

# EXECUTIVE SECRETARY'S REPORT

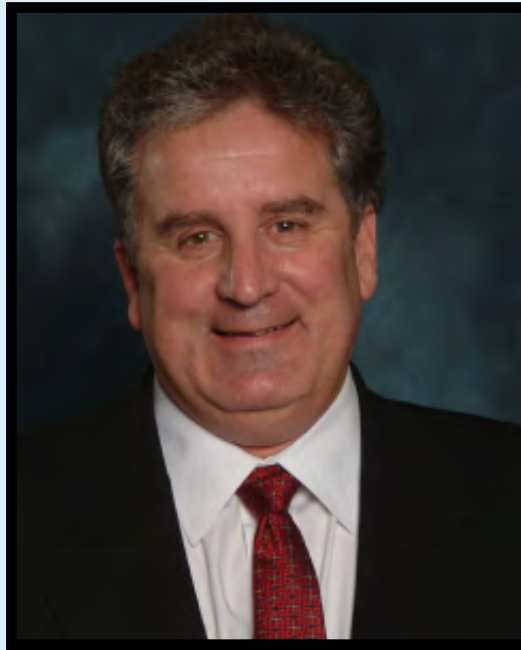
March 2006

www.aecnyc.com

## A MESSAGE FROM PRESIDENT MICHAEL CASTELLANO

**O**n Friday, April 21 2006, our association will begin a new chapter in its history as we relocate to a new office space in Long Island City.

The preparation has been at a hectic pace preparing the new office, making all the moving arrangements, packing our files and equipment, notifying our members, service providers, the telephone company, Con Edison and so many others.



However, it is not surprising to see our members maintaining a tradition of service to the industry.

We learned from those individuals that came before us such as Herb Tipperman, Bernie Siegal, and Walter Whitelaw.

These men, and others, built a strong foundation for our organization that has helped carry us from our early beginnings in 1949 through some difficult times.

It has been a major undertaking and I am proud of all those that have helped make it as painless and professional as possible.

I have seen a renewed sense of who we are as an organization and the cooperation of many individuals who have made sacrifices by being away from their businesses and families for the betterment of our organization.

We have continued to not only survive through many challenges but have grown stronger as each year has passed.

I am proud of our past and confident in our future. Together, we can meet any challenge that may occur, and we too, will help prepare for those that will come after us. It is an AEC tradition!

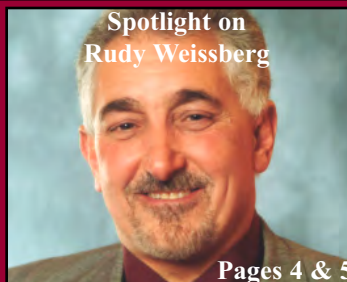
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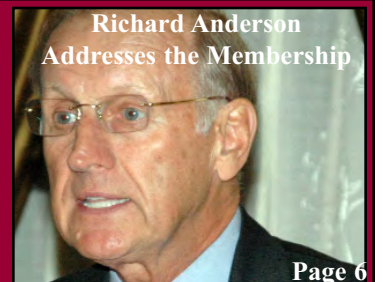
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# NECA Eastern

**The** National Electrical Contractors Association held their Eastern Regional Conference in Aruba from March 19-22, 2006. More than one hundred representatives of the New York City Chapter were in attendance. Also in attendance were some five hundred representatives from eleven states and the District of Columbia.

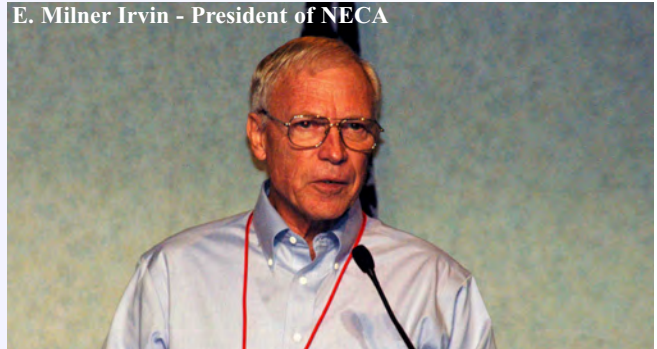
Industry updates were made by NECA President E. Milner Irvin and NECA Chief Executive Officer John Grau. President Irvin stated that his administration would focus on three major themes during the upcoming year; communications, increasing membership, and labor relations innovations.

He reviewed the results of applying a new labor classification, Construction Wireman/Construction Electrician, in a Florida jurisdiction that increased a faltering market share from 5% to 50%. He stated that the new classification had great promise in many parts of the nation.

Mr. Grau stated that we are in challenging times where shifting and transforming changes will require new approaches and increased cooperation with the IBEW. He mentioned the changes at the AFL-CIO that will create new organizations.

He discussed the problems associated with the rising costs of fringe benefits including health care, a major cost burden for employers. Mr. Grau also discussed the attitudes of a new generation of workers and the competition for a shrinking blue collar labor pool.

Mr. Grau stated that new programs like the national health care initiative by the IBEW and new worker classifications such as Construction Wireman Construction Electrician were the types of programs that would help the industry be more competitive and win back more of lost market share.



From Left to Right: Mr. & Mrs. Frank Carroll-VP IBEW 2nd District, Richard Parenti-Executive Director NECA Eastern Region, Donald Siegel-VP IBEW 3rd District, Gina Addeo-President NY NECA Chapter, Rex Ferry-VP NECA 2nd District.

# Region Conference

Dr. Perry Daneshgari made a well received and enlightening presentation entitled “Operational Cost Differences Between Union and Non-Union Electrical Contractors”. Using statistical evidence, Dr. Daneshgari explained that there will be a doubling of square footage in the next 20 years with \$80 billion available for electrical work. He predicted a 12-15 year market expansion beginning in March 2006. He explained that the union sector strength was in the industrial market that began to shift in the 50’s through the 90’s to the commercial-residential sectors, the stronghold of non-union contractors.

He then explained some of the differences between union and non-union operations, including his opinion that the majority of union foreman, while good technicians, were poor managers. He focused on the need for better material management, people management and time management with many examples of how contractors can improve these disciplines in their own operations.

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*“While there was not necessarily agreement on all the issues, there certainly was a demonstration of mutual concern about industry affairs and the need for substantial change.”*

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A dialogue with the IBEW Vice-presidents representing the Eastern Region Frank Carroll, Donald Siegel, and Paul Witte was a highlight of the second day session.

The frank responses of the three veteran union leaders to written questions from electrical contractors concerned about deteriorating market share in the industry, was well received by the audience. While there was not necessarily agreement on all the issues, there certainly was a demonstration of mutual concern about industry affairs and the need for substantial change.

Additional reports were received from Vice President Richard Burns of NECA District One, Rex Ferry Vice President of NECA District Two and Richard Parenti, NECA Executive Director. Special thanks to NECA Field Reps William “Biff” Jones, James Lewis, Benjamin Nest, and particularly Frank Piatt for helping to make the convention a great success.



# RUDY WEISSBERG

Spotlight

A.S.R. ELECTRICAL CO., INC.

One

of the AEC's most popular members is also the association's Sergeant at Arms, a position he enjoys serving in because it brings him into contact with every active member.

A member of the Executive Committee as well as a long term member of the Board of Directors, Rudy Weissberg has been in the electrical industry since 1967.

With a strong interest in electricity, Rudy began working for a non-union electrical contracting firm after graduating from High School.

After four years, he wanted to achieve a better life for his family and himself and applied for membership in Local Union No. 25 and Local Union No. 3, IBEW.

He was accepted by both organizations and because he lived on Long Island, chose membership in Local No. 25. Unfortunately, due to severe unemployment at the time, his apprenticeship took seven long years to complete.

It wasn't too much longer when Rudy began working for Northgate Electric as a foreman. His journey with Northgate lasted 22 years where he started his apprenticeship and in 1994, he left Northgate as a Vice-President.

After successfully passing the New York City Electrical License test, Rudy met Bob Chaiken, who had opened A.S.R. Electrical in 1992. With another friend, John Casciano, the two joined forces with Bob in 1994 as equal partners in A.S.R.. And, as they say, the rest is history.

The three men, each with over 30 years of experience in the electrical industry have developed a very successful business and with it, a strong client base.



## AEC MEMBER

*“Rudy Weissberg makes it clear that the success of ASR’s prosperity and growth is due in major part to its core group of employees who provide a rock bottom foundation for the company.”*

Amongst their loyal customers are Bovis Lend Lease, Federated Department Stores, NS-LIJ Health Systems, F. J. Sciamè, B. R. Fries, JPA and city agencies such as the NYC Economic Development Corp. and the Department of Design and Construction.

A.S.R. has had a presence on a variety of projects including landmark buildings such as the Tweed Courthouse, the Plaza Hotel, and the Chandler Building. They have also worked in both Yankee and Shea Stadiums and recently were named the official electrical contractor of the Staten Island Yankees.

The company does all phases of hospital projects for facilities in New York City and on Long Island and retail stores such as Lord & Taylor, Saks, Bergdorf Goodman, Macy’s and Bloomingdales where they did a spectacular lighting display for Christmas.

Rudy Weissberg makes it clear that the success of A.S.R.’s prosperity and growth is due in major part to its core group of employees who provide a rock bottom foundation for the company. They employ forty five Local Union No. 3 electricians and another twenty Local No 25 electricians that are supported by an excellent group of superintendents, project managers, estimators, expeditors and office staff.

Providing much pride to the company is the second generation that have followed in the footsteps of their fathers, with the addition of Bob’s son Richie, and John’s sons, Michael and John.

Another source of great pride for Rudy is his wife Linda. They met in Farmingdale High School, married after graduation and have been together for 38 years. They have lived in Farmingdale for 48 years where they have raised four children, all of whom graduated from the same High School as their parents.



# Guest Speakers



Richard Anderson

**R**ichard Anderson, President of the New York Building Congress addressed the membership at the March General Membership Meeting. Mr. Anderson presented an economic and preliminary construction outlook for 2006-2008.

The construction outlook is the sixth time the Building Congress has prepared the forecast using building permits and capital program data, among other sources, to estimate overall activity. Mr. Anderson made the following points:

- \*Residential construction reached 30,000 units in 2005, up from a record 25,000 in 2004.
- \*Total nonresidential construction increased by \$450 million.
- \*Infrastructure spending increased 3% to \$9.7 billion, aided by federal funds for the restoration of Lower Manhattan transit.
- \*Residential development should remain at 30,000 units annually through 2008 and spending should expand to \$4.9 billion.
- \*The office market is recovering with 11 buildings slated for 2006-08, non-residential spending is expected to exceed \$4 billion annuall
- \*Public construction spending will increase from \$9.7 billion in 2005 to \$13 billion in 2008.
- \*The outlook for NYC construction spending in 2006 could be as high as \$21.4 billion up from \$18.4 billion in 2005.



Michael Castellano and Richard Anderson at the meeting

## City of New York Building Department

Benjamin Jones, Bonnie Gerard and Robert Diamond of the City of New York Building Department attended our March General Membership Meeting. Mr. Jones introduced a slide presentation of the Building Department's new E-Filing system.

Mr. Jones led a lively discussion and answered many of the members' questions about the new program. To date, the new system has been well received by those that have had the opportunity to use it.



Benjamin Jones



Bonnie Gerard

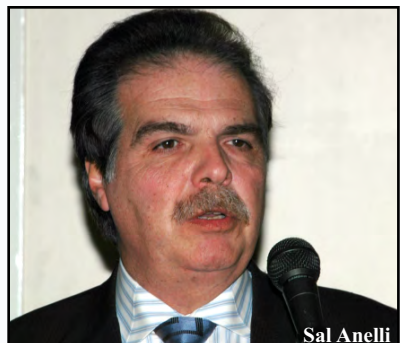
## Snapshots



Gary Segal



Michael Castellano Michael Carrone Steve Anzalone



Sal Anelli

## BCTC and BTEA Propose Master Work Agreement

In an effort to end the deterioration of market share by unionized employers in New York City and in response to the growing concern expressed by the real estate industry that many long term users of union labor are seriously considering the use of non-union labor, a proposed Master Work Agreement has been developed.

The Building Trades Employer Association and the Building and Construction Trades Council have made remarkable and unprecedented progress in formulating an agreement that would consolidate many of the common Project Labor Agreement concepts into a city-wide work agreement.

Although, much work has yet to be done on the concept, positive excitement has been generated throughout the construction industry.

The establishment of a Master Agreement that could be applicable to every type of project to be built in any of the five boroughs of New York City and would include the establishment of a joint labor-Management committee consisting of four representatives of the BCTC and four from the BTEA.

The final agreement may contain an 8-hour standard work day at straight time with flexible starting times, temporary and standby services to be utilized only at the request of the owner/construction manager, eight standard holidays, shop stewards to be working stewards, no strikes, lockouts or walk offs, jurisdictional disputes to be resolved through the New York Plan, prompt payment of fringe benefits by all general and sub-contractors, elimination of Master mechanic and dual manning of the joint-venture elevator car, and the application of Appendix "A" (existing collective bargaining agreements).

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### PLEASE NOTE

The Association of Electrical Contractors, Inc. has moved!!

The new address is:

11-51 47th Avenue, PO Box 1707

Long Island City, NY 11101

718-752-0800

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Richard G. Wishnie

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