

FLASH

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Vol. 108 No. 11

NOVEMBER 17, 2017

CHRISTMAS MIXER

Over 500 reservations so far!

WEDNESDAY, December 6, 2017

Chase Park Plaza

Extended Hospitality Period

11:00 a.m. to 12:15 p.m.

Lunch and Program

12:15 pm to 2:00 p.m.

\$65 per person

Tables of 8, 9 or 10 or individual tickets available

Mixer FUNMASTER

RANDY KARRAKER

Host of the The Fast Lane on 101 ESPN

Ray Voigt – Martin Electrical Sales – Chair
Melanie Davis – Frost Supply – Assistant Chair

- Ray and Melanie encourage you to invite your associates and customers to attend this year's Mixer. If you have not ordered your tickets yet, call the EBMI office before Tuesday, November 28th to order your tickets. Our food guarantee is due to Chase by that date. Tickets already reserved will be mailed 11-29.
- Attendance Prizes will once again be handed out during lunch. Anyone wishing to donate an attendance prize should contact the EBMI office – 636-305-6434 before November 28th, if you have not yet done so.
- Enjoy the Holiday "spirit" with industry associates. We will also be collecting funds for the Salvation Army's Tree of Lights Campaign and "TWO HANDS – TWO CANS" for "Feed My Peeps". (Details inside newsletter) Please let your guest know about these.

Please complete the form below to reserve a place at the luncheon ONLY if you have NOT yet confirmed your reservations or to donate an attendance prize. Email annie@electricalboard.org, or call the EBMI office prior to November 28th.

NAME _____ COMPANY _____

PHONE _____ e-mail _____

_____ # of Tickets @ \$65 = \$ _____

- Sorry, we cannot attend the Mixer, but wish to donate:
 \$25 for attendance prize Will bring gift to EBMI Office or Will bring gift to Mixer

(Please check appropriate box for payment.)

- Invoice Will send check Mastercard, AMEX or Visa (Call the office)



Bill Regan

LET'S TALK...

about 12 for Life!!!

Our new name...

CONNECT-4-SUCCESS

During the months of discussion with the Ritenour High School administration about the program, it became apparent that we needed a new name for the program in the St. Louis region. We have been kicking around various names and finally decided on Connect-4-Success. This just seems a better fit for our program as we want to connect these high school students with mentors in the industry to assist them toward a successful career. This is a name that works for us and the Ritenour School District.

Moving forward you will see this name but we will continue to refer people to www.12forlife.com so they see the impact that this type of program can have for the students, high school, employers and community. When we have our successes, we will be happy to share them with anyone. For now, we have challenges in finding companies to participate **within the target area of Fenton.** We chose the Fenton area for logistic reasons, since we have a large number of electrical companies in the area and would be easier to transport students to one area. If you know of a company in the Fenton area or in the Ritenour School District area that might be interested in such a work development program for high school students, please have them contact me. **They do not have to be EBMI members to participate.**

The program starts January 4th.

The following companies are participating...

- Alkem**
- Butler Supply**
- Eaton Corporation**
- Electrical Board**
- Holt Electrical Supplies**

I want to thank the companies outside the focus areas who are interested in participating when the focus reaches their area. Some of these companies may be part of the Fall program.

IN MEMORIAM

The Electrical Board officers and staff express our sincere condolences to **Jackie Postiglione** on the passing of her loving partner Dan King on October 21st.

CALENDAR OF EVENTS

See calendar on www.electricalboard.org

Nov. 23 & 24 th	EBMI Office Closed
Dec. 1 st	Arc Flash Calculations 8:00 to 11:00 am EBMI Office
Dec. 6 th <i>Wednesday</i>	CHRISTMAS MIXER at Chase Hotel
Dec. 14 th	EBMI Board of Directors Meeting
Dec 25 th & 26 th	EBMI Office Closed
HAPPY NEW YEAR!!	
Jan. 1 st	EBMI Office Closed
Jan. 18 th	Dart Tournament At Hotshots in Fenton 5:30 pm Sponsored by 21 st Century Committee
Jan. 25 th	Energy Efficiency Workshop 7:30 am to 12:00 noon At Ameren headquarters
March 22	Bowling Night At Brunswick Lanes (Big Bend and Dougherty Ferry) You can also stop by and watch the NCAA Tournament with us. Sponsored by the 21 st Century Committee.
April 10 th	SPRING LEADERSHIP LUNCHEON At Doubletree Hotel near Westport
June 4 th	SPORTSMAN'S HOLIDAY at Forest Park
Call EBMI at 636-305-6434 for more information or to register for any of these events or visit our website at www.electricalboard.org .	

Congratulations to **Lacey Bernard** on being part of the St. Louis Patriots team that won the Roy Hobbs World Series in Ft. Myers, FL. He pitched 13 innings and was 1-0. The team's record was 9-0. There were three teams from St. Louis in Florida that were in the top 10 out of 53 teams.

His Game Face team had won the tournament in Phoenix prior to the Roy Hobbs World Series. Lacey pitched in that championship game and they won 12-2.



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PS Form 3526, July 2014 (Page 1 of 4 (see instructions page 4)) PSN: 7530-01-000-9931 PRIVACY NOTICE: See our privacy policy on www.usps.com.		

ARC FLASH CALCULATIONS SEMINAR

(14 ALREADY ENROLLED)

3 PDH's
 1.5 PEUs – Elective

Date: **FRIDAY, DECEMBER 1, 2017**
8:00 - 11:00 A.M

Location: EBMI Office
 900 S. Highway Dr.
 Fenton, MO 63026

Presented by : **Edwin Scherry**
Scherry Engineering

Provide an understanding for design professionals who perform arc flash hazard calculations of the evolution of the analysis for the hazardous condition. A distinction needs to be understood as to how a bus is protected in limiting the arcing incident. The arcing fault current is different than the bolted fault current. Arc flash energy is a result of the arcing current, the time that the arc exists and the distance from the arc, as well as maintenance of equipment. Arc flash hazard is not predictable and the calculations are educated approximations. Investigation of the available arc flash energy needs to be accomplished during design and not after the fact. More stringent design and specification of equipment is required. **Will learn:** What is involved in performing an Arc Flash Hazard Analysis? Discuss some limitations of arc flash evaluation techniques. Demonstrate how protective device adjustments and distance can assist in reducing the arc flash hazard. What engineering techniques can be used to provide mitigation of an arc flash?

COST: Advanced registrations must be received 2-weeks prior to seminar start.

Email annie@electricalboard.org to register.

Advanced / Late fee

Employees of non-member firms - \$170 / \$220
Employees of EBMI member firms- \$110 / \$160

Includes study guide, certificate of completion and registration fee of \$30 which is non-refundable

Name _____

Company _____

Address _____

City, State/Zip _____

Phone _____

E-mail _____

(Please check appropriate box for payment.)

Invoice Will send check.

Mastercard, Visa or Amex-call EBMI with info.



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<input type="checkbox"/> I certify that 50% of all my distributed copies (electronic and print) are paid above a nominal price.		
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I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on this form or who omits material or information requested on the form may be subject to criminal sanctions (including fines and imprisonment) and/or civil sanctions (including civil penalties).

POSITIONS WANTED

10A17 – MARKETING SPECIALIST - Highly motivated individual with a recent Communication degree and numerous marketing, sales, and event planning experiences. Writes engaging and effective web marketing content, while also maintaining exceptional interpersonal skills. Available to start immediately. Contact EBMI for resume.

POSITIONS AVAILABLE

10117 - FIELD TECH / UNDERGROUND UTILITIES CREW MEMBER

Responsibilities include, but are not limited to:

- Hand dig splice pits of 4x4x4 average size using hand tools, e.g. flat shovel, etc.
- Use mini excavator or trenching machine, as needed
- Work in residential and commercial areas
- Take photos of locate marks, open pit, restored area, etc.
- Backfill, seed and straw
- Properly perform lane closures with flaggers, etc.
- Be compliant with safety procedures
- Work at a variety of site locations in close clustered areas on a daily basis

Basic Qualifications:

- Work outdoors in all climates
- Valid driver's license or ID card and CDL optional
- Ability to pass background check and drug screening
- Ability to perform physical movements such as bending, shoveling, pushing and pulling reels of wire
- Ability to do landscape restoration
- Ability to lift approximately 50 lbs.
- Ability to work up to 6 days a week
- Ability to repair sprinklers (not a requirement, but a positive skill)
- Ability to communicate to Wilkins dispatch frequently and end customer subscriber, as needed
- Ability to complete close out form to submit for work completion on each job
- Ability to receive and close out jobs on smart phone, when applicable

Interested applicants should email their resumes to The Wilkins Group, Inc. at careers@wilkins.com.

**Happy
Thanksgiving!**

Mark your calendar NOW for...

SPRING LEADERSHIP LUNCHEON

TUESDAY – APRIL 10TH

At Doubletree Hotel near Westport
1973 Craigshire Dr. – 63146

Tables of 8, 9 or 10
Cost: \$50 per person

“Value Driven Business – Authentic Leadership”
Speaker: Jeff Koziatek
Core Authenticity

Make your plans to attend.
More details to follow in future FLASH issues

The first responsibility of a leader is to define reality. The last is to say thank you. In between, the leader is a servant.

—Max DePree

**JANUARY 15TH DEADLINE
TO SUBMIT SCHOLARSHIP APPLICATIONS IS
FAST APPROACHING!!!**

Most school offices are closed for the upcoming holidays. If you need transcripts to complete an application, please do so before these holiday breaks.

Do you have a son or daughter who is a senior in high school this year or now in college? Why not have them apply for an EBMI Scholarship!

Please e-mail annie@electricalboard.org as soon as possible to request the application and criteria on the EBMI scholarships. She will e-mail information to you so you can forward to your son or daughter. Individuals must be an EBMI member for one year to apply for a scholarship for their sons or daughters.

EBMI has awarded 156 scholarships totaling \$136,900

We will recognize the scholarship recipients at the April 10th Leadership Luncheon

**Special THANKS
to EBMI Foundation Donors
for 2017-18**

Donations received from organizations, member companies and individuals. We appreciate their contributions to the EBMI Scholarship Foundation.

FULL SCHOLARSHIPS

Eaton Corporation
Electrical Representatives Organization (ERO)
IAEI-Eastern Missouri Chapter
in memory of Jerry Feagans
Friends of Paul Friemel
Friends of Michael Postiglione

HALF SCHOLARSHIP

Schaeffer Marketing Group
in memory of Ricky and Joe Schaeffer

SUSTAINING MEMBERS

Archway Electrical Sales
Fletcher-Reinhardt Co.
Vince Kunderman PE
Lighting Associates
Martin Electrical Sales
Meglio & Associates
Pyramid Electrical Contractors
Sachs Electric

Retired members

Rolf Albers	Bill Haley
Dennis Brunner	Tim Handlan
Paul Crain	Roy Kennedy
Frank DiLeonardo	John Kohnen
John and Beth Duda	Tom Luedde
Jay Emmer	Steve Ott
Harry Gardiner	Bob Pinson
Rusty Gipson	Ben Schaper

Other Donations...

Jim Bess – In memory of his wife Theresa
Andrea Capra - In memory of Paul Friemel
Dean & Nedra Klohr – in memory of Esther Sanders
(Nedra's mom)
Charlie O'Connell – in memory of Michael Postiglione

ECMC members

Michael Brown Alen Lelic Joe Obernuefemann

Please consider an end of year tax deductible donation to the EBMI Foundation. Join the growing list of members contributing this year.

**HELPING OTHERS THIS
HOLIDAY SEASON**

3rd Annual Food Drive at Mixer

TWO HANDS - TWO CANS

One of the suggestions from the Events subcommittee from our strategic planning session was to have a **FOOD DRIVE** at the Christmas Mixer. We have over 500 people attending this annual event and think of what could be contributed if everyone would bring just **TWO** (or more) cans in their **TWO** hands when attending this year's Mixer.

We have teamed up with "Feed My Peeps" once again to help us collect these cans at the Mixer. They will have their truck parked on the Lindell side of the Chase so as you enter from Lindell so you can just drop off the cans at the truck before heading into the Chase. Those of you arriving from the Kingshighway entrance, please place your donations on table across from the EBMI Registration table. These cans will be transferred to the truck after the program starts. Info for guests can be found on our website under events.

We hope to surpass the 546 cans collected at the 2016 Christmas Mixer, but we need your help in letting your guests know!

We ask all EBMI members inviting guests for the Mixer, to please mention to them – **TWO HANDS – TWO CANS** and/or forward the Mixer info sheet emailed to table sponsors.

Salvation Army

We will also continue with our collection for the Salvation Army with the canisters on the table. The Salvation Army **will not** have the car drawing this year.

All donations should be placed in the cannisters.

If You Take Money out of the Equation, How do you Measure Success?

The Any Person Mindset Free E-Newsletter Series
Volume 16, Issue No. 6b
October 15, 2017
By Dan Coughlin

I've often heard this statement: that person has a really good job. Or this one: that person has a great job.

Those statements are code for meaning that person either makes a really good salary or a really great salary.

Whenever I hear that I always think to myself that there has to be more to a really good job or a really great job than just making money. There has to be more to being a great organization than just how big the organization is financially.

Money is important. It's important for individuals and it's important for businesses. However, it can become so important that it can overshadow everything else in terms of defining success. We have to be able to peel back the layers of important outcomes in order to understand factors other than money.

Questions for Measuring Success with Money Not in the Equation

Here are three questions I want you to reflect on.

First, if you take your financial compensation out of the equation, how do you define success for yourself at work?

What would you use to determine your success if you don't know what you're being paid?

You might consider the quality of your work, the impact you had on other team members and on your customers and suppliers, and what you learned that day to improve the future of your organization. You might consider your professional relationships, and think about what you do to enhance a relationship or start up a new one. What would you use to evaluate your success without including money?

Second, if you take your organization's revenues and profits out of the equation, how do you define success for your organization?

If you don't know whether or not revenues and profits are going up or down, what would you use as indicators of success as an organization? Peel back the layers.

You might evaluate whether the products and services that are being sold are getting better or worse. You might measure success based on the results that your customers achieve when they use your products or services. You might measure whether your organization did what it said it would do for employees, customers, and suppliers. What would you look at?

Third, if you take the things you can buy out of the equation, how do you define success in your personal and community life?

Let's extend these questions beyond your job and your employer, and look at success at home or in your community.

What would have to happen today for you to consider this to be a successful day?

For me, it includes showing my family members and telling my family members that I love them. It includes spending some time in nature and some time in exercising. It includes learning something either through reading or watching a film. For you, how will you determine if a day was successful or not if you take out what you can buy?

You can put money back in later on as an indicator of success, but for now I would like you to answer those three questions. Success has many layers of evaluation. We need to dig deep to get past just using money as our sole indicator of success.

EBMI MEMBERS PLANNING TO RETIRE can still maintain EBMI membership

Members who plan to retire and want to maintain membership in the EBMI as a retired member, should contact the office **before you retire**. Companies cannot provide us your contact information after you retire.

There is no cost for retired members who allow us to email you the FLASH newsletter. If FLASH is mailed, the fee is \$15 per year.

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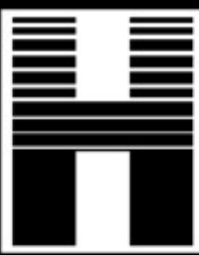
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F: 314.714.1715

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Fenton, MO 63026
P: 636.680.0000
F: 844.783.4392

O'Fallon, MO
1718 West Terra Lane
O'Fallon, MO 63366
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HAPPY HOLIDAYS!!!

FROM

EBMI OFFICERS, BOARD OF DIRECTORS AND STAFF

We wish all of our members a safe Holiday Season and hope you continue to help the less fortunate during this joyous season. There are many people who need our help, so remember to drop a \$1 in the kettle, donate to one of the food pantries or you may even know a family that would appreciate a helping hand.

“Learn to light a candle in the darkest moments of someone’s life. Be the light that helps others see; it is what gives life its deepest significance.”

– **Roy T. Bennett, The Light in the Heart**

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CONTACT:

Chris Danner
314-599-2026

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