ahead, a lot of interesting scenes can hold our attention to the roadside. The responsi-

ble driver gives such distractions only a quick glance and turns attention back to the road ahead.

To prevent drowsiness, the most practical way is to get plenty of sleep before starting a trip and to avoid that which induces drowsiness, such as heavy meals and alcoholic beverages.

Bad air we breathe in a closed vehicle can make us drowsy as we ride along on soft, comfortable seat cushions. We should adjust our windows to admit cool, fresh air, and we should sit erect at the wheel. Slouching in the seat can increase our desire for sleep.

There are several things we can do to offset the drowsy feeling. A brief stop for coffee may do the trick – but beware of stronger stimulants, such as pep pills (amphetamines), which can have unpleasant side effects.

Cold water or an ice cube in a cloth applied to eyelids, face and neck will be invigorating and should chase away drowsiness.

Brisk exercise will be helpful in overcoming sleepiness. When a driver gets out of the seat to do a few knee bends or push-ups it may look strange to a

passersby, but our driver won't be drowsy. Jogging briskly along the side of the road can restore tone to mind and muscle and bring us awake.

If we have another driver with us, we can let that person take the wheel for a while, and we can relax. If we don't have confidence in their driving ability, we'll wake up fast.

If there's no other choice, remember that nothing cures sleepiness like sleep. We can pull off the road at a safe place and take a catnap that will restore our alertness in a few minutes.

Above all, we must never forget to keep constantly alert while driving.

For more information on this article or any other risk related issues, please contact Bryan Casey at 703-637-4339 or bcasey@mcleaninsurance.com.



NEED SPACE FOR YOUR COMPANY MEETING?

If you're planning a company meeting, let us save you \$\$\$ by utilizing your association's facilities. Call the IEC Chesapeake offices at 301 621-9545 to reserve space for your meeting at either the Odenton or Chantilly Offices.





MEMBERS' CORNER

SLATE OF 2009 OFFICERS

SUBMITTED BY SCOTT HARDING, CHAIR NOMINATING COMMITTEE

In accordance with the bylaws, this is the following slate of officers for the 2009 term selected by the nominating committee:

President: Don Ord

Vice-President: Jean Maisel

Secretary/Treasurer: Jim Holt

Past President: Scott Harding

Elections will be held at the October 21, 2008 meeting of the association—VA Inspectors Roundtable.

Additional nominations can be made by contacting
Scott Harding at (301) 315-0900 or email gsh@fbharding.com.

UPCOMING NETWORKING EVENTS AND MEETINGS

Tuesday, August 19, 2008

Beneco, Inc.: Helping to Save You on Prevailing Wage Work

If you are a contractor or sub-contractor that bids and is awarded jobs that fall under the Davis Bacon Act on state prevailing wage laws, this seminar may provide you with valuable information to help save your company money. Learn more about how Beneco (one of our newest Industry Partner members) can work with you in managing your prevailing wage work.

Tuesday, September 23, 2008

1st Annual Bull & Oyster Roast!!!

Please join us in another event bringing together IEC Chesapeake contractor and industry partner members, as well as staff for networking fun. We hope to see you there! Registration fliers available online at www.iec-chesapeake.com.

October 12th thru the 15th of 2008

IAEI 80th Annual Southern Section Education and Business Meeting

The International Association of Electrical Inspectors 80th Annual Southern Section Education & Business Meeting will be hosted at the Hilton Alexandria Mark Center from October 12th thru the 15th. Please visit the IAEI Virginia Chapter website at www.iaevirginiachapter.org for more info or registration details.

ASK THE DRUG LADY

HOW MUCH DOES SUBSTANCE ABUSE COST MY COMPANY?

There are two ways of looking at the cost of substance abuse. First, there is the immeasurable human cost. How can anyone place a price tag on the grief, hardship, pain and abuse that spouses and children pay when a father or a mother is a substance abuser? And, of course, there is the loss of life suffered by so many every year.

Second, there is the economic cost. A survey of CEOs estimated that problems associated with alcohol and other drugs cost as much as 10% of payroll.

Elsewhere, a Wisconsin study concluded that expenses and losses related to substance abuse equal 25% of the salary of each affected employee.

Sometimes the economic cost must be measured in other ways. A small Florida company had to declare bankruptcy after an employee drove home drunk, ran a red light and killed two people.

Consider that drug and alcohol users use their medical benefits 300% more than non-using coworkers. Yet, you help pay the higher price for health care benefits even though you are not



abusing your coverage privileges.

Source: Why Drug Testing? By William F. Current

Judy Swartley is the Managing Partner of Red Planet Substance Abuse Testing, Inc., which specializes, in saliva-based drug and saliva-based alcohol programs. She's been involved with IEC for more than 10 years. To reach her call 610.866.7603 or jswartley@aol.com.

Contractor's Corner

CONTRACTOR DOWNSIZING HAS THE FOLLOWING FOR SALE:

MAXIS WIRE PULLER, DYNATEL CABLE & FAULT FINDER, HILTI TE76, LADDERS, SMALL DRILLS, HOLE HAWGS, CABLE CUTTERS, FORD VANS 2000, 2001, 2004, & 2005 (1) OF EACH.



PLEASE CALL 410-573-1660.



MONEY SAVERS

WHY IS OFFERING HEALTH INSURANCE TO YOUR EMPLOYEES AT AN AFFORDABLE PRICE SO TOUGH?

THE SOLUTION IS SO SIMPLE.

BY

ROBERT DOOLEY

The days are long gone when an employer could afford to pay the whole cost of health insurance for all his or her employees. It simply cost too much and with cost of gas and other materials going up rapidly there is just not enough money to go toward paying all the cost of what has become a very expensive group health insurance market.

The group health insurers make this more difficult because they ask you the employer to pick the one or two plans that are going to meet all your employees benefit needs and monthly cost requirements. Then the group health carrier informs you, "you need to get seventy five percent of your employees to agree to joining those plans". Many of you have found out how difficult it is to get the required participation. Especially from the young employees who are the most healthy and just don't feel they can or need to pay money out of their paycheck for health insurance that they most likely will never use. These same employees would much rather see you give them a \$150 increase in their monthly paycheck than to have you contribute that money toward a \$300 monthly health insurance pre-

mium that has them paying the other \$150 out of their pay. They see no benefit to them in this. So what is an employer to do?

My suggestion is stop trying to be all things to all people and let your employees decided for themselves individually how much health insurance they need or if they need health insurance at all? If this sounds too simple, think about this. All your employees have car insurance but you didn't pick it for them or tell them how much coverage they had to buy. Why would you ever want to do it on health insurance? You are just setting yourself up for aggravation and disappointed employees who get mad at you. It is very common for an employer who offers group health insurance to hear around the water cooler, "our health insurance plan sucks". How often have you heard an employee come in and say "my car insurance sucks"? The answer to the second question is most likely never. The reason is simple because you didn't buy it they did. So even if they don't like their car insurance carrier they are not going to complain to you about it because it was not your decision. That is what I am suggesting you

need to do with health insurance. Let your employees purchase health insurance themselves individually based on how much coverage and what their budget can afford.

This approach is quickly gaining popularity and is called "Defined Contribution" plans not the current "Defined Benefit" plans that just don't work for many employers. The typical annual increase on group "Defined Benefit" insurance is well over ten percent. How's this new approach work for the employer? You decided a set amount that you are willing to contribute to health insurance. Like in my example above lets say that amount is \$150 a month. You then tell you employees if they want to purchase health insurance you will give them a \$150 a month raise. You define the contribution not the benefit. But at this point you may be thinking, "wait don't they have to pay taxes on that \$150 income and then don't I have to pay matching social security taxes?" The answer is no if you have a simple cafeteria plan also know as a flexible spending plan that any accountant or payroll company can easily set you up with. If you have been deducting the employees contributions

Continued Next Page

SOLUTION (CONTINUED)

pre-tax to a group health plan you most likely already have one set up. At this point I need to say I am not an accountant and you should seek accounting advise from a professional. I will tell you that IRS regulations permit payroll deductions of individual insurance purchased through the group setting. You already know this if you are offering AFLAC insurance. This is done through a group list bill. The key to individual insurance is that the premiums must one hundred percent be paid for by the individual and not the company. The way you do this is simple called a raise which every employer has a right to give any employee at any time. (unless you are a union shop) The nice thing also about raises is you are allowed to discriminate how much you pay someone based on years of service and level of knowledge. I know you

already know that but I thought this might be a good place to remind you. This means an experience Master Electrician that makes you a lot of money and you can't afford to lose most likely may be a little older and need family health coverage that cost more. So you could reward him or her with a bigger raise. With group insurance this is not permitted and is called discrimination. All employee in the class of Electrician must be given the same employer premium contribution. In the new world of "Defined Contribution" there is no such rules that all employees must be treated the same because you are not the buyer of the health insurance the individual employees are. You are just deciding how much you pay them, which is your right as the employer. Years of dedicated service can be rewarded. This changes

everything and simplifies you the employer's role.

Many of your younger employees will be able to find a low cost basic plan that cost less than \$150 a month in the individual market. While you the owner and key staff could consider a Health Savings Account qualified plan that further allows you to accumulate tax exempt savings that works better than a 401k because medical cost can be paid with tax free dollars today. These plans create golden handcuffs for key staff. If you want to learn more about this "Defined Contribution" individual approach please visit www.iecppselect.mymedquote.com to view the various plans in your area or call Robert Dooley at 410-693-4703 for more information.

SAVING MONEY AT THE PUMP

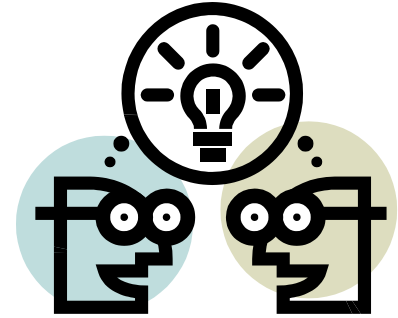
In today's economy, we are all trying to save extra pennies where we can. Here a few ways you can save yourself, and the company, money (as provided by wikipedia.com 7/08):

- 1) Carpool – If you live near another co-worker on your jobsite, see if you can alternate days driving to save on your gas usage,
- 2) Fill the tank full – If you need gas, fill up all the way. To fill up \$10.00 here, and \$20.00 there – you end up wasting money each time you have to travel to the gas station, and wait. Do it all at once,
- 3) Fill tank in the early morning – ground & air temps are usually lower. The cooler the air, the less fuel will evaporate as you pump it into your vehicle,
- 4) Take care of your car, or company vehicle – Properly maintaining your car (i.e.: oil changes, rotating tires, changing air filters, etc.) will keep it running as efficiently as possible,
- 5) Clean out your car – The lighter your car is, the less fuel you will use to get where you are going,
- 6) Purchase a GPS system – It will help you to navigate the fastest & shortest routes to your location, saving gas & mileage,
- 7) Drive with your windows down on a nice day - Using air conditioning eats up extra fuel,
- 8) Watch where you fill up – If you drive a regular route each day, look for the cheapest gas station!

Other tips for gas savings can be found at www.google.com > gas savings.

Northeast Regional Meeting & Program!

DO YOU KNOW YOUR NEIGHBORS? WE MEAN NEIGHBORING CHAPTERS AND CONTRACTORS! SINCE IEC NATIONAL WENT TO A MORE REGIONAL ORGANIZATION, THERE ARE MORE AND MORE REASONS TO KNOW YOUR NEIGHBORS—AND A LOT OF IDEAS TO MAKE EVERYONE IN OUR REGION



STRONGER THROUGH COLLABORATION!

All contractor & associate members, and Chapter staff within the IEC Northeast Region, are cordially invited by the Northeast Regional Directors to a meeting and program, with an added opportunity to network and socialize with others in our region. Don't miss this chance to share your input with our Regional Directors, or maybe get a new idea/best practice from a contractor in another region!

When: Friday, September 12, 2008

Where: HACC Midtown Campus, 1500 N. 3rd St., Harrisburg, PA

Schedule: 11:30 am Welcome desk open

- 12:00 noon - Lunch & Regional meeting - Rob Heineman, IEC National President, will join us for a special welcome! Agenda will include discussion of IEC National budget, roles of Regional Directors, future plans & ideas for our region, sharing of Chapter concerns and best ideas. Chaired by Stephen Borrelli & Joseph Hovanec, Regional Directors.
- 3:00 pm - Special Speakers/Program - Workforce development - New ideas for working with youth organizations! (Topic and speakers are tentative. Final details will be shared once confirmed.)
- 5:30 pm - Networking & Social Event - Enjoy some local brews and appetizers at the Appalachian Brewery Company, Cameron St., Harrisburg.
- 7:00 pm - Dinner Cruise - The Pride of the Susquehanna is an old-fashioned paddlewheel boat and will be offering an Italian Festival dinner cruise on the river departing from City Island.

QUESTIONS? THIS MEETING IS BEING COORDINATED AND HOSTED BY THE CENTRAL PENNSYLVANIA CHAPTER IEC. CONTACT CHRISTI BUKER, EXECUTIVE DIRECTOR, AT 717-697-7553, OR EMAIL: CBUKER@BUKERTEAM.COM.

REGIONAL DIRECTOR - STEPHEN BORRELLI, ALL-BRITE ELECTRIC, WEST HAVEN, CT.

EMAIL: STEPHEN@ALL-BRITEINC.COM

PHONE: 203-937-7211

REGIONAL DIRECTOR - JOSEPH HOVANEC, ADVANCED ELECTRIC DESIGN & SERVICE LLC, RAHWAY, NJ.

REGISTER ONLINE AT WWW.IEC-CHESAPEAKE.COM



VIRGINIA NEWS

IEC CHESAPEAKE VA CONTRACTORS' NETWORKING FORUM (RECAP)

This was the second quarterly meeting hosted at the IEC Chantilly Training Facility, which provided Virginia Contractors with an opportunity to share their industry-related ideas and concerns with topics that included Miss Utility, jobsite theft, and the Employee Free Choice Act.

On a different note, Instructor Dan Burnett (Y1-Chantilly) provided contractors with a demonstration of the new Classroom Performance System (CPS) that will be integrated into Y1 and Y2 at the Chantilly location for the 2008-2009 school year. Contractors actively participated in the demonstration (as if they were the stu-

dents) and realized how much more engaged the students would be with this system. Also, the availability of PowerPoint presentations will further enhance students' learning experiences, and we look forward to integrating this system into Y3 and Y4 in the near future.

NORTHERN VIRGINIA COMMUNITY COLLEGE (NVCC) – UPDATE

IEC Chesapeake is proud to announce that it will be working closely with the Northern Virginia Community College – Manassas Campus with collaborative efforts in the areas of Pre-Apprenticeship and Appren-

ticeship training. This is a great opportunity for current and future IEC Chesapeake students to apply their successful completion of the 4-year IEC program as college credits toward a 2- or 4-year degree. Addi-

tionally, this will strengthen the ties between the trades and college system. We look forward to a long-term, successful networking relationship.

NEWS RE: DEPARTMENT OF LABOR AND INDUSTRY: MAXIMUM GARNISHMENT AMOUNTS

A public comment forum will open on 7/21/2008 and remain open through 8/21/2008 regarding Maximum Garnishment Amounts [16 VAC 15 – 21]. Please visit the direct link below for more information at:

<http://www.townhall.virginia.gov/1/ViewStage.cfm?StageID=4660>



APPRENTICESHIP & TRAINING

APPRENTICESHIP ENROLLMENTS FOR THE 2008-2009 SCHOOL YEAR

Now accepting applications for the 2008-2009 school year for students that will be new to the IEC Program. Interview dates have been scheduled for the upcoming month. Be sure to send completed applications

(registration form and all required documents) to the Odenton main office for review and processing. Interview appointments will be scheduled with students once completed registration packet is received.

Additionally, IEC Chesapeake is also in search of instructors for the Chantilly location. Please call the main office at 800/470-3013 for more details re: registration or teaching opportunities.

APPRENTICESHIP & TRAINING PROGRAMS: DONATION/SPONSORSHIP OPPORTUNITIES

Each year IEC Chesapeake strives to continually improve and enhance the classroom and hands-on lab training experiences of apprentices through new technology, third-party vendors, and the involvement of the very

members supporting the program. Having said that, there are various sponsorship and material donation opportunities. Please contact the main office at 800/470-3013 for a copy of the IEC Chesapeake Appren-

ticeship & Training Sponsorship & Material Donation Form for review and consideration if you have not received it already.

APPRENTICESHIP INSTRUCTORS NEEDED!!!

The IEC Chesapeake has experienced significant growth during the past year in VA, and as a result, is witnessing a significant increase in ap-

prenticeship enrollments, especially in Year-1. At this point in time, we are in search for additional instructors to meet the immediate needs of

our Apprenticeship & Training programs. Please contact the main office at 800/470-3013 for more information re: teaching opportunities.

GRANT AWARDED FOR THE PRE-APPRENTICESHIP PROGRAM

Anne Arundel Community College and IEC Chesapeake has been awarded a check for \$4,500 from The Baltimore Building Congress & Exchange Foundation. This gift will support one student scholarship for the electrical pre-apprenticeship program.

CLASS START SCHEDULE

Class Location	Start Dates	Start Time
Chantilly MW 2	September 9th	6:00 PM
Chantilly MW 3	September 9th	6:00 PM
Chantilly TT 1	September 9th	6:00 PM
Chantilly TT 4	September 9th	6:00 PM
Charles TT 1	September 25th	6:00 PM
Charles TT 2	September 25th	6:00 PM
Charles TT 3	September 25th	6:00 PM
Charles TT 4	September 25th	6:00 PM
Dundalk MW 1	September 23rd	6:00 PM
Dundalk TT 2	September 23rd	6:00 PM
Dundalk TT 3	September 23rd	6:00 PM
Frederick TT 1	September 11th	6:00 PM
Frederick TT 2	September 11th	6:00 PM
Frederick TT 3	September 11th	6:00 PM
Frederick TT 4	September 11th	6:00 PM
Montgomery MW 1	September 16th	6:00 PM
Montgomery TT 2	September 16th	6:00 PM
Montgomery TT 3	September 16th	6:00 PM
Montgomery TT 4	September 16th	6:00 PM
Odenton Daytime 1	September 5th	7:00 AM
Odenton Daytime 3	September 12th	7:00 AM
Odenton Daytime 4	September 5th	7:00 AM
Odenton MW 1	October 20th	6:00 PM
Odenton MW 2	September 3rd	6:00 PM
Odenton MW 3	September 3rd	6:00 PM
Odenton MW 4	September 3rd	6:00 PM
Odenton TT 1	September 2nd	6:00 PM
Odenton TT 2	September 2nd	6:00 PM
Odenton TT 3	September 2nd	6:00 PM
Odenton TT 4	September 2nd	6:00 PM
Owings Mills TT 1	September 18th	6:00 PM
Owings Mills TT 2	September 18th	6:00 PM
Owings Mills TT 3	September 18th	6:00 PM
Spotsylvania TT 1	September 2nd	6:00 PM
Spotsylvania TT 2	September 2nd	6:00 PM



EVENTS

IEC CHESAPEAKE 2008 CRAB FEASTS (RECAP)

Many thanks to everyone that attended the 2008 IEC Chesapeake Crab Feasts! For those that were not paying attention we had two Crab Feasts in Maryland this year. (Though I do not know how you could have missed all those faxes and emails!) The Frederick/Montgomery crab feast was held at The Cracked Claw in Urbana with around 60 people in attendance. We have already booked this location for next year and hope to have even more people in atten-

dance. The date reserved is June 22 so mark your Outlook calendars now!

In Anne Arundel the crab feast was moved to another location since Blob's Park closed their doors permanently. It was held at the Elks Lodge in Severna Park.

We would like to thank our vendors that had displays:

Arlington Industries

BENECO

Eaton Corporation

Ironwood Sales

Maurice Electrical Supply

Skillforce Inc.

Thomas & Betts

Zanger Associates

Both locations had good food, plenty of crabs and everyone had a great time. Hope to see everyone next year!



WORKFORCE DEVELOPMENT

IEC MEMBER ACCEPTED TO SPEAK AT DOL'S WORKFORCE INNOVATION CONFERENCE 2008

WASHINGTON – Grant Shmelzer, executive director of the Independent Electrical Contractors (IEC) Chesapeake chapter, and Michael Yeakey, director of occupational skills-- at Anne Arundel Community College (AACC) was accepted by the U.S. Department of Labor to present an educational session entitled "Expanding the Talent Development Pool Through Registered Apprentices" at Workforce Development 2008, where thousands gathered in New Orleans, Louisiana, July 15-17.

Workforce Innovations is a premier workforce conference, hosted by the U.S. Department of Labor's Employ-

ment and Training Administration, aimed at educating and creating new talent pipelines, apprenticeship programs, and re-employment strategies to build and sustain a skilled American workforce. The presentation that Shmelzer and Yeakey presented to conference attendees and community-based organizations, dealt with effective recruiting and training methods for at risk and incarcerated populations.

"This exceptional opportunity allows IEC's high-quality training program to receive visibility from community-based organizations," said Shmelzer.

"Additionally, other IEC chapters can

use this method as a model for growth in their own training and apprenticeship programs."

Every year IEC enrolls nearly 10,000 highly-skilled apprentices working toward a professional career in the electrical field. Many IEC chapters, such as IEC Chesapeake, partner with local community programs to enhance their quality of training. For over eight years, IEC Chesapeake and AACC have provided pre-apprenticeship electrical training for a local Job Corps center located in Laurel, Maryland.

Source: IEC National Press Release June 24, 2008



NEW PRODUCTS

SLI Lighting Presents the NEW Megaman Series of **Environmentally** Intelligent CFL's!

Ironwood Sales & Marketing and SLI Lighting are proud to announce our new line of the most environmentally friendly CFL's available....The Megaman Series!

- The Megaman CFL's have less than 5mg of Mercury!
- The Megaman CFL's are made from Lead Free Glass!
- The Megaman CFL's are made from a water based adhesive!
 - The Megaman CFL's are rated for 10,000 hours!



SLI Megaman Candle Series

The Candle Series is designed to replace the inefficient incandescent candle bulbs. Their elegant shape will complement and highlight the chandeliers and sconces they are installed in, making them attractive and energy efficient!

SLI Megaman PAR Series

The PAR Series will give you superior light distribution and coloring rendering without sacrificing energy savings! Check out our low profile PAR30 today!



Call Ironwood today for more information, catalogs or samples!

***I*ronwood *S*ales & *M*arketing, Inc.**

1520 Caton Center Drive Suite E Rear Baltimore MD 21227
Phone 410-247-8505 FAX 410-5004

www.ironwood-sales.com



CONTINUING EDUCATION

Grounding & Bonding Seminar

October 7, 14, 21 & 28, 2008

Odenton, MD

(Meets Maryland and Delaware Masters CEU requirements)

IEC Chesapeake is pleased to announce that Scott Harding will be presenting his very popular 10-Hour, Grounding and Bonding Seminar at the IEC Chesapeake Odenton training center beginning on Oct. 7 and running on 4 consecutive Tuesdays between 6 – 8:30 pm. Scott is renowned for his knowledge on Grounding and Bonding and presently sits on the NEC Code panel for the same. Students need a minimum of 5 years experience in the electrical trade and a copy of the 2008 NEC. All students will receive a copy of Mike Holt's 2008 Electrical Grounding and Bonding. Register on line at www.iec-chesapeake.com or by calling 301 621 9545 for more information.

Thriving as an Electrical Contractor

October 17, 2008

Odenton, MD

“Learn the Tools to get the Job in Today's Competitive Market”

This 8-Hour Seminar designed to make you successful and competitive in today's difficult and job market. Kevin Dougherty brings 19 years of speaking in the construction industry associations across the country. Topics to be discussed are: How to find, train, motivate and retain employees, Business skills for contracting success, Common Financial pitfalls contractors face and Market Planning. The seminar will be held on Friday, October 17, 2008 between 7:30 and 4 pm. Lunch to be provided. Register on line at www.iec-chesapeake.com or for more information call 1 800 470 3013.

Foreman Training for the Electrical Industry

November 14 & 15, 2008

Chantilly, VA

Are you using your potential foreman most effectively? Have a need to more effectively manage your workers? Bill Bledsoe will present this training class that will focus on training your potential Foreman in the Electrical Trade. Bill has come through the Electrical trade as an apprentice, Journeyman, foreman and is currently CEO of Penco Electric in Atlanta. Topics to include, Managing your workers, Minimizing the impact of mistakes, Time and productivity. This class is scheduled to be presented on March 14 & 15, 2008 at the IEC Chesapeake, Odenton Training Center. For more information you can call 1 800 470 3013.

IEC CHESAPEAKE

2008 CONTINUING EDUCATION SCHEDULE

Phone: (800) 470 3013

WWW.IEC-CHESAPEAKE.COM

Fax: (301) 912 1665

Basic Data Com/Video Tool Odenton Training Center Instructor: Ron Greenfield September 27, 2008 Saturday 8 – 12 Noon 4 – Hour Seminar Limit: 15	ARC Flash/Safety Guideline Odenton Training Center Instructor: Ron Greenfield October 2, 2008 Thursday 4 – 6pm 2 – Hour Seminar Limit: 20	*+ 2008 NEC – Analysis of Change Odenton Training Center Instructor: Wayne Robinson October 4 & 11, 2008 Saturdays 9 – 2:30 pm 10 – Hour Seminar Limit: 25
*+Grounding & Bonding Seminar Odenton Training Center Instructor: Scott Harding Oct. 7, 14, 21 & 28 Tuesdays 6 – 8:30 pm 10 – Hour Seminar Limit: 25	Journeyman’s Preparation Class Odenton Training Center Instructor: John Gordon October 11, 18, 25 Nov. 1, 2008 Saturdays 8 – 2 pm 24 - Hour Seminar Limit: 20	Master’s Preparation Class Odenton Training Center Instructor: John Gordon Oct. 11, 18, 25 Nov. 1, 8, & 15 2008 Saturdays – 8 – 2 pm 36 – Hour Seminar Limit: 20
Miss Utility ++ In Spanish How to call in and Types of Tickets Chantilly Training Center, VA Instructor: VA Utility Training October 14, 2008 Tuesday – 3 – 5 pm 2 Hour- Training Class Limit:25	Thriving as an Electrical Contractor Odenton Training Center Instructor: Kevin Dougherty October 17, 2008 Friday – 7:30 – 4 pm 8 - Hour Seminar Limit: 25	*+ 2005 Analysis of Change Maurice Electrical Supply – Washington, D.C. Instructor: Pete Bowers November 8 & 15, 2008 Saturday – 7:30 – 1 pm 10 – Hour Seminar Limit: 20
ARC Flash–Compliance Seminar IEC – Odenton Training Center Instructor: Charles Rogers Technical Skills Development November 15, 2008 Saturday 8 – 2:30 pm 6 - Hour Seminar Limit: 30	Foreman’s Training IEC – Chantilly, VA Instructor: Bill Bledsoe November 14 & 15, 2008 Friday & Saturday 8 – 5 pm 16 - Hour Seminar Limit: 30	Safety Seminar Trenching & Excavation Chantilly Training Center, VA Instructor: Matt Murphy, SEE Safety, Inc. November 19, 2008 Wednesday – 1 – 5 pm 4-Hour Seminar Limit: 25

*Courses available to meet Prince George & Harford County Master Electrician Training Requirements

+ Courses available to meet Delaware and North Carolina Master Electrician Training Requirements

#Courses available to meet Virginia licensing renewal requirements effective 2008

Registration “On Line” at the IEC Website www.iec-chesapeake.com or by calling the

IEC Odenton Training Center at: (800) 470 3013

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Secretary/Treasurer	Jim Holt, Holt Electrical Contractors, Inc., jim.holt@earthlink.net
Past President	Scott Harding, F. B. Harding, Inc., gsh@fbharding.com

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