Chicago—easily accessible from anywhere—has been a place where people come together for business ever since the fur traders first settled there in the 18th century. It’s still America’s #1 destination for overnight business trips.

The vibrant, varied architecture alone can make a simple stroll—or a ride on the EL—a journey of exploration. There are treasures to be found in such diverse neighborhoods as Hyde Park, Pullman Historic District, Near South Side, Chinatown, Pilsen, Little Italy, Printers Row/Grant Park, The Loop, North Michigan Avenue/Oak Street, and beyond.

Aside from incredible architecture, Chicago boasts cosmopolitan culture as well as scenic lakefront beauty. It’s the ideal place to bring the kids and to spend a little extra time. Must-see attractions range from historic Navy Pier and brand-new Millennium Park to Lincoln Park Zoo and world-renowned museums, with the Field Museum of Natural History, Shedd Aquarium and Adler Planetarium all centrally located and the Chicago Institute of Art just up the street.

If food’s the thing, note that Chicago has been called “America’s Best City for Dining” by the National Restaurant Association. Its 5500+ restaurants feature everything from prime steakhouses to the famous deep-dish pizza that bears the city’s name and every imaginable ethnic cuisine.

Chicago means business. But, it’s also a city pulsating with fun things to see and do!

This year the NECA convention and trade show is focusing on the green technologies of the future and the profitable opportunities that exist for your business. After all, your customers are becoming more educated about the alternatives to conventional power generation, such as solar, wind, and renewable energy sources, and they want these energy-saving options for their buildings. The installation and use of these alternative methods of power generation take specific skills and awareness of a wide array of new products. Gaining this knowledge is essential to remain competitive in these rapidly expanding markets, and at NECA 2008 Chicago, your business will gain a distinct advantage with all the education, and product information you’ll need to stay ahead of the industry!

Visit the special “Green Alley” section of the show floor, that features the most significant gathering of alternative energy technologies specifically for electrical contractors, and meet with the manufacturers of the latest energy-efficient products that are becoming increasingly important to your environmentally-minded customers.

And while you’re on the show floor, attend a variety of special technical workshops focused on the latest green technologies, such as:

- Greenbacks from the Green Movement: Profit Opportunities for Electrical Contractors
- Small Wind Systems
- Benefits and Applications of Electric Submeters in the “Green Facility” Environment, and
- Fuel Cells: Real World Use

Also, be sure to check out the live demonstrations of solar installations right on the show floor!

New this year, NECA is teaming up with the U.S. Green Building Council to offer a pre-convention workshop, LEED for New Construction Technical Review. This full-day program is designed for those who have a basic knowledge of LEED and want to delve deeper into the technical requirements of the rating, the building certification process, and other implementation strategies. The NJATC is also offering an informative pre-convention workshop, Business Development Opportunities in the Solar PV Market. This 8-hour course targets the business opportunities in the exciting field of solar photovoltaic (PV) system installations.

Other Green-focused pre-convention workshops include: Lighting Controls: Go Green and Save Green, and Energy Solutions for Commercial and Industrial Lighting Design.

The future is Green, and there’s no better place to get ready for it—before your competition does—than NECA 2008 Chicago.

“The value I got from the educational opportunities at my first NECA Convention and Show in Boston was so great. I never want to miss another one…I’ll be there!”

—Mike Young, Young Electric Company
General Session Three

Bob Costas—Winning Through Teamwork & Fair Play

Tuesday, October 7 • 9:00 am

Broadcaster extraordinaire Bob Costas has never played any sport professionally but has a number of trophies—19 Emmy Awards, to be exact—and has been named “National Sportscaster Of The Year” an unprecedented eight times. Since 1979, he has covered every major sport for NBC, including six Major League Baseball Championships, five World Series, four Super Bowls, and every Olympic outing since 1988.

Along with appearing regularly on NBC’s Football Night In America, he has hosted HBO programs since 2001. He is also the author of a book—Fair Ball, A Fan’s Case For Baseball—that earned excellent reviews and remained on The New York Times bestseller list for several weeks.

Bob Costas is sure to inspire at our Closing General Session simply by talking about what he knows best and what all NECA conventioneers can apply—the importance of teamwork and fair play, strategic thinking, the love of the game, and winning.
General Session One

Second City, First In Comedy

Sunday, October 5 • 10:15 am

Taking their name from a derisive profile of Chicago in *The New Yorker*, an ensemble of young comedians established **The Second City** on December 16, 1959, with something to prove. And prove it they did!

The Second City alumni list reads like a who’s who of American comedy. It includes practically the entire cast of the original *Saturday Night Live* and many next generation *SNL*ers.

Success was almost instantaneous, and today Second City is the world’s most famous improvisational theater company, earning superlative reviews for theatrical performances across North America and *Emmy* awards for a number of TV shows.

These funny people may have you rolling in the aisles during our Opening General Session on Sunday, October 5. Bear in mind, they’re using humor to bring you truth and perspective and improvisation to help NECA conventioneers improve communication, collaboration, and innovation—but you may be too busy laughing to notice that immediately!

General Session Two

Special Labor Relations Session

Monday, October 6 • 10:00 am – 11:30 am

NECA 2008 Chicago convention attendees will have an exclusive opportunity to discuss and explore the most current and critical issues shaping the electrical construction labor market. This thought provoking **Special Labor Relations Session** will focus on current trends and the latest issues in the always significant field of Labor Relations.
It’s new, it’s exciting, and it’s happening at NECA 2008 Chicago. On Saturday, October 4, NECA 2008 Chicago is opening with the Party at the Pier—a night of glitz and glamour you won’t want to miss. This event will take you beyond the velvet ropes to the Navy Pier, transformed into an area made for partying. Part swanky nightclub, part jazz lounge, part dance club, this party will be unlike anything you have ever seen.

Entertainment will be provided by The Pink Flamingos, a unique band that has dazzled audiences throughout the U.S. and Europe. Combining audience participation with choreography, outrageously original costuming, and the best of rock, R&B, disco, country, and contemporary music has earned “The Pinks” a reputation as maestros of the magic that brings people together.
2008 Lifestyle Program

Cooking with Chef Art Smith

Monday, October 6 • 10:00 am – 11:30 am

Art Smith, chef, author, and television personality has brought meaning and symbolism back to the word “table” and has united families and friends through the sharing of a meal. Bringing a whole family to the table in today’s fast-paced way of life is no easy task. In many modern households, family members eat separately according to their own schedules, on the run, or in front of the TV. But Smith has a few cooking secrets that are guaranteed to make dinner-time a family time, and he is sharing them at NECA 2008 Chicago! On October 6, Chef Art Smith will be conducting an interactive presentation of a few ways to tempt your taste buds and bring your family “back to the table.”

Smith’s long career in the culinary arts includes positions cooking for families all over the globe, including well-known politicians and celebrities. In 1997, he began an 11-year position as personal chef to Oprah Winfrey. And last year, Smith opened “Table,” a new fine dining restaurant in Chicago, where he serves handmade, organic foods gathered from some of the best farms in the Midwest.

Enjoy this one-time opportunity to learn from one of the greatest chefs of our time. It is sure to be a delectable experience!

Closing Celebration

Ricky Skaggs and Bruce Hornsby

Tuesday, October 7 • 8:00 pm

What do you get when you blend the voice of a country and bluegrass legend with the creativity of a world-renowned pianist and song-writer? An unforgettable evening that is the perfect finale to a week full of inspiration and fun!

Ricky Skaggs and Bruce Hornsby star at our Closing Celebration. Eleven-time Grammy Award winner Ricky Skaggs is affectionately known as one of bluegrass music’s most recognized ambassadors and also has eight Country Music Association Awards and a dozen #1 hits to his credit. A triple Grammy winner with album sales in excess of 10 million, Bruce Hornsby has been praised as a virtuoso pianist, singer-songwriter, and bandleader who draws from a wide array of musical influences which he refines with playful lyrical whimsy. On October 7, the Arie Crown Theater will ring with songs from their acclaimed collaborative album and a few surprises, too, exclusively for NECA Conventioneers.
FRIDAY, OCTOBER 3

Lunch is provided with all full-day workshop registrations. A certificate of completion will be issued to all participants who complete a course.

8:00 am – 12:00 pm
**LED 101: Everything You Need to Know, PW-1**

Learn about the high efficiency and eco-friendly technology of solid state lighting and light emitting diodes. Our presenters will cover this rapidly evolving technology and explain how to incorporate this new lighting solution into your project.

Instructors: Alan Ruud, Christopher Ruud and Eric Haugaard, RUUD Lighting

Fee: $110 for 4 hours

8:00 am – 5:00 pm
**Business Development Opportunities in the Solar PV Market, PW-2**

This course focuses on business opportunities in the exciting field of solar photovoltaic (PV) system installations. Topics covered include an overview of PV systems and equipment; markets and applications; customer development and site surveys; requirements for contracting and installing PV systems; how to take advantage of financial incentives and achieve industry certifications; and other resources helpful in seizing opportunities and becoming successfully engaged in this emerging technology. Assisting the NJATC will be two industry training partners, Sharp Solar and Sunwise. Training partners will provide needed information to enable a contractor to understand the resources needed, their availability, and the necessary scheduling and ordering requirements.

Instructors: Todd Stafford, PE, NJATC Senior Director and Jim Dunlop, PE, NJATC Curriculum Specialist

Fee: $225 for 8 hours

1:00 pm – 5:00 pm
**Lighting Controls: Go Green and Save Green, PW-3**

This workshop will lead you through the myriad of today’s lighting control options. From protocols through codes and compliance, attendees will explore the many choices available and learn how to recognize and apply the right solution for their clients. Participate in live demonstrations of various dimming technologies including LED.

Instructors: Ben Koyle, LC, Osram Sylvania and Rob Cilic, LC, Osram Sylvania

Fee: $110 for 4 hours

SATURDAY, OCTOBER 4

8:00 am – 5:00 pm
**LEED for New Construction Technical Review, PW-4**

This full-day program is designed for those who have a basic knowledge of LEED and want to delve deeper into the technical requirements of the rating, and the building certification process as well as other implementation strategies. Using case studies and project profiles and interactive exercises, this is the most comprehensive review of **LEED for New Construction v2.2** available. Although it will provide an overview of the building certification process, the course does not guarantee a passing score on the LEED Professional Accreditation Exam.

Instructor: Paul H. Goldsmith, American Institute of Architects (AIA), National Council of Architectural Registration Boards (NCARB), Associate/Sustainability Champion, Southfield Office of Harley Ellis Deveraux architectural firm. Paul is a USGBC LEED Accredited Professional and expert in sustainable design.

Fee: $345 for 8 hours

8:00 am – 12:00 pm
**Unlocking the Mystery of NFPA 70E PPE Compliance, PW-5**

This course is targeted toward electrical contractors, their supervisors and safety professionals, and will explore how NFPA 70E can be the solution to electrical PPE compliance. Many of OSHA’s electrical PPE requirements are written in performance requirements, requiring worker protection without necessarily indicating how to comply. Topics include coverage of a number of OSHA’s requirements related to energized electrical work and how to provide the OSHA-required protection utilizing items such as insulated tools, FR clothing, and rubber insulating gloves and blankets in accordance with NFPA 70E. Participants will learn why while OSHA is the “shall,” many look to 70E as the “how.”

Instructors: Palmer Hickman, NJATC Director of Code and Safety Training and Curriculum Development, Member of the NFPA 70E Technical Committee; Bill Rieth, W. H. Salisbury; Scott Margolin, Westex, Inc.

Fee: $110 for 4 hours
8:00 am – 5:00 pm

Energy Solutions for Commercial and Industrial Lighting Design, PW-6

This course will focus on lighting for industrial, manufacturing and warehouse facilities. Design Concerns are shifting toward minimizing the environmental impact of buildings and reducing energy. Participants will gain an understanding of techniques utilizing an energy savings approach to lighting design. Course will include discussions on lamp and ballast systems, fixtures types for various applications and lighting legislations. Specific requirements of ASHRAE/IESNA 90.1, IECC, EPACT and LEED will be discussed.

Instructors: Rebecca Hadley-Catter, LC, ASID, IESNA, Manager, SOURCE Cooper Lighting Center; Roy D. Sierleja, LC, IESNA, Senior Lighting Specialist, GE Consumer & Industrial; Russ Czernisz, Cooper Lighting Energy Solutions-Midwest Regional Sales Manager; Jason Hong, Cooper Lighting Manager Customer Education/E-Marketing

Fee: $225 for 8 hours

1:00 pm – 5:00 pm

Business Development Opportunities in Building Automation, PW-8

If you have ever considered becoming involved in the Building Controls market, attending this session is a must. This four hour session will feature two NECA contractors from two very different markets and regions of the United States sharing their experiences entering into a very lucrative market. The discussion will include some of the success stories, but more importantly the stumbling blocks that they encountered while moving into a market that is not as different from traditional electrical work as you might think. Some of the topics discussed will include training, marketing, personnel, cost and return on investment, and a 5 year plan with realistic goals.

Each participant of this session, which will be moderated by the NJATC, will receive a copy of the NJATC’s new textbook, Building Automation: Control Devices and Applications.

Instructors: Bob Reil, Vice President, Dynalectric-San Diego; Dan Smith, President, Electric Company of Omaha; Marty Riesberg, Director of Electrical Technologies and Automation, NJATC

Fee: $110 for 4 hours

10:00 am – 12:00 pm

The NEC Development Process and the Electrical Contractor’s Role, PW-7

Conducted by an active member of NEC Code-Making panel 18 and a former CMP Chairman, this presentation provides valuable insight about the National Electrical Code (NEC) development process. This course provides a concise outline of the NEC development timeline, stages of development, actions and debates by Code-Making panels, and the role of the electrical contractor. This presentation will assist attendees by removing anxiety about getting involved in the process to develop what the industry refers to as “Good Code.” Good Code is understandable, practical, and enforceable. Learn how to develop an effective Code proposal and become more active in writing the NEC rules. The electrical contractor has a vested interest in understanding the NEC and has a great opportunity to participate in its development. This course is essential to assist electrical contractors who are interested in staying current with electrical Code rules and those that desire to become an active part of the process.

Instructor: Charlie Trout, Past Chair CMP-12, NEC CMP-18, Author, NECA Code Question of the Day

Fee: $75 for 2 hours

1:00 pm – 5:00 pm

Changes to Grounding and Bonding Rules in the 2008 NEC, PW-9

Conducted by an active member of NEC Code-Making panel 5, this presentation provides valuable insight about recent revisions to grounding and bonding requirements incorporated in the 2008 NEC. Grounding and Bonding is essential for electrical safety. Understanding the specific minimum requirements related to electrical grounding and bonding installations provides users with unique advantages in achieving electrically safe, Code-compliant installations the first time. This course provides electrical contractors with accurate information about what changed and how the revisions improve clarity and usability for installers. Attendees gain valuable knowledge about the perspectives of the Code enforcement community in addition to engineering and design team approaches to implementing the changes in daily operations. This course is essential to assist electrical contractors in staying current with electrical Code rules that are being adopted and enforced by electrical inspection jurisdictions.

Instructor: Michael J. Johnston, NECA Executive Director of Standards and Safety, NEC CMP-5

Fee: $110 for 4 hours
SUNDAY, OCTOBER 5

8:00 – 8:50 am, M-1 • 9:00–9:50 am, M-6
**Why Submittal Approval Does Not Mean You Are Off the Hook**
Speaker: Anwar Hafeez

This workshop covers the four keys to building successful projects, winning strategies in the pre-construction planning of a project, the five logs you must keep, and a winning RFI system. Discussed are proactive strategies and the pitfalls of the submittal process, including the pre-bid addendum process, the submittal process, why approval of a submittal does not let you off the hook and why the submittal process has gotten so complicated. A real world case study will provide attendees the reason why approval of a submittal does not let you off the hook.

8:00 – 8:50 am, M-2 • 9:00–9:50 am, M-7
**Productivity Plus—Changing the Way You Work to Reduce Waste and Improve Safety and Productivity**
Speaker: Matthew Pierce

Many contractors are unaware of the true burden of accidents and accident costs on their bottom line, or the impact and risks of changing workforce demographics. This presentation explains the practical use and benefit of proven quality management techniques, leaving field leaders with several simple tools to use to identify and act on the small opportunities all around them everyday—resulting in dramatic productivity, quality and safety improvements.

8:00 – 8:50 am, M-3 • 9:00–9:50 am, M-8
**Creating an Outrageously Successful Company**
Speaker: Scott Hunter

In this highly interactive program, you will learn what it takes, year in and year out, no matter what is happening in your business world, to have an outrageously successful organization. You will discover that success has very little to do with what you do, what you know and how hard you work. Truly successful leaders understand certain principles and use them to outperform the competition. Topics to be covered include: the sole factor that determines the success of your organization; the importance of building relationships; why it’s important to have a vision, be congruent, and have integrity; and how to use the principle of cause and effect to produce the results you want.

8:00 – 8:50 am, M-4 • 9:00–9:50 am, M-9
**Financial Planning**
Speakers: Jim Weber, Dave O’Brien

This program will assist each participant in the creation of a personal plan with a focus on financial independence and how it is different for each individual. Participants will be given a personal planning questionnaire to start the process. Ways to build personal financial wealth and plan for the future working with their financial advisors will be discussed.

8:00 – 9:50 am, M-5
**Streamlining Home Office Operations**
Speaker: Tom Glavinich

An ELECTRI International Research Project. Learn how the electrical contracting firm can improve the effectiveness and efficiency of its operations through process reengineering and innovative organizational design. This presentation will show how your firm is comprised of a collection of interrelated business processes that all need to support project management, and will also discuss the importance of documenting key processes and how to improve flow, effectiveness, efficiency, cycle time, and cost. It will be especially valuable for electrical contracting firms that are planning to grow in the near future because having good solid business processes in place that are well documented will reduce risk and improve profitability as the firm expands in revenue and size.

MONDAY, OCTOBER 6

8:00 – 8:50 am, M-10 • 9:00–9:50 am, M-15
**We Built This City: Investigation of Factors Impacting Growth or Decline of Union Market Share in Large Cities**
Speaker: Perry Daneshghari

An ELECTRI International Research Project. The operational and managerial differences between union and open shop electrical contractors are the primary main contributors accelerating the erosion of the unionized market share in large cities. Contrary to common perception, the main difference between the two styles of operation is not the labor cost, but, rather, how the labor is managed. The cost of labor and its uncertainty is primarily driven by management practices. These differences have had major impact on unionized electrical contractors’ market share in large cities. The differences appear most prominently in terms of jobsite management and the consistent application of processes.

8:00 – 8:50 am, M-11 • 9:00–9:50 am, M-16
**Hard-Hat Productivity—The 9 Critical Factors for Maximizing Profits**
Speaker: Norb Slowikowski

To be successful is to be productive. If the company can be effective and efficient, they will be productive. The roadmap to that type of success is possible through the use of the 9 Critical Factors: (1) Journey to Excellence: Building trust, commitment and delivering values, (2) Hard-Hat Basics: Planning, organizing, communicating, checking & measuring, (3) Teamwork: Create synergy and employee involvement, (4) Leadership: Establish a positive work climate and “Peak Performance Focus,” (5) Organization: Creating process and alignment between the office and the field, (6) Motivation: Getting people to want to do their best work everyday, (7) Customer Satisfaction: The customer is the designated driver; move toward customer, (8) Developing People: How to retain good employees, (9) Managing Change: Becoming a positive “change agent.”

For instructor biographies and information about CEUs, please visit www.necaconvention.org.
8:00 – 8:50 am, M-12  •  9:00–9:50 am, M-17
**NFPA 70E Compliance Made Easier**

*Speaker: Joe O’Connor*

NFPA 70E regulates safety for electrical operations. In 2007, NECA offered a program on electrical safety program development which focused on issues such as Hazard/Risk Analysis, Flame-Resistant clothing, Energized Work Permits, and Job Briefings. This year’s program reviews the basic components and talks about the need to establish an “electrically safe work condition” and the selection of and implementation of a Lockout/Tagout procedure.

8:00 – 8:50 am, M-13  •  9:00–9:50 am, M-18
**Calculating Damages for Lost Productivity and Acceleration**

*Speaker: Gerald Katz*

This seminar is relevant to NECA’s lost productivity study. Various options recognized by the courts for calculating lost productivity damages will be discussed (for example, the total cost method, the modified total cost method, the measured mile). The instructor will update the attendees on recent case law regarding these methods.

8:00 – 9:50 am, M-14
**Financial Statement Analysis**

*Speaker: Jim Weber, Dave O’Brien*

This program is designed to help participants understand how to read and interpret your financial statements. In this program, you will learn: what balance sheets, income statements, and statements of cash flow are; and definitions of the major components of each of these statements. Additionally, the importance of Footnotes, Work in Process Schedules, and Completed Contract Schedule will be discussed.

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**TUESDAY, OCTOBER 7**

7:30 – 8:45 am, M-20
**Measuring Labor Productivity for Electrical Contractors**

*Speaker: Eddy Rojas*

An ELECTRI International Research Project. This study is designed to introduce practical and simple ways of measuring labor productivity in a contractor’s organization at different levels of detail from the company to the field. Higher productivity levels allow contractors to simultaneously increase profitability, improve competitiveness, and pay higher wages to workers, while completing activities sooner. Once a contractor can measure labor productivity, the effect of any factor or combination of factors can be assessed by comparing labor productivity values before and after the factor was in place. For example, the impact of a new managerial approach in productivity can be determined by measuring labor productivity before and after the new approach is implemented.

7:30 – 8:45 am, M-21
**Lessons Learned from the Florida Initiative**

*Speaker: Ross Koppel*

An ELECTRI International Research Project. There is a wide appreciation for the *Florida Initiative* by most parties—even though there are dramatic company-by-company variations in methods of worker recruitment and retention. This presentation will discuss the need for savvy recruiting skills; working with electricians from non-union employers, those without English, and new hires who may not have been trained by traditional programs; screening and assessment skills; on-site and formal testing; closer supervision; human relations functions; having journeymen serve as supervisors and coordinators; dealing with workers’ shifting career ladders; new forms of instructions/directions for those who cannot read blueprints; and the views of IBEW leaders.

7:30 – 8:45 am, M-22
**Deciphering Lockout/Tagout**

*Speaker: Joe O’Connor*

In theory, Lockout/Tagout (LOTO) is a simple concept. This session will review the proper steps to control the hazardous energy. It will focus on the LOTO procedures found in the NFPA 70E. Reference will be made to Occupational Safety and Health Administration (OSHA) regulations dealing with LOTO, but the program will show how one’s ability to follow NFPA 70E guidelines will address OSHA compliance or at least provide a foundation for any other procedures offered for controlling hazardous energy. The NECA Guide to NFPA 70E Lockout/Tagout will be used as a teaching tool.

7:30 – 8:45 am, M-23
**Communicating Effectively with Difficult and Challenging Personalities**

*Speaker: Byron Sabol*

Contractors and their employees all experience individuals whose behavior and personality can present roadblocks and challenges to effective communications. This session describes how to communicate effectively face-to-face with pressure sensitive and time-stressed individuals—in both the working and non-working environment. Having tested some 2,000 professionals in seven countries in communications styles, the instructor describes how audience members can apply four dominant communications styles to enhance communications with the most difficult personalities, and presents specific action steps to take to cope with four common, difficult behaviors.
### SUNDAY, OCTOBER 5

**12:00 – 12:50 pm, ET-1**  
**Use, Care and Inspection of Synthetic Webbing and Rom Slings**  
Room 1

**12:00 – 12:50 pm, GT-1**  
**Greenbacks from the Green Movement: Profit Opportunities for Electrical Contractors**  
Presenters: Glen A. Mazur/Jonathan Gosse, American Technical Publishers  
Room 2

**1:00 – 1:50 pm, ET-2**  
**Energy Efficient Motors and the Role of the Copper Rotor Motor**  
Presenter: Richard E. deFay, Copper Development Association  
Room 1

**1:00 – 1:50 pm, ET-3**  
**Voltage Surges and Surge Protection**  
Presenter: Don Grove, Square D/EFI Electronics  
Room 2

**2:00 – 2:50 pm, ET-4**  
**Understanding the Requirements of NFPA 70E**  
Presenter: Bill Rieth, Salisbury Electrical Safety  
Room 1

**2:00 – 2:50 pm, GT-2**  
**Small Wind Systems**  
Presenter: Steve Loritz, Southwest Windpower  
Room 2

**3:00 – 3:50 pm, ET-5**  
**Reduce Project Risk: Improve Project Management Productivity**  
Presenter: Jeff Burmeister, Autodesk Subcontractor  
Room 1

**3:00 – 3:50 pm, ET-6**  
**Fascinating Fastening Technology**  
Presenters: Dave Cannon/Tom Colangelo, Ramset  
Room 2

### MONDAY, OCTOBER 6

**12:00 – 12:50 pm, ET-7**  
**Complying with Overcurrent Protective Device Selective Coordination Requirements**  
Presenter: Tim Cmko, Cooper Bussmann  
Room 1

**12:30 – 1:20 pm, IT-1**  
**Market Trends in Fiber Optic Installation Technology**  
Presenter: Marcus Sullivan, Corning Cable Systems  
Room 2

**1:00 – 1:50 pm, ET-8**  
**Profitable Commercial Service Business**  
Presenter: Giovanni Marcelli, Accubid Systems  
Room 1

**1:30 – 2:20 pm, LT-1**  
**Wireless Lighting Control**  
Presenter: Kim Scott, Intermatic Inc.  
Room 2

**2:00 – 2:50 pm, ET-9**  
**Proven Methods to Build Business and Increase Profits with New Technologies**  
Presenters: Larry Wilson/Steve Uhrich, Fluke Corporation  
Room 1

**2:30 – 3:20 pm, IT-2**  
**Introduction to DataComm**  
Presenter: Dan Payerle, Ideal  
Room 2

**3:00 – 3:50 pm, GT-3**  
**Benefits and Applications of Electric Submeters in the “Green Facility” Environment**  
Presenter: Donald P. Millstein, E-Mon, LLC  
Room 1

### TUESDAY, OCTOBER 7

**12:00 – 12:50 pm, GT-4**  
**Green Building, Energy Efficiency, Photovoltaic Solar, and Energy Storage**  
Presenter: Bernie Kotlier, Southern California NLMCC Solar  
Room 1

**12:30 – 1:20 pm, MT-5**  
**Fuel Cells: Real World Use**  
Presenter: Stacey Young, US DOE Hydrogen Program  
Room 2
CUNEO MANSION & LONG GROVE VILLAGE  
Friday, Oct. 3 • 9:00 am – 4:30 pm  $85 per person  
Enjoy a special guided tour of the magnificent Cuneo Mansion in Vernon Hills. Built in 1914 for industrialist Samuel Insull, this opulent showplace boasts 32 rooms filled with collections of antique furniture, Italian Renaissance paintings, 17th century tapestries and Oriental carpets. Just a short distance beyond lies the village of Long Grove, an early nineteenth century town that retains the charm of yesteryear. Its old-fashioned buildings house a quaint stores and boutiques. Lunch at the Seasons restaurant, a charming, one-time farmhouse known for its delicious buffet, is included.

EXPLORE CHICAGO’S NORTH SHORE  
Friday, Oct. 3 • 9:30 am – 3:30 pm  $80 per person  
Pass through historic North Shore communities, see the awe-inspiring Bahá’í Temple, and enjoy the afternoon at Chicago’s beautiful Botanic Gardens. The Bahá’í House of Worship—the Mother Temple of the West—took decades to build and incorporates architectural and stylistic elements from all the world’s religions. From the Temple, continue to the Botanic Gardens and enjoy a setting unmatched for beauty, relaxation and discovery. A 40-minute tram tour provides an overview of the garden’s 385 acres—waterfalls, English walled and rose gardens, native prairies, water gardens, warm greenhouses and more, uniquely situated on nine islands surrounded by lakes. Enjoy a delicious boxed lunch in an area especially reserved for NECA.

ARCHITECTURE OF EARLY CHICAGO  
Saturday, Oct. 4 • 9:00 am – 1:00 pm  $58 per person  
The tour begins with the Robie House, the Frank Lloyd Wright Prairie-style house considered one of the most important buildings in the history of American architecture. Although it was designed more than 90 years ago, the building remains a masterpiece of modern architecture. From there, explore Prairie Avenue, where Chicago’s famous families—Pullman, Kimball, Armour and Field—built their opulent mansions. Start with a visit to the Clark House, Chicago’s oldest building, and then tour Glessner House, one of Prairie Avenue’s grandest homes and “the perfect urban residence” that is the last surviving work of architect H.H. Richardson.

HIGHLIGHTS OF CHICAGO AND JOHN HANCOCK OBSERVATORY  
Saturday, Oct. 4 • 8:30 am – 12:30 pm  $55 per person  
It is impossible to visit all the wonderful sights in Chicago, but this tour covers the city’s major features in the downtown area, north and south sides. See the vistas from Chicago’s major parks, learn how modern architectural styles evolved, and experience first-hand why multitudes acclaim Chicago as “an outdoor museum of architecture.” Enjoy the varied views of the city’s crown jewel—the over 300-mile long and 100-mile wide “inland sea” of Lake Michigan. Following the bus tour, visit the observation deck of the Hancock Tower to view the amazing Chicago skyline.

RIVER CRUISE CHARTER AND WALKING TOUR  
Monday, Oct. 6 • 1:30 pm – 5:30 pm  $68 per person  
Visitors and Chicagoans alike say that the best way to really see the city’s profile is on architectural cruise along the Chicago River and Lake Michigan. Learn how the modern city evolved from a trading post to the world’s fastest growing metropolis. View an extraordinary array of great structures, including Lake Point Tower, Wrigley Building, IBM Building, NBC Tower, Tribune Tower, Civic Opera House, Sears Tower, and scores more. An architectural docent will provide live narration featuring an overview of architecture and history and little-known facts about the history of Chicago’s buildings.

CHICAGO SPORTS SPECTACULAR  
Monday, Oct. 6 • 1:00 pm – 5:00 pm  $68 per person  
Whether it is the Chicago Bulls and Michael Jordan, ‘da Bears, or the Cubs, Chicago truly caters to sports fans. The first stop is a guided tour of Soldier Field, the home of the Chicago Bears, featuring both a historic and modern-day journey that includes the South Courtyard, Doughboy Statue, Grand Concourse, the Cadillac Club and Colonnades, Sky Suites, Visitor’s Locker Room and West Den. Then take a tour through some of Chicago’s unique neighborhoods surrounding the United Center, Michael Jordan’s old stomping grounds. Complete the day at the legendary Wrigley Field, where the history and the spirit of the Cubs ring throughout the neighborhood even beyond the baseball season. *Soldier Field subject to availability based on the Bears schedule.

Complete tour details available at www.necaconvention.org or call Precision Meetings and Events 703-739-4480
THURSDAY, OCTOBER 2

2:00 pm – 5:00 pm
Registration ..........................................................MPLC

FRIDAY, OCTOBER 3

7:30 am – 5:00 pm
Registration ..........................................................MPLC

8:00 am – 12:00 pm
PW-1 LED 101: Everything You Need to Know—Alan Ruud, Christopher Ruud & Eric Haugaard, Ruud Lighting ........................................MPLC

8:00 am – 5:00 pm
PW-2 Business Development Opportunities in the Solar PV Market—Todd Stafford, PE & Jim Dunlop, PE, NJATC ...............MPLC

9:00 am – 4:30 pm
Cuneo Mansion & Long Grove Village ........................................MPLC

9:30 am – 3:30 pm
Explore Chicago’s North Shore ............................................MPLC

1:00 pm – 5:00 pm
PW-3 Lighting Controls: Go Green And Save Green
Ben Koyle, LC & Bob Cilic, LC, Osram Sylvania ....................MPLC

SUNDAY, OCTOBER 5

7:30 am – 5:00 pm
Registration ..........................................................MPLC

6:45 am – 7:45 am
District 10 Breakfast ..................................................Fairmont

7:15 am – 8:00 am
Board of Governors Breakfast ...........................................Fairmont

7:30 am – 5:00 pm
Registration ..........................................................MPLC

8:00 am – 5:00 pm
PW-4 LEED for New Construction Technical Review
Paul H. Goldsmith, USGBC ................................................MPLC

8:00 am – 4:00 pm
Board of Governors Meeting ..........................................Fairmont

8:00 am – 12:00 pm
PW-5 Unlocking the Mystery of NFPA 70E PPE Compliance
Palmer Hickman, Bill Rieth, & Scott Margolin, NJATC ..............MPLC

8:00 am – 5:00 pm
PW-6 Energy Solutions for Commercial and Industrial Lighting Design
Rebecca Hadley-Catter, Roy D. Sierleja, Russ Czernisz, & Jason Hong, Cooper Lighting & GE Consumer & Industrial ..........MPLC

8:30 am – 12:30 pm
Highlights of Chicago & John Hancock Observatory ................MPLC

SATURDAY, OCTOBER 4

6:45 am – 7:45 am
District 10 Breakfast ..................................................Fairmont

7:15 am – 8:00 am
Board of Governors Breakfast ...........................................Fairmont

7:30 am – 5:00 pm
Registration ..........................................................MPLC

8:00 am – 5:00 pm
PW-4 LEED for New Construction Technical Review
Paul H. Goldsmith, USGBC ................................................MPLC

8:00 am – 4:00 pm
Board of Governors Meeting ..........................................Fairmont

8:00 am – 12:00 pm
PW-5 Unlocking the Mystery of NFPA 70E PPE Compliance
Palmer Hickman, Bill Rieth, & Scott Margolin, NJATC ..............MPLC

8:00 am – 5:00 pm
PW-6 Energy Solutions for Commercial and Industrial Lighting Design
Rebecca Hadley-Catter, Roy D. Sierleja, Russ Czernisz, & Jason Hong, Cooper Lighting & GE Consumer & Industrial ..........MPLC

10:00 am – 12:00 pm
PW-7 The NEC Development Process and the Electrical Contractor’s Role—Charlie Trout ..................................................MPLC

12:00 pm – 1:30 pm
Industry Leaders Lunch ...............................................Fairmont

1:00 pm – 5:00 pm
PW-8 Business Development Opportunities in Building Automation
Bob Reil, Dan Smith, & Marty Riesberg, NJATC .................MPLC

1:00 pm – 5:00 pm
PW-9 Changes to Grounding and Bonding Rules in the 2008 NEC
Michael J. Johnston, NECA .............................................MPLC

5:30 pm – 6:00 pm
President’s Reception (Invitation Only) ..................Navy Pier

6:00 pm – 9:00 pm
Party at the Pier .........................................................Navy Pier

SCHEDULE OF EVENTS

MPLC—McCormick Place Lakeside Center
9:00 am – 9:50 am
**M-9** Financial Planning—Jim Weber, Dave O’Brien..............MPLC

10:15 am – 11:30 am
General Session One—Second City ..................Arie Crown Theater

10:30 am – 5:00 pm
New & Featured Product Room ..............................MPLC

11:30 am – 5:00 pm
Trade Show Hours .............................................MPLC

11:30 am – 2:00 pm
Lunch ..............................................................MPLC

12:00 am – 1:30 pm
Student Chapter Summit .......................................MPLC

12:00 pm – 12:50 pm
**ET-1** Use, Care & Inspection of Synthetic Webbing and Rom Slings
Vern Saylor & Paul Roderick, Bashlin Industries...Show Floor, Room 1

12:00 pm – 12:50 pm
**GT-1** Greenbacks from the Green Movement: Profit Opportunities for Electrical Contractors—Glen A. Mazur & Jonathan Gosse, American Technical Publishers..............Show Floor, Room 2

1:00 pm – 1:50 pm
**ET-2** Energy Efficient Motors and the Role of the Copper Rotor Motor
Richard E. deFay, Copper Development Assoc. ...Show Floor, Room 1

1:00 pm – 1:50 pm
**ET-3** Voltage Surges and Surge Protection—Don Grove,
Square D/EFI Electronics ..............................Show Floor, Room 2

2:00 pm – 2:50 pm
**ET-4** Understanding the Requirements of NFPA 70E—Bill Rieth,
Salisbury Electrical Safety ..............................Show Floor, Room 1

2:00 pm – 2:50 pm
**GT-2** Small Wind Systems—Steve Loritz,
Southwest Windpower ..................................Show Floor, Room 2

3:00 pm – 3:50 pm
**ET-5** Reduce Project Risk: Improve Project Management Productivity
Jeff Burmeister, Autodesk Subcontractor...........Show Floor, Room 1

3:00 pm – 3:50 pm
**ET-6** Fascinating Fastening Technology—Dave Cannon &
Tom Colangelo, Ramset.................................Show Floor, Room 2

5:00 pm
Daily Prize Drawing .............................................Show Floor

6:00 pm – 7:30 pm
Academy Reception *(Invitation Only)* ...............Chicago Public Library,
Harold Washington Library Center

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**MONDAY, OCTOBER 6**

7:00 am – 8:00 am
Marketing Committee Breakfast ..........................MPLC

7:00 am – 8:00 am
Workforce Development Committee Breakfast ..........MPLC

7:00 am – 8:00 am
Codes & Standards Committee Breakfast ................MPLC

7:30 am – 8:30 am
Government Affairs Committee Breakfast ..............MPLC

7:30 am – 4:00 pm
Registration .....................................................MPLC

8:00 am – 8:50 am
**M-10** We Built This City, *ELECTRI* International Research Project
Perry Daneshgari .....................................................MPLC

8:00 am – 8:50 am
**M-11** Hard-Hat Productivity—The 9 Critical Factors for Maximizing Profits—Norb Slowikowski .............................................MPLC

8:00 am – 8:50 am
**M-12** NFPA 70E Compliance Made Easier, Joe O’Connor.....MPLC

8:00 am – 8:50 am
**M-13** Calculating Damages for Lost Productivity and Acceleration—Gerald Katz .................................MPLC

8:00 am – 9:50 am
**M-14** Financial Statement Analysis—Jim Weber &
Dave O’Brien ......................................................MPLC

9:00 am – 9:50 am
**M-15** We Built This City, *ELECTRI* International Research Project
Perry Daneshgari .....................................................MPLC

9:00 am – 9:50 am
**M-16** Hard-Hat Productivity—The 9 Critical Factors for Maximizing Profits—Norb Slowikowski .............................................MPLC

9:00 am – 9:50 am
**M-17** NFPA 70E Compliance Made Easier—Joe O’Connor ....MPLC

9:00 am – 9:50 am
**M-18** Calculating Damages for Lost Productivity and Acceleration—Gerald Katz .................................MPLC

10:00 am – 11:30 am
General Session Two
Special Labor Relations Session ......................Arie Crown Theater

10:00 am – 11:30 am
Lifestyle Program—Chef Art Smith .............................MPLC

10:30 am – 4:00 pm
New & Featured Product Room ..............................MPLC
SCHEDULE OF EVENTS, CONTINUED

11:30 am – 4:00 pm
Trade Show Hours ............................................................... MPLC

11:30 am – 2:00 pm
Lunch ................................................................................. MPLC

12:00 pm – 12:50 pm
ET-7 Complying with Overcurrent Protective Device
Selective Coordination Requirements
Tim Cmko, Cooper Bussmann...........................................Show Floor, Room 1

12:15 pm – 1:15 pm
International Luncheon ........................................................ MPLC

12:30 pm – 2:00 pm
EMI Reunion Luncheon (Invitation Only)............................. MPLC

12:30 pm – 1:20 pm
IT-1 Market Trends in Fiber Optic Installation Technology
Marcus Sullivan, Corning Cable Systems ...........Show Floor, Room 2

1:00 pm – 1:50 pm
ET-8 Profitable Commercial Service Business
Giovanni Marcelli, Accubid Systems ...............Show Floor, Room 1

1:30 pm – 2:20 pm
LT-1 Wireless Lighting Control
Kim Scott, Intermatic Inc...........................................Show Floor, Room 2

1:30 pm – 3:30 pm
ELECTRI Council Meeting ................................................ MPLC

2:00 pm – 2:50 pm
ET-9 Proven Methods to Build Business and Increase Profits with New Technologies—Larry Wilson & Steve Urich, Fluke Corporation..........................Show Floor, Room 1

2:30 pm – 3:20 pm
IT-2 Introduction to DataComm
Dan Payerle, IDEAL .................................................Show Floor, Room 2

3:00 pm – 3:50 pm
GT-3 Benefits and Applications of Electric Submeters in the “Green Facility” Environment—Donald P. Millstein, E-Mon, LLC...........Show Floor, Room 1

4:00 pm
Daily Prize Drawing.................................................................Show Floor

4:00 pm – 5:00 pm
Future Industry Leaders Reception (Invitation Only) ............MPLC

6:30 pm – 8:30 pm
ELECTRI International Reception (Invitation Only) .......The Chicago Illuminating Company

TUESDAY, OCTOBER 7

7:30 am – 2:00 pm
Registration ............................................................................ MPLC

7:30 am – 8:45 am
M-19 Principles of Job Productivity Assurance and Control (JPAC), ELECTRI International Research Project—Perry Daneshgari ..MPLC

7:30 am – 8:45 am
M-20 Measuring Labor Productivity for Electrical Contractors, ELECTRI International Research Project—Eddy Rojas .............MPLC

7:30 am – 8:45 am
M-21 Lessons Learned from the Florida Initiative, ELECTRI International Research Project—Ross Koppel...............MPLC

7:30 am – 8:45 am
M-22 Deciphering Lockout/Tagout—Joe O’Connor............MPLC

7:30 am – 8:45 am
M-23 Communicating Effectively with Difficult and Challenging Personalities—Byron Sabol .........................MPLC

9:00 am – 1:00 pm
New & Featured Product Room .............................................MPLC

9:00 am – 10:15 am
General Session Three—Bob Costas .....................Arie Crown Theatre

10:00 am – 2:00 pm
Trade Show Hours ...............................................................MPLC

11:00 am – 1:15 pm
Lunch ................................................................................MPLC

12:00 pm – 12:50 pm
GT-4 Green Building, Energy Efficiency, Photovoltaic Solar, and Energy Storage—Bernie Kotlier, Southern California NLMCC Solar...........Show Floor, Room 1

12:00 pm – 1:30 pm
Management Committee Luncheon..........................MPLC

12:30 pm – 1:20 pm
GT-5 Fuel Cells: Real World Use—Stacey Young, US DOE Hydrogen Program .....................Show Floor, Room 2

2:00 pm
Daily Prize Drawing.................................................................Show Floor

8:00 pm
Closing Celebration
Ricky Skaggs & Bruce Hornsby .........................Arie Crown Theater

WEDNESDAY, OCTOBER 8

8:30 am – 10:00 am
Exhibitor Task Group Breakfast Meeting ................................MPLC
There are many ways of sourcing product and supplier information, but only the NECA Show allows you to test a manufacturer or distributor’s claim easily and cost effectively. Connect with the opportunity to directly examine the product or technology, ask face-to-face questions, and compare their performance with competitive products—all on one show floor. In addition, attendees can see what’s new in the industry, keep abreast of industry and market developments, develop new business contacts, and solve specific problems.

EXHIBITOR LIST AS OF APRIL 28, 2008

AEG – Allied Electrical Group
3M
Abesco
Accountability Information Management
Accubid
AEE Solar
AEMC Instruments
AFC Cable Systems
Alcan Cable
Allstate Insurance Company
American Connectors, Inc.
American Express
American Technical Publishers, Inc.
Amprobe
Anixter
Aramark Uniform Services
Arlington Industries
Arrow Fastener Co.
ASCOT Power
Associated Electrical Products
Autodesk
Bad Dog Tools
BlueVolt
Bridgeport Fittings
Brute Manufacturing
Bunry Products an FCI Company
CAB
Cablofil/ Legrand
Cal Conduit Products
Calvert Wire & Cable
Carhartt Inc.
Carlon
Carson /Oldcastle Enclosure Solutions
Cembre
Cementex Products
Cert-In Software Systems, Inc.
Channellock, Inc.
Charles J. Krasnoff Electrical Estimating
Citigroup/Shell Fleet Card
Clifford of VT/A Power & Tel Co.
Concero Technology
ConEst
Construction Imaging System
Construction Industry Solutions
(CONIS USA)
Contractors Choice Inc
Conzerv Inc.
Cooper Industries
Cooper Development Assoc.
Corning Cable Systems
Crescent Electric Supply Company
CSA - International
Custom Time Tracker
Danfoss
DC Power Systems
Delmar Cengage Learning
Dexter & Chaney
Direct Power & Water Corp. (DPW Solar)
DIS-TRAN Packaged Substations, LLC
Dolphins Software
Dranez-BI
DuPont Personal Protection
Eatton Corporation
EC & M Magazine
EFL Electronics, Inc.
EGS Electrical Group
ELECTRI International
Electrical Career Specialist
Electrical Contracting Products
Electrical Contractors Magazine
Electrical Solutions Publication
ElectricSmarts/NetPricer
E-Mon
Ericson MFG
ESL Power Systems
eSUB Inc.
Extech Instruments
Fair-Play Scoreboards
Fastenal
Fire-Lite Alarms
Fluke Corp.
Foundation Software Inc.
Fulham Co., Inc.
Gardner Bender
GE Consumer & Industrial
GE Security
Geist Manufacturing
Gentex Corporation
Gexpro
GM Fleet and Commercial
Graybar
Greenline, A Textron Company
Harger Lightning & Grounding
Heary Bros Lighting Prot. Co. Inc.
Helmets to Hardhats
Hitachi Cable Manchester
Honeywell Power Products
Houston Wire & Cable
Howard Lighting Products
Hubbell Lighting, Inc.
Hyperline Systems
Ideal Industries Inc.
ILSCO
Insight Direct
Intermatic, Inc.
Isuzu
ITW Bulldex
J.W. Davis & Co.
Jameson LLC
Jonas Software
Jones and Bartlett Publishers
Klein Tools
Kohler Power Systems
LA NECA/IBEW/LMCC
Lapp USA
Leviton Mfg. Co., Inc.
Lienguard, Inc.
Littlefuse
LSI Industries
Magid Glove & Safety
Makita USA
Marvel Union Office Furniture
Material Management Inc
Matot, Inc.
Maxis
Maxwell Systems/Estimation
McComb Systems
Megger
Milspec Industries
Milwaukee Tools
MILO Industries, Inc.
Musco Lighting, LLC
NECA
NECA Educational Services
NECA Government Affairs
NECA Marketing Services
NECA Sevices
NECA/ CIR Relations
NECA/ CODES & STANDARDS
NFPA (National Fire Protection Assn)
NUATC
Northwest Lighting System
NSI Industries, LLC
On-Q Legrand
Osrarn Sylvania
Panduit
Paragon Lighting, Inc.
Pass & Seymour Legrand
Pearson
Pencell Plastics
Penta Technologies
Post Glover LifeLink
Priority Energy
Professional Electrical Apparatus
Recyclers League(PEARL)
Quick-Wedge
Ramset
Ray Tools
ROUGH IN READY
Rudal Lighting
Sage Software
Salisbury Electrical Safety, LLC
Santronics, Inc.
ScreenSafe
SeaBright Insurance Company
Siemens Energy & Automation
Sintelouch
SkyPatrol LLC
SnakeTray
South Florida Electrical Industry
Southside Westpower
Southwire
S-P Products Inc
Specifed Technologies, Inc.
Square D
Stark Safety Consultants
Stevens Electrical Manufacturing, Inc.
Raptor Lighting Group
Straffer Poles LLC.
Strip Technology
Sumner Manufacturing Company, Inc.
T & R Electric
Technology Research Corp.
Telogy
The Electric Guard Dog
The Electrical Advertiser
THE M. K. MORSE COMPANY
TPI Corporation
Trade Service
Tradition Software, Inc.
Triple Crown Products
Trust Benefit Technologies
Tyco Electronics
UEI
Underground Devices
Underwriters Labs
Union Leasing
UPS Logistics Technologies
US DOE Hydrogen Program
Utility Metals
Vest-Tech, Inc.
Vision Engraving Systems
Vision InfoSoft
WAGO Corporation
Watt Stopper/ Legrand
Werner Co.
WESCO Distribution
West Penn Wire
Westex Inc
Wheeling Tube Co.
Wirenold
Woodhead Industries
X10 PRO

Visit www.necaconvention.org for the latest exhibitor list.
REGISTRATION AND HOUSING FORM

IDENTIFICATION (REQUIRED)

Chapter Affiliation ________________________________
NECA Member ID# __________________ Individual ID# __________________
Registrant Name ___________________ (LAST, FIRST, MI)
Nickname for Badge ____________________________
Title ____________________________
Company Name __________________________
Address __________________________________________
City ____________________________________ State/Province __________
Zip ____________________________________
Phone ____________________________ Fax ______________
E-mail Address ____________________________
Spouse Name ____________________________ (LAST, FIRST, MI)
If Registering as a couple, please fill out above information for both registrants.
Spouse Nickname for Badge __________________________
Spouse Position in Company (if any) __________________________
☐ Check here if this will be your first NECA Convention
☐ Check here to request a suite. (A CMR representative will contact you.)
☐ Check here to request a smoking room.

No one under the age of 16 years is permitted on the Show Floor except on October 6, 2008.

PAYMENT (PAYABLE TO NECA IN U.S. DOLLARS)

☐ Check Enclosed ☐ American Express ☐ MasterCard ☐ Visa
Account No. ____________________________________________
Exp. Date ____________________________________________
Name ____________________________________________ (AS IT APPEARS ON CARD)
Signature ____________________________________________

ACCOMMODATIONS DEADLINE FOR ROOM RESERVATIONS IS SEPTEMBER 10. EARLY RATES EXPIRE AUGUST 8.

Hotel arrangements handled by NECA Housing/Convention Management Resources (CMR)
Arrival Date ____________________ a.m./p.m. Departure Date ____________________ a.m./p.m.
Occupy Name(s) ____________________________
Send Confirmation to (if different from above):
Name ____________________________________________
Company/Chapter ____________________________________________
Address ____________________________________________
City ____________________________________ State/Province __________
Zip ____________________________________
Phone ____________________________ Fax ______________
E-mail Address ____________________________
Hotel Requested ____________________________ Number of People __________
Request: ☐ King ☐ 2 Double Beds ☐ Smoking ☐ Non-Smoking
☐ Check here to request a suite. (A CMR representative will contact you.)
All reservations must be accompanied by one-night deposit guarantee (by check or credit card): Room Deposit $300, Suite Deposit $600
Total Room Deposit $________________________
☐ Check Enclosed ☐ Use my credit card (Fill out PAYMENT information above)

REGISTRATION WORKSHEET

1 CLASSIFICATIONS (Check all that apply)
☐ (1) NECA Member (OWNER, ACREDITED REPRESENTATIVE, OR EMPLOYEE)
☐ (2) Governor
☐ (3) Invitee of Member/Chapter
☐ (4) Chapter President
☐ (5) Exhibitor
☐ (6) Chapter Staff
☐ (7) Veteran Member*
☐ (8) Non-Member
☐ (9) Press
☐ (10) Speaker

2 NECA CONVENTION FEES (page 17)

Classifications 1–7
Early Registration (BY AUGUST 8) $825 ☐ $335 ☐
Classifications 8
Regular (AFTER AUGUST 8) $895 ☐ $375 ☐
Classification 9 & 10: Free with Credentials
Convention Fees ☐ $1,075 ☐ $1,075 ☐
OUTSIDE HOTEL Fees ☐ $1,075 ☐ $1,075 ☐

Add $155 for rooms not booked through CMR.

3 PRE-CONVENTION WORKSHOPS (pages 6–7)

REGISTRATION AND HOUSING FORM

4 MANAGEMENT SEMINARS ONLY

REGISTRANT SPouse

TRADE SHOW ONLY

REGISTRANT SPouse

TOTAL NECA FEES

Add Totals from 2, 3, 4, 5

COMBINED TOTAL REGISTRATION

REGISTRANT SPouse

IF PAYING FOR REGISTRATION BY CHECK:

Make check (in US dollars) payable to NECA, and mail to:
NECA Registration & Housing • c/o Convention Management Resources
33 New Montgomery, Suite 1420 • San Francisco, CA 94105

IF PAYING FOR HOUSING BY CHECK:

Make check (in US dollars) payable to CMR. and mail to:
NECA Registration & Housing • c/o Convention Management Resources
33 New Montgomery, Suite 1420 • San Francisco, CA 94105

TO REGISTER ONLINE, GO TO WWW.NECACONVENTION.ORG • FOR ASSISTANCE WITH ONLINE REGISTRATION, CONTACT KATIE NOLAN AT 301-215-4506.
FEES AND INSTRUCTIONS

REGISTRATION NOTES

1. CLASSIFICATIONS

*Veteran Members receive a $100 discount on registration. A Veteran Member is awarded the designation by the Executive Committee, and is one who has represented a member in good standing for at least 15 years and who is not engaged in any manner in the electrical contracting business.

Veteran Members are not eligible for prize drawing tickets.

Members of the Press with credentials (Classification 9) may attend the Trade Show only at no cost.

2. NECA CONVENTION FEES (page 17)

Please enter all information in the Identification/Payment/Accommodations sections. Then, under the Registration Worksheet column, check the appropriate registration classification(s) (Section 1), and determine the appropriate NECA Convention Fee(s) (Section 2).

Please note that registering for the Convention also entitles you to admission to the Trade Show all three days as well as any of the Management Seminars at no additional charge.

Full Convention registration includes: Party at the Pier, Management Workshops, Technical Workshops, Trade Show, admittance to General Sessions, Lifestyle Program and Closing Celebration.

To qualify for the reduced early housing and registration rates, your paid registration must be received at CMR by 5:00 p.m. (PST), August 8, 2008.

3. PRE-CONVENTION WORKSHOPS

For descriptions of the Pre-Convention Workshops, please see Pages 6 and 7.

Full day courses include lunch.

Fees for Pre-Convention Workshops are NOT included in Full Convention Registration.

4. MANAGEMENT SEMINARS ONLY

If you are not registering for the Convention (Section 2), but you wish to attend any of the Management Seminars (see Pages 8 and 9), please check the appropriate box (Registrant or Spouse) and enter the flat fee of $450. This fee also entitles you to admission to the Trade Show all three days at no additional charge. **Do not enter a fee for Management Seminars if you are registering for the Convention.**

5. TRADE SHOW ONLY

If NOT paying other fees (Sections 2, 3, and 4), please check the appropriate box (Registrant or Spouse) and enter flat fee of $75 for admission to the Trade Show all 3 days. **Do not enter a fee for the Trade Show if you are registering for Management Seminars or the Convention.**

No one under the age of 16 years is permitted on the Show Floor except on Monday, October 6, 2008 from 11:30 am – 4:00 pm.

6. TOTAL NECA FEES

Please add all fees in Sections 2, 3, 4, and 5 and enter the totals for Registrant and Spouse in the boxes.

7. COMBINED TOTAL REGISTRATION

Please add Registrant and Spouse fees and enter the total in the box.

To combine those figures at arrival at the Combined Total Registration in 7. If paying by credit card, please fill in the credit card information in the payment section on the left side of the form. If paying by check, please make one check for Hotel Room Deposit (payable to CMR) and one check for Registration Fees (payable to NECA) in U.S. dollars.

**CANCELLATION POLICY:** All registration cancellations must be made in writing (by mail or by fax: 301-215-4553). Full Convention Registration and Management Seminar fees will be refunded if the written request is postmarked no later than August 8, 2008. Between August 8 and September 10, 2008, a $100 fee will be charged for each full registration cancellation. After September 10, 2008, no refunds will be made.

If paying by check, please make one check for HOTEL ROOM DEPOSIT (payable to CMR) and one check for REGISTRATION FEES (payable to NECA) in U.S. dollars. If paying by credit card, fill out information in the PAYMENT section on Page 16.

Course availability is based on number of registrants.

Mail OR fax form to:

NECA Registration & Housing  
c/o Convention Management Resources  
33 New Montgomery, Suite 1420  
San Francisco, CA 94105  
1-800-368-6322 tel  
1-415-979-2275 fax

CONVENTION ONLINE INFORMATION AND REGISTRATION

Take advantage of the quickest way to find out everything you need to know about NECA 2008 Chicago. The NECA Convention site offers the most recent updates and additions to the Convention & Show, including: registered exhibitor information, product information, contact numbers, links to company Web sites, online registration for attendees, seminar information and locations, guides to the opening and closing events, guest tour information, Convention & Show schedule, featured new products, booth locations, exhibitor press releases, information on local entertainment, attractions and hotels, and more!

Check us out on the Web for more NECA Convention & Show information and to register online—the address is www.necaconvention.org.

**EARLY REGISTRATION**

(ON OR BEFORE AUGUST 8, 2008)

<table>
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<th>Category</th>
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<tr>
<td>Non-Member</td>
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**REGULAR REGISTRATION**

(AFTER AUGUST 8, 2008)

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<tr>
<td>Non-Member</td>
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</tr>
</tbody>
</table>

**ADDITIONAL FEES**

For rooms not booked through CMR, an additional $155 will be added to the Registration Fee.

NECA Full Convention Registrants—register by August 29, 2008 to receive your badges in the mail. Trade Show badges, as well as badges for forms received after August 29, can be picked up in the Registration Area at the Convention.

Please choose one registration method and register **ONE TIME ONLY!**

**PAYMENT AND CANCELLATION**

Add the amounts from 2, 3, 4, and 5 for Registrant and Spouse and enter the total in the appropriate boxes in 6. Then combine those figures at arrival at the Combined Total Registration in 7. If paying by credit card, please fill in the credit card information in the payment section on the left side of the form. If paying by check, please make one check for Hotel Room Deposit (payable to CMR) and one check for Registration Fees (payable to NECA) in U.S. dollars.

**CANCELLATION POLICY:** All registration cancellations must be made in writing (by mail or by fax: 301-215-4553). Full Convention Registration and Management Seminar fees will be refunded if the written request is postmarked no later than August 8, 2008. Between August 8 and September 10, 2008, a $100 fee will be charged for each full registration cancellation. After September 10, 2008, no refunds will be made.

If paying by check, please make one check for HOTEL ROOM DEPOSIT (payable to CMR) and one check for REGISTRATION FEES (payable to NECA) in U.S. dollars. If paying by credit card, fill out information in the PAYMENT section on Page 16.

Course availability is based on number of registrants.

Mail OR fax form to:

NECA Registration & Housing  
c/o Convention Management Resources  
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