

EXECUTIVE SECRETARY'S REPORT

October 2005

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Inside
this
issue

President Michael Castellano



Page 2

Spotlight on John Pinto



Pages 4 & 5

Mattia DeAngelo Retires



Page 7

David Pinter Addresses The Membership



Mr. David Pinter was introduced by President Castellano as the guest speaker at the September General membership meeting. Mr. Pinter is President of the New York Electrical Contractors Association, president of the New York City NECA Chapter and president of Zwicker Electric Corporation.

Mr. Pinter explained that he had requested an opportunity to address the AEC members so that relations between the two associations could be developed into a stronger alliance which in turn would benefit the electrical industry. He reviewed his tenure as president of the NECA Chapter and his role as spokesman for the industry, particularly at Joint Industry Board meetings. In explaining his role, he states that he must put aside his personal interests and be an

ardent supporter of the needs of all contractors. Mr. Pinter stated that the differences that once existed between the associations had been dramatically reduced. There was a time when the NYECA was recognized as the place of membership for the larger electrical contracting firms and the AEC a place for smaller firms. He explained that both trade associations now have a broad range of all size employer members and that the two groups now have very much the same needs and desires.

Mr. Pinter reported on the recent changes in membership at the BTEA where the AEC is now a full partner with the NYECA in representation. He stated that the AEC has had terrific attendance at industry meetings and that he would welcome more participation in the future.

Mr. Pinter reviewed several issues including general liability insurance, labor/management relations, collective bargaining, apprentice school facilities, SCA-PLA apprentice ratio requirements, the NECA Chicago Governor's Meeting, and several new innovations he has fostered within the NYECA regarding training and education. Mr. Pinter responded to several questions from the audience including describing his belief that a merger of the two associations would be in the best interests of the organizations and the

industry. He said he would support such an effort and that in the future we should be negotiating with one united voice.

President Castellano thanked Mr. Pinter for his presentation and indicated his personal support for continuing cooperation and building a stronger bond between the two organizations.

Schedule List of Events

<u>Month</u>	<u>Board</u>	<u>General</u>
October (Nominating Committee)	6	19
November	9	16
December (Annual/Elections)	7	14

AEC Fall Seminar

Las Vegas November 3-8

AEC Holiday Party

Cipriani 23rd Street December 17

President's Message From Michael Castellano

I want to welcome all of our members back from the summer break from regularly scheduled meetings. As I approach the last few months of my first year as president of the AEC, I am filled with pride due to the accomplishments of our organization. With so many of our individual members actively participating in industry affairs we continue to distinguish our organization as a professional trade association.

I want to especially thank and congratulate George Cecala for the very fine job he has been doing as the acting chairman of the Electrical Industry Group Life Insurance Plan. Mr. Cecala's recent accomplishments in leading the activities of the plan are unprecedented, resulting in a doubling of life insurance benefits at no additional cost for participating members.

The AEC Scholarship program for 2005 was a great success due to the efforts of Bob White and all the members of the AEC Scholarship Committee. The excellent result was a product of their year long effort as well as the outstanding contributions of Carol and Paul Kleinberg. Many young students will have a chance to achieve their educational goals because so many individuals generously contributed to the scholarship fund.

I am proud to announce that the Scholarship Committee has unanimously chosen Jerome J. Rosenberg as the 2006 Honoree. Congratulations to Jerry for a well deserved recognition of his many years of service to the AEC and the industry.

I also want to recognize those members who have assisted with the apprentice selection interviews. The time and effort given by so many individuals is not only gratefully appreciated but of significant importance to the future of our industry.

I want to encourage all of our members to make an extra effort to attend our October General membership meeting. I am pleased to announce that we will have New York State Comptroller Alan Hevesi as a guest speaker, and also NECA representative William "Biff" Jones. Mr. Hevesi will discuss the state of the economy and the relevant issues of the day as it relates to the interests of our members. Mr. Jones will show a DVD and discuss IBEW President Ed Hill's remarks to Business Managers calling for a drastic change in the way local unions conduct their affairs and the need to regain lost market share.



NECA Convention Cancelled, Governor's Meeting Held in Chicago

The NECA 2005 Convention scheduled for September 16-18, 2005 in New Orleans, Louisiana was cancelled due to the devastation caused by the aftermath of Hurricane Katrina. Quickly responding to the crisis, NECA staff under the leadership of CEO John Grau made arrangements for a Board of Governors meeting to be held the same time in Chicago, Illinois.

More than 300 representatives of chapters from around the country responded by arranging to arrive in Chicago for the Friday evening Awards and Recognition Dinner. The event was an opportunity to recognize and induct nine new members as Fellows of the NECA Academy as well as several other annual awards.

Mr. Michael Mazzeo, Jr. Past President of the AEC was inducted as a Fellow of the Academy, NECA's most prestigious award. Mr. Mazzeo was recognized for his dedicated participation in NECA's Political Action Committee and the work of the Electrical Contracting Foundation.

The Board of Governors met on Saturday receiving various reports, voting on standing policy statements, proposing Bylaw changes and electing new officers. The new NECA President is E. Milner Irvin of Miami, Florida who will serve a three-year term commencing on January, 1, 2006.

The New York City Chapter was represented by Chapter President and Acting Governor David Pinter, Chapter Manager Joseph D'Angelo and Assistant Chapter Manager Richard Wishnie.



FROM LEFT TO RIGHT: Ed Hill - President of IBEW, John Grau - CEO of NECA, Michael Mazzeo - President of Michael Mazzeo Electric



Academy Honorees at the Governor's meeting in Chicago

NECA Hurricane Relief Fund

The AEC is supporting the Kansas City Chapter of NECA relief effort for victims of Hurricane Katrina. The New York Chapter made a similar national appeal after September 11, 2001.

In addition to individual members contribution, the AEC has made contributions to the Kansas City Chapter, the American Red Cross and the Salvation Army totaling \$10,000.

Spotlight On

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are pleased to shine this month's spotlight on Mr. John Pinto of Pinto & Teger Electric Corporation. Like many of today's most successful employers, John Pinto is a product of a lifetime of exposure to activities associated with a family history immersed in organized labor.

With every male member over the age of 21 working in one division or another of Local Union No. 3, IBEW, it is no wonder that as a young man growing up in Astoria, Queens, John was destined to follow in his father Domenic's footsteps. A typical Saturday in John's childhood was sharing the day with his father picketing, organizing or volunteering in one way or another at a local union activity. As a young boy he remembers joining his father on the picket line as Local Union No. 3 launched a major drive to successfully organize the New York Taxi industry.

One of John's favorite pastimes was working at his father's workbench taking apart anything electrical or mechanical and then attempting to put the pieces back together again. "I was happier with a screwdriver in my hand than a book," John readily admits. Although encouraged to complete his college education, in 1968 John went to work in the sign division of Local Union No. 3.

After two years of installing and servicing uprights, marquee, rooftop and billboard signs, John was accepted into the union's apprentice training program, a giant step towards fulfilling his dream of becoming an 'A' Journeyman electrician.

John says, "Your word is your bond, treat people the way you expect to be treated, give a fair days work for a fair days pay and honesty is the best policy."

He graduated from the apprentice program in 1974 and after working with a broad range of both small and large contractor firms during his career as a journeyman, foreman, superintendent, estimator and project manager he gathered some important basic principles along the way. John believes that

by demonstrating his understanding of these basic principles and practicing them throughout his career they have generated an environment that has helped him gain success in business.

John says, "Your word is your bond, treat people the way you expect to be treated, give a fair days work for a fair days pay and honesty is the best policy." With these principles safely tucked away in his personal toolbox, John ventured into the electrical contracting business as a partner in RMT Electric. He began attending AEC meetings and functions and realized that there was a wealth of information and knowledge that was readily available to him as an AEC member.

AEC Members

After five years, John left his relationship with RMT Electric and with his partner Barry Teger began a new venture called Pinto and Teger.

They immediately entered into a collective bargaining agreement with Local Union No. 3, IBEW in New York City and Local Union No. 25, IBEW in Nassau County and also joined the AEC as a new member. In 2003, John's son John M. Pinto joined the firm and with his knowledge of computer science and technology has helped bring the contracting firm into the 21st century.

Currently, Pinto & Teger specializes in performing installations in the telecommunications and public sector arenas. They continue to be licensed in New York City, and Nassau and Suffolk Counties on Long Island.

John and his wife Marianne have two married children, John M. and Diana, and are soon to become grandparents. John M. and his wife Danielle are expecting their first child in the very near future.

John Pinto has been a member of the AEC's Board of Directors since 1996 and serves with distinction on the industry's Joint Apprentice Training Committee, the JIB Deferred Salary Committee, the JIB Grievance Committee and is a Director of the New York City Chapter of NECA. John serves on the AEC's Apprentice, Investment and Finance, Ethics and Policy, and Marketing committees.

There is an old proverb that says "if you want to get something done, give it to a busy person." When John is asked why he gives so much time to the industry, John says, "It is nice to be able to give back to an industry that has given so much to me and my family".

John Pinto is a living example of service before self and has gained the admiration and respect of his colleagues in the industry for his leadership and integrity.



John attending the NECA Eastern Region Conference in the Grand Bahamas, March 2005.

From left to right: Rudy Weissberg, John Pinto, Kevin McKosky, Joseph Regina, Ed Rothowski, David Harron, George Cecala and Richard Wishnie.

Dan Hernandez Honored by Regional Alliance for Small Contractors

Dan Hernandez President of Angel Electric Construction, Inc. was honored by the Regional Alliance for Small Contractors as Contractor of the Year at the New York Hilton on September 27, 2005. Mr. Hernandez was cited for his accomplishments in growing Angel Electric during the last five years despite a downturn in the economy and the example he has set in the minority community.

Dan is a native New Yorker and a member of a proud Puerto Rican family. He received his education through the New York City public school system and upon graduating from Chelsea Vocational High School enrolled in Bronx Community College. After completing college he was accepted into Local Union No. 3, IBEW's Apprentice Training Program which he completed in 1975.

Dan's latest recognition is added to a long list of achievements and well deserved awards for his accomplishments in business and community service. We are proud to have Dan Hernandez as an active member of the AEC and congratulate him as "Contractor of the Year".

With family and friends



Rudy Weissberg and Dan at the event

Electrical Industry Group Life Insurance Fund



George Cecala

Under the leadership of George Cecala a dramatic change has occurred with the doubling of insurance benefits at the same cost for those who wish to participate in the industry's group life fund.

Mr. Cecala, Acting Chairman of the fund, established a subcommittee to review a proposal for renewal of the existing coverage with the same carrier that had been in place for many years. After due diligence by the subcommittee, several new proposals were solicited from the insurance industry resulting in the selection of a new carrier with the excellent improvements in benefits. Congratulations George on a job well done!

Prevailing Wage Law Suspended in Gulf Region

In a dangerous and unprecedented act, President George Bush suspended the Davis Bacon Law for work that will be funded by the federal government in the hurricane ravaged Gulf area. Suspending the prevailing wage law that protects local workers and their employers only injures the very people who have been already severely damaged by the catastrophic losses of homes, businesses and jobs.

Mayor Michael Bloomberg has strongly condemned the President's action reminding him that after the 9/11 terror attacks, New York began rebuilding the "right way," providing jobs at the prevailing wage here in New York. The IBEW has requested that letters be sent to the President asking him to reinstate the law and to members of Congress requesting them to take action to override the president.

Mattia DeAngelo Retires



Mattia DeAngelo joined the AEC in 1968 and since that time has been an active member serving on numerous Joint Industry Board Committees and as an officer of the AEC. He was unanimously made an Honorary Member of the AEC Board of Directors in 2004 for his dedication and service for almost four decades. Matt was responsible for establishing programs for general membership meetings and was the Sergeant-at-Arms for many years. He has received several awards over the years including an AEC Scholarship in his name in 1998.

Matt graduated from Stuyvesant High School in 1941 and served in the US Navy during World War II. Upon discharge from the service he entered Pratt Institute and graduated in 1948. Matt was the president of Selpan Electric which he operated with his brother Michael until last year. The two brothers have continued in their father's footsteps who had entered the contracting business prior to World War I.



Mr. & Mrs. Mattia DeAngelo

Matt celebrated his 80th birthday in June of this year and he and his childhood sweetheart Marion celebrated their 57th Wedding Anniversary on October 2, 2005. Matt and Marion are the proud parents of four children and thirteen grandchildren.

The officers and members of the AEC extend our best wishes to Matt and Marion and hope that their retirement years are blessed with good health and much happiness. We will be forever grateful for Matt's wonderful sense of humor and his friendship.





Richard G. Wishnie

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