



THE WIRE

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MESSAGE FROM THE PRESIDENT

Cheryl Adelong



These are exciting times at NECA's Northern New Jersey Chapter. Not only are we completing a much needed office renovation that conveys the solid professionalism of the organization but allows for better functional use of the physical space available, but we are embarking on a journey that will feature a series of new events and services attractive to all IBEW-signatory contractors.

Perhaps the most exciting innovation is the smartphone App currently under development. While the app will provide links to Chapter Members, Associate Members and information about upcoming events, what places the app on the cutting edge are two new features that users will find convenient and useful. The first is the CBA eBook which will be formatted for use on smartphones and will allow the user to pin and even annotate passages of importance. Second, members will love the jurisdiction map that will allow them to locate and pin jobs while updating key information about the project in real time. This technology is brand new and is currently being developed specifically for the Chapter by Mosaic Learning. On a side note, the Chapter will also be releasing a CBA eBook for the Teledata and VDV agreements. This will allow contractors that are signatory to those agreements the same ability to cross reference and research terms and conditions for Chapter CBAs that the Inside Wire contractors have enjoyed.

The Chapter has also rolled out a retirement investment platform for NECA Member company owners
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Legislative Review

Christina Zuk

The beginning of 2016 marked the beginning of the new 2016-2017 legislative session. With this came the debate of many pressing and often controversial issues facing the State.

- As you may have read, **Atlantic City** teetered on the brink of bankruptcy while legislators negotiated amongst themselves and the Governor on the best course of action to help make the city solvent again. In late May, the Legislature passed a piece of legislation that was soon after signed by the Governor to help give Atlantic City the tools it needs to avoid bankruptcy – either on its own or ultimately under the State's control. The City has until late October to develop a

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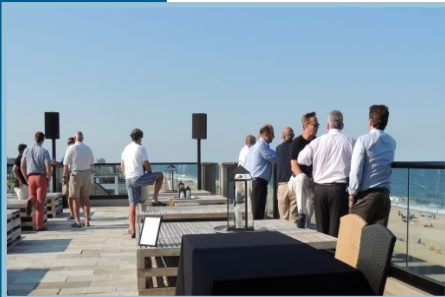
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and their key management personnel. This platform has three very important benefits: 1) contractors can customize their own plans- and if they have pre-existing plans, they can roll them into the platform without changing their design, 2) due to the buying power of the TAG Resources, it can save the contractors money, and 3) it will save them significant time because the TAG Resources will complete all of the annual filings and, most importantly, shoulder much of the fiduciary liability. Again, if you have a pre-existing plan, it can be rolled into the platform without changing its characteristics.

The Chapter is also looking forward to two outstanding social/networking events this summer. On July 14th, the Chapter will throw its Second Annual Beach Party at Avenue in Long Branch. Those Members, Associate Members and invited guests who attended last year were treated to an afternoon of outstanding food, drink and camaraderie as they enjoyed fun in the sun at one of the Jersey shore's premier recreational destinations. And for those who, as they say, would rather be fishing, the Chapter will hold its annual fishing trip on August 3rd. The crew of the Miss Michelle III looks forward to hosting a carefree day with plenty of food, refreshing beverages and, hopefully, a huge haul of fluke.

We hope that you will take the opportunity to join us at our events and to avail yourself of the new products and services that are coming, literally as well as figuratively, online. On a personal note, whatever you find yourself doing, I hope you enjoy a safe and fun summer!

NECA to Host Beach Party at Avenue's



In an effort to offer a variety of opportunities for networking between NECA members and industry partners, NECA will host its Second Annual Beach Party at Avenue's in Long Branch, New Jersey. With an outstanding rooftop venue, great food, drinks, music and cigars— this promises to be a great event!

Please join us on July 14 from 2:00-6:00 PM for a chance to interact with current members, make new contacts and have fun. For registration or additional information visit the Events section of our webpage at necannj.com/events or contact Monica Margaritis at the Chapter Office.



We look forward to seeing you!





Northern New Jersey Chapter, Inc.

213 Summit Road, PO Box 1081, Mountainside, NJ 07092-0081

Tel: (908) 654-5770 Fax: (908) 654-1754

Private Rooftop Beach Party July 14th 2-6 PM at Avenue in Long Branch



for Members & Associate Members of the Northern New Jersey Chapter, NECA

**Join us on the rooftop for an afternoon of
great food, drinks, music, cigar rollers and fun**

• 1st NECA Member \$50 • Additional people from the NECA firm \$25 each

Name _____

Cell _____

Name _____

Cell _____

Name _____

Cell _____

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Billing Address _____

Please make check payable to:

Northern New Jersey Chapter, NECA
213 Summit Road
PO Box 1081
Mountainside, NJ 07092

Email _____

Credit Card: VISA MC AmEx Credit Card # _____

Name on Card _____ Signature _____

Exp Date ____/____ Security # _____ Questions? Call Monica at 908-654-5770

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five year financial plan that has to meet specific goals. If the City fails to do so, the State will take over.

- In March, the Legislature passed a resolution to give voters the ability to decide whether or not to **expand casinos** into the Northern part of the state, and that question will appear on the ballot on November 8th of this year. Supporters and opponents of the casino expansion are expected to wage campaigns leading up to the November 8th vote.
- New Jersey’s **Transportation Trust Fund (TTF)** is set to run out of funding this summer, prompting a conversation among legislators and the Governor on how to replenish the fund in order to repair and invest in New Jersey’s transportation infrastructure. Proposals have been discussed in both houses, and the conversation about replenishing the fund is expected to continue at least throughout the early part of the summer.

In addition to monitoring the many pressing issues facing our state, Princeton Public Affairs Group (PPAG) has actively engaged legislators, stakeholders, and other key decision makers on NECA’s legislative and regulatory priorities. Building upon NECA’s great work over the last few years to secure passage of “trust fund” legislation, PPAG has pursued a comprehensive legislative strategy to overcome hurdles that previously prevented the ultimate passage of Assembly 2521/Senate bill 1196. To that end, critical conversations remain underway and continue to inform the most efficient path for moving this legislation forward.

PPAG also attends and monitors issues impacting the electrical contracting industry that come before the Board of Examiners of Electrical Contractors. Our continued review of this regulatory body ensures that NECA’s interests are represented at all levels of governmental processes.

Honor Roll of 2015-2016 ElectricPAC Contributors

President’s Club (\$3,000+)

Scholes Electric & Communications
 Century Electric, Inc.
 Tore Electric Co., Inc.
 JBL Electric, Inc.
 Spark Electric Co.
 Modern Electric Co.
 Millennium Communications Group

Ambassador’s Club (\$750)

Electro Maintenance

Chairman’s Club (\$1,500)

Sal Electric Co., Inc.

Gold Club (\$500)

Atlantic Transformer Services, Inc.
 Boz Electrical Contractors, Inc.
 Star-KO Electric Services, Inc.
 Star-Lo Communications
 Star-Lo Electric, Inc.

Eric J. Sivertsen

Founder’s Club (\$1,000)

Matrix NAC

Valiant Power Group, Inc.
 Mehl Electric Company, Inc.

Silver Club (\$250)

Power Electric Company, Inc.
 Multi-Phase Electrical Services, Inc.

Bronze Club (\$100)

ABG Electric Co., Inc.
 Hockenbury Electrical Co., Inc.
 Tangent Cable Systems, Inc.



Lean Construction Techniques Help Define Costs for More Competitive Bidding

Thomas & Betts

“We make or break the bank in the walls and in the ceiling on every project.” Those words are familiar to every NECA electrical contractor who considers bidding on large, institutional projects. How does a contractor accurately bid on a project, considering the intensive work needed to assemble the thousands of products that route, support, protect, and terminate the electrical system?

Many electrical contractors are finding that adopting lean construction techniques allows them to estimate costs more accurately. As a result, 40 percent of electrical contractors now consider prefabrication and modular construction a core part of their strategic initiatives, while 82 percent of contractors use building information modeling (BIM) in some form and expect their BIM use to increase by 50 percent over the next two years.

It's no surprise, then, that two-thirds of the top 50 electrical contractors have committed to using lean construction techniques. What is more surprising that a third have yet to do so.

Lean construction methods for electrical systems installation include prefabrication and modular construction, which significantly reduce the extent of labor required at the job site. Electrical contractors typically make a net profit of two to three percent on facility construction projects, but can double that figure by increasing labor productivity by five to ten percent. Reduction in waste, such as parts and materials being scrapped and labor time being used inefficiently, is the purpose of lean construction.

Improving operational efficiency for electrical components installation has led to the use of rough-in systems that are specially designed made to order and project specific. These rough-in systems reduce a substantial number of touch points as well as the amount of waste. The goal is to supply the project site with only the minimal and essential amount of parts, materials, equipment, labor hours, and space to enhance the value of the project to the contractor.

In addition to the use of rough-in systems, costs may be reduced through the use of electronic tools that enable easy access to drawing and personnel for project planning; accurate estimates for initial costs; design tools, such as BIM; packaging and labeling that conforms to job-site use; and the availability of parts, materials, and equipment through a widespread supply distribution network.

Installations in walls, and ceiling represent a substantial portion of a facility construction project's labor hours and profitability; reducing the former will enhance the latter. Whether the contractor is seeking to enhance profits or look for cost reductions that will enable more competitive bidding, both on-site labor and waste are critical.

Waste can be found in any materials, parts, space, or labor hours that exceed what is absolutely needed for a wall or ceiling installation. One method of using lean construction to reduce on-site installation labor hours is to have rough-in components, such as electrical boxes, pigtailed, brackets, rings, and fittings assembled in advance to conform to the project's specific needs. The use of preassembled rough-in systems can save as much as 50 percent of rough-in labor costs as well as provide a quick, easy, and safe wall or ceiling installation.

Another advantage of using preassembled rough-in systems is the reduction of parts and materials waste by reducing on-site inventory to only those assemblies needed for the specific facility construction project. The result is as much as a 40-percent savings in direct material costs. When these assemblies are shipped, packaged, and labeled specifically for the facility construction project, there is less waste in product packaging as well as fewer labor hours spent on material handling.

The combination of using prefabrication and modular construction with BIM and online tools can save the contractor 40 percent or more on rough-in installations in facility walls and ceiling. These costs occur in both materials and labor throughout the whole operation: installation, job layout, material handling, and cleanup.

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Whether the contractor is seeking greater profitability or greater competitiveness, cost savings are possible with lean construction methods that improve the operational efficiency of electrical systems installations in facility construction projects.

Give the intensive labor needed to assemble thousands of products that route, support, protect, and terminate a facility’s electrical system, the benefits of lean construction are particularly significant for wall and ceiling installations.

In addition to cost reductions, lean construction methods provide a more accurate accounting of what products are needed for the specific facility and installation. This enables the contractor to bid on the basis of what materials are actually needed without having to allow for waste. This accuracy gives the contractor the leverage to bid competitively, while ensuring that material costs will be covered.

Lean construction also increases profitability for the contractor by enabling greater operational efficiency in the allocation of parts, materials and labor. It also enables a more accurate accounting of what parts and labor are actually needed for the installation, which provides the contractor with information to make the bid more competitive while ensuring that the contract will be profitable if awarded.

Michael Sullivan is a Construction Sales Specialist at Thomas & Betts - a member of the Northern New Jersey NECA Chapter’s Associate Membership Program.

Basic Estimating Course Schedule
10 Sessions
 9/12, 9/14, 9/19, 9/21 9/28, 10/3, 10/5, 10/10,
 10/12, 10/17
 Contact Monica for Registration

NECA Calendar

July·August·September

<p>7/4 HOLIDAY– INDEPENDENCE DAY</p>	<p>9/14 JOINT MIDDLESEX & MONMOUTH OCEAN DIVISION</p> <p>PLACE: STEAKHOUSE 85 (NEW BRUNSWICK) TIME: 5:30 PM</p>
<p>7/14 NECA BEACH PARTY PLACE: AVENUE’S (LONG BRANCH) TIME: 2:00-6:00 PM</p>	<p>9/20 HIGHLANDS DIVISION PLACE: 3 WEST (BASKING RIDGE) TIME: 12:00 PM</p>
<p>8/3 NECA CHARTER FISHING TRIP PLACE: THE MISS MICHELLE III (POINT PLEASANT) TIME: 7:00 AM - 3:00 PM</p>	<p>9/22 CHAPTER OFFICE OPEN HOUSE PLACE: CHAPTER OFFICE (MOUNTAINSIDE) TIME: TBD</p>
<p>9/5 HOLIDAY– LABOR DAY</p>	<p>9/22 EXECUTIVE COMMITTEE & BOD PLACE: CHAPTER OFFICE (MOUNTAINSIDE) TIME: 3:30 PM</p>
<p>9/8 HUDSON-BERGEN-ESSEX DIVISION PLACE: IL VILLAGGIO (CARLSTADT) TIME: 12:00 PM</p>	<p>9/26 NECA GOLF OUTING PLACE: THE RIDGE AT BACK BROOK (RINGOES) TIME: 10:00 AM</p>
<p>9/14 VOICE-DATA-VIDEO DIVISION PLACE: CHAPTER OFFICE (MOUNTAINSIDE) TIME: 9:00 AM</p>	

4 Keys to a Successful Safety & Health Program

Kevin Monaco

The development and daily implementation of a corporate safety and health plan is critical to providing a safe work environment and to establishing known responsibilities and expectations throughout your firm. OSHA considers 4 key points when reviewing safety & health programs:

1. Management Commitment and Employee Involvement

The establishment and maintenance of a safe and healthy work environment must be a priority for every employee of the firm, including and perhaps especially, the CEO. Safety and health is, and must be, a primary consideration in all of your work. Management must work pro-actively to educate all of employees appropriately regarding safety and health issues, and must remain committed to achieving a culture of safety at every project site.

Contractors must involve employees in the development and implementation of the corporate safety and health plan. All employees should be encouraged to identify any safety issues to their immediate supervisors, and to actively participate in job safety and project safety analyses.

Employees must also recognize that following all appropriate safety and health procedures is a primary responsibility of their job. Employees not following safe work rules will be held accountable through a progressive disciplinary policy.

2. Worksite Analysis

A proactive and safety conscious contractor will review all project sites on a regular and consistent basis for compliance with safety and health rules, and best practices. Company management must dedicate adequate resources to proper planning for safety and health issues prior to starting work on any project. Your firm must perform project safety analyses, job safety analyses and task safety analyses on a regular and consistent basis, and should consider all employee feedback on safe work practices seriously, and should investigate and properly address any accidents, incidents, or “close-calls”.

3. Hazard Prevention and Control

Contractors must implement systems and work rules to prevent and control all identified worksite hazards. Hazards will be eliminated whenever possible. Safety-Centric contractors will utilize engineering controls, administrative controls and personal protective equipment in an effort to provide employees with the safest possible worksite.

4. Training and Education

All employees will be adequately trained in the corporate safety and health program, the potential hazards of their particular job, and their workplace, and how to control, eliminate and avoid such hazards. Training and education shall be implemented on a regular and consistent basis

Corporate Safety & Health programs are critical to meeting owner prequalification requirements and OSHA compliance, however it is also exceedingly important that your plan be effectively communicated to your employees and that you implement the program on a daily basis in the field. Having a program on paper only can in some cases be worse than not having a plan at all, if your program outlines a wide range of specific actions that your employees do not actively follow, you may be setting yourself up for willful OSHA violations and potential civil liability should an accident or injury occur. While you should, and in many cases, need to have, a written safety & health program, make sure it is OSHA compliant, specific to the hazards faced on your projects, and effectively communicated so that it can be put into action every day.



Northern New Jersey Chapter, Inc.

213 Summit Road
PO Box 1081
Mountainside, NJ 07092
Phone: 908-654-5770
Fax: 908-654-1754
E-mail: ChapterOffice@nnjneca.com

Executive Committee

Governor Joseph A. Lacerenza
President Cheryl Adelung
Vice President Harry J. Sassaman
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Chapter Staff

Executive Director Eric J. Sivertsen
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Director of Education, Safety Monica Margaritis
and Social Programs
Financial Administrator Jean Tenpenny
Contractor Receivables Wendy Alexander
Coordinator
Data Entry Clerk Anna Serafino



Our Associate Members

COOPER ELECTRIC

David Cooper
David.Cooper@Cooper-Electric.com
732-747-2233

GAR EQUIPMENT

Matt Rocca
MRocca@GarEquipment.com
800-272-1146

MILWAUKEE TOOL

Kevin Ream
Kevin.Ream@MilwaukeeTool.com
267-309-6269

THOMAS & BETTS

Michael T. Sullivan
Mike.Sullivan@TNB.com
908-797-6867

DAMIN SALES

Kevin Venezia
KevinV@DaminSales.com
732-985-8866

GRAYBAR

Don Felter III
Don.Felter@Graybar.com
973-404-5555

MONARCH ELECTRIC CO.

Greg Griswold
GGriswold@USESI.com
609-664-5584

TRUE & ASSOCIATES

Logan True
LTrue@TrueAssoc.com
908-232-0760

GALLANT & WEIN

James Wagner
James@GalWein.com
732-246-3282

MID-ATLANTIC SURETY LLC

William Paterno
BPaterno@MASurety.com
877-426-7542

STANLEY BLACK & DECKER

Steven Coleman
Steven.Coleman@SBDinc.com
410-207-9600

UNITED RENTALS INC.

Tim Brewer
BrewerT@UR.com
908-755-0498

ARTHUR J. GALLAGHER & CO.

Jim Gorga
Jim_Gorga@ajg.com
973-921-8286

SWIFT ELECTRICAL SUPPLY

Augie Sodora
ASodora@swiftelectrical.com
201-462-0900

