



Have you got all the business you need?

Could your firm be more profitable?

Looking for ways to stand out from the competition?

NECA²⁰₀₈

CHICAGO

NECACONVENTION.ORG

AMERICA'S LEADING POWER SYSTEM, LIGHTING & CABLING EXPOSITION

OCT.4 – OCT.7



Convention Highlights & Lifestyle Program **2-7** Pre-Convention **8** Management Seminars **10**
Technical Workshops **12** Tours **13** Schedule-at-a-Glance **14-16** The NECA Show
Exhibitor List **17** Registration Form **18** Registration Instructions & Fees **19**

THINK TRAINING, THINK NETWORKING, THINK EDUCATION, **THINK NECA.**



See Further. Think Clearer. Work Better.

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!



Thinking of a Green Future? Think NECA 2008 Chicago.

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*

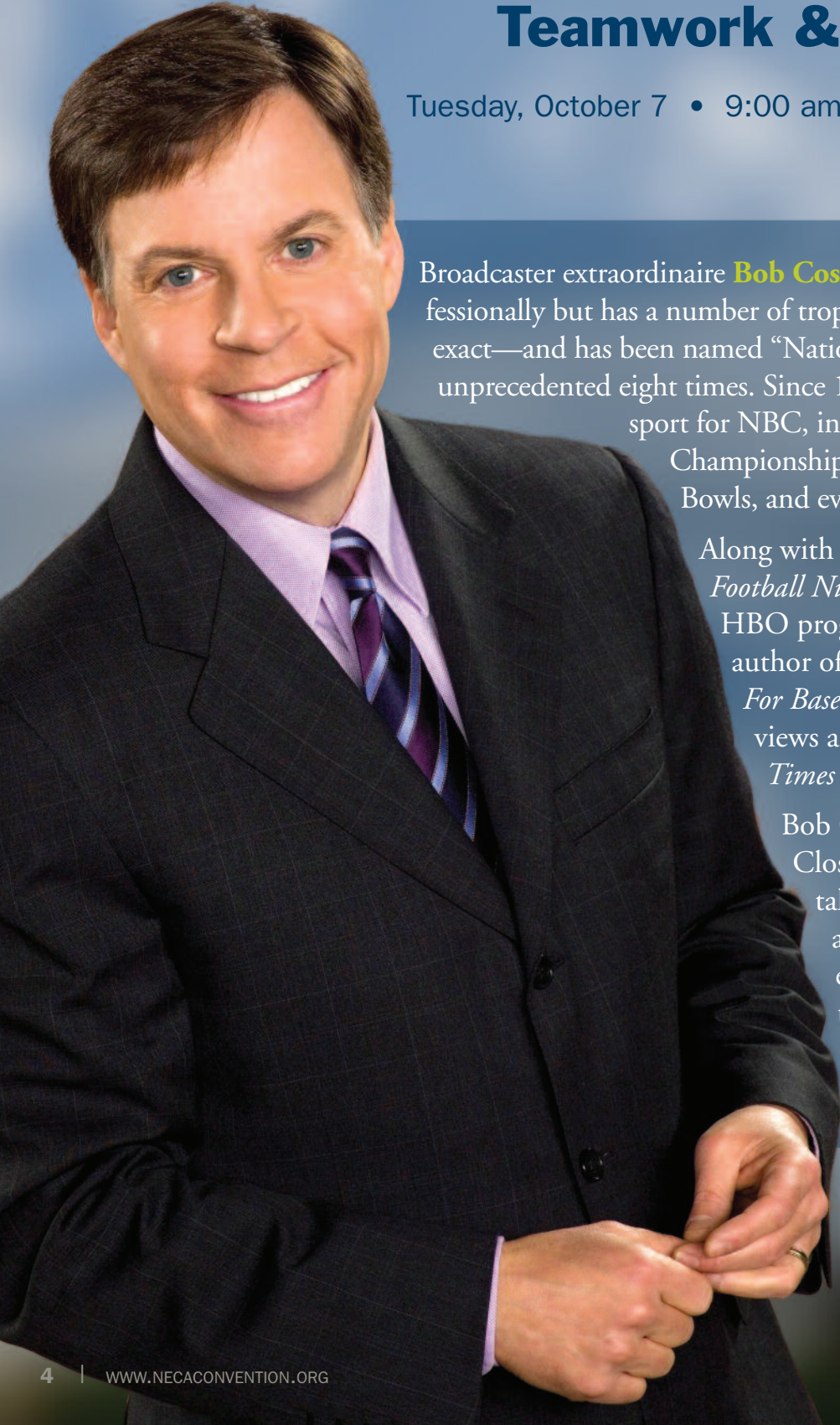




General Session Three

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 conventioners 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 SNLers.

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 conventioners

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.



Opening Reception

Party at the Pier!

Saturday, October 4 • 6:00–9:00 pm

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.



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 songwriter? 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.

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!



PRE-CONVENTION WORKSHOPS



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 Sunwize. 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

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

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

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



MANAGEMENT SEMINARS



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 Daneshgari

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.

TUESDAY, OCTOBER 7

7:30 – 8:45 am, M-19

Principles of Job Productivity Assurance and Control (JPAC)

Speaker: Perry Daneshgari

An ELECTRI International Research Project. JPAC is the direct application of Statistical Process Control (SPC) to projects. Just like SPC, JPAC will establish the baseline of job productivity. Using existing processes, software and information technology tools, JPAC will extract data from accounting, project management, inventory management and other areas of the organization and create trend monitoring graphs. The total process capabilities will be monitored and reported. JPAC is based on the "fix as you go" philosophy of operation, which will reduce the cost of repairs and decrease surprises at the end of the job. The application of JPAC to jobs will guarantee much higher profits and better cash flow, and help increase job estimate accuracy and hit-ratios.

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 communication 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.

TECHNICAL WORKSHOPS



Learn from industry experts during these **FREE** technical workshops located on the **NECA Show floor**.

SUNDAY, OCTOBER 5

12:00 – 12:50 pm, **ET-1**
Use, Care and Inspection of Synthetic Webbing and Rom Slings
 Presenters: Vern Saylor/Roderick Paul,
 Bashlin Industries, Inc.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 PublishersRoom 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 AssociationRoom 1

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

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

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

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

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

MONDAY, OCTOBER 6

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

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

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

1:30 – 2:20 pm, **LT-1**
Wireless Lighting Control
 Presenter: Kim Scott, Intermatic IncRoom 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 CorporationRoom 1

2:30 – 3:20 pm, **IT-2**
Introduction to DataComm
 Presenter: Dan Payerle, IdealRoom 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, LLCRoom 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 SolarRoom 1

12:30 – 1:20 pm, **GT-5**
Fuel Cells: Real World Use
 Presenter: Stacey Young, US DOE Hydrogen ProgramRoom 2

LT: Lighting Technical Workshop IT: IBS Technical Workshop
 ET: Electrical Technical Workshop GT: Green Technical Workshop



Cuneo Mansion



Wrigley Field



Robie House

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 Baha'i Temple, and enjoy the afternoon at Chicago's beautiful Botanic Gardens. The Baha'i 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

SCHEDULE OF EVENTS



THURSDAY, OCTOBER 2

2:00 pm – 5:00 pm
RegistrationMPLC

FRIDAY, OCTOBER 3

7:30 am – 5:00 pm
RegistrationMPLC

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

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

9:00 am – 4:30 pm
Cuneo Mansion & Long Grove VillageMPLC

9:30 am – 3:30 pm
Explore Chicago's North ShoreMPLC

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

SATURDAY, OCTOBER 4

6:45 am – 7:45 am
District 10 BreakfastFairmont

7:15 am – 8:00 am
Board of Governors BreakfastFairmont

7:30 am – 5:00 pm
RegistrationMPLC

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

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, NJATCMPLC

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 & IndustrialMPLC

8:30 am – 12:30 pm
Highlights of Chicago & John Hancock ObservatoryMPLC

9:00 am – 1:00 pm
Architecture of Early ChicagoMPLC

10:00 am – 12:00 pm
PW-7 The NEC Development Process and the Electrical Contractor's Role—Charlie TroutMPLC

12:00 pm – 1:30 pm
Industry Leaders LunchFairmont

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

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

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

6:00 pm – 9:00 pm
Party at the PierNavy Pier

SUNDAY, OCTOBER 5

7:30 am – 5:00 pm
RegistrationMPLC

8:00 am – 8:50 am
M-1 Why Submittal Approval Does Not Mean You Are Off the Hook
Anwar HafeezMPLC

8:00 am – 8:50 am
M-2 Productivity Plus—Changing the Way You Work to Reduce Waste and Improve Safety and Productivity—Matthew PierceMPLC

8:00 am – 8:50 am
M-3 Creating an Outrageously Successful Company
Scott Hunter.....MPLC

8:00 am – 8:50 am
M-4 Financial Planning—Jim Weber, Dave O'BrienMPLC

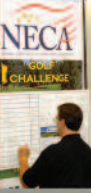
8:00 am – 9:50 am
M-5 Streamlining Home Office Operations, *ELECTRI International Research Project*—Tom Glavinich.....MPLC

9:00 am – 9:50 am
M-6 Why Submittal Approval Does Not Mean You Are Off the Hook—Anwar HafeezMPLC

9:00 am – 9:50 am
M-7 Productivity Plus—Changing the Way You Work to Reduce Waste and Improve Safety and Productivity—Matthew PierceMPLC

9:00 am – 9:50 am
M-8 Creating an Outrageously Successful Company
Scott Hunter.....MPLC

MPLC—McCormick Place Lakeside Center



MONDAY, OCTOBER 6

9:00 am – 9:50 am

M-9 Financial Planning—Jim Weber, Dave O'BrienMPLC

10:15 am – 11:30 am

General Session One—Second CityArie Crown Theater

10:30 am – 5:00 pm

New & Featured Product RoomMPLC

11:30 am – 5:00 pm

Trade Show HoursMPLC

11:30 am – 2:00 pm

LunchMPLC

12:00 am – 1:30 pm

Student Chapter SummitMPLC

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 PublishersShow 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 ElectronicsShow Floor, Room 2

2:00 pm – 2:50 pm

ET-4 Understanding the Requirements of NFPA 70E—Bill Rieth,
Salisbury Electrical SafetyShow Floor, Room 1

2:00 pm – 2:50 pm

GT-2 Small Wind Systems—Steve Loritz,
Southwest WindpowerShow Floor, Room 2

3:00 pm – 3:50 pm

ET-5 Reduce Project Risk: Improve Project Management Productivity
Jeff Burmeister, Autodesk SubcontractorShow 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 DrawingShow Floor

6:00 pm – 7:30 pm

Academy Reception (*Invitation Only*)Chicago Public Library,
Harold Washington Library Center

7:00 am – 8:00 am

Marketing Committee Breakfast.....MPLC

7:00 am – 8:00 am

Workforce Development Committee BreakfastMPLC

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

RegistrationMPLC

8:00 am – 8:50 am

M-10 We Built This City, *ELECTRI International Research Project*
Perry DaneshgariMPLC

8:00 am – 8:50 am

M-11 Hard-Hat Productivity—The 9 Critical Factors for Maximizing
Profits—Norb SlowikowskiMPLC

8:00 am – 8:50 am

M-12 NFPA 70 E Compliance Made Easier, Joe O'Connor.....MPLC

8:00 am – 8:50 am

M-13 Calculating Damages for Lost Productivity and
Acceleration—Gerald KatzMPLC

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 DaneshgariMPLC

9:00 am – 9:50 am

M-16 Hard-Hat Productivity—The 9 Critical Factors for Maximizing
Profits—Norb SlowikowskiMPLC

9:00 am – 9:50 am

M-17 NFPA 70 E Compliance Made Easier—Joe O'ConnorMPLC

9:00 am – 9:50 am

M-18 Calculating Damages for Lost Productivity and
Acceleration—Gerald KatzMPLC

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 SmithMPLC

10:30 am – 4:00 pm

New & Featured Product RoomMPLC

 Lighting	 IBS	 Electrical	 Green	 General
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SCHEDULE OF EVENTS, CONTINUED



11:30 am – 4:00 pm
Trade Show HoursMPLC

11:30 am – 2:00 pm
LunchMPLC

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 LuncheonMPLC

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 SystemsShow Floor, Room 2

1:00 pm – 1:50 pm
ET-8 Profitable Commercial Service Business
Giovanni Marcelli, Accubid SystemsShow 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 MeetingMPLC

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

2:30 pm – 3:20 pm
IT-2 Introduction to DataComm
Dan Payerle, IDEALShow 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
RegistrationMPLC

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 RojasMPLC

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

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 SabolMPLC

9:00 am – 1:00 pm
New & Featured Product RoomMPLC

9:00 am – 10:15 am
General Session Three—Bob CostasArie Crown Theatre

10:00 am – 2:00 pm
Trade Show HoursMPLC

11:00 am – 1:15 pm
LunchMPLC

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

12:00 pm – 1:30 pm
Management Committee LuncheonMPLC

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

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

8:00 pm
Closing Celebration
Ricky Skaggs & Bruce HornsbyArie Crown Theater

WEDNESDAY, OCTOBER 8

8:30 am – 10:00 am
Exhibitor Task Group Breakfast MeetingMPLC

 Lighting	 IBS	 Electrical	 Green	 General
MPLC—McCormick Place Lakeside Center				



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

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 _____ Country _____
 Phone _____ Fax _____
 E-mail Address _____
 Spouse Name _____
IF REGISTERING (LAST, FIRST, MI)
 Spouse Nickname for Badge _____
 Spouse Position in Company (if any) _____
 Check here if this will be your first NECA Convention

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.
 Occupant Name(s) _____
 Send Confirmation to (if different from above):
 Name _____

 Company/Chapter _____

 Address _____
 City _____ State/Province _____
 Zip _____ Country _____
 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**)

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

REGISTRATION WORKSHEET

1 CLASSIFICATIONS (Check all that apply)

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

2 NECA CONVENTION FEES (page 17)

	Registrant	Spouse
Early Registration (BY AUGUST 8)	\$825	\$335
Classifications 1-7	<input type="checkbox"/>	<input type="checkbox"/>
Classification 8	\$1,075	\$1,075
	<input type="checkbox"/>	<input type="checkbox"/>
Regular (AFTER AUGUST 8)	\$895	\$375
Classifications 1-7	<input type="checkbox"/>	<input type="checkbox"/>
Classification 8	\$1,075	\$1,075
	<input type="checkbox"/>	<input type="checkbox"/>
Classification 9 & 10: Free with Credentials		
Convention Fees	\$ <input type="text"/>	\$ <input type="text"/>
OUTSIDE HOTEL Fees	\$ <input type="text"/>	\$ <input type="text"/>

Add \$155 for rooms NOT booked through CMR.

3 PRE-CONVENTION WORKSHOPS (pages 6-7)

	Registrant	Spouse
LIGHTING TRACKS		
<input type="checkbox"/> PW-1 <input type="checkbox"/> PW-3, \$110 per class	\$ <input type="text"/>	\$ <input type="text"/>
<input type="checkbox"/> PW-6, \$225		
NJATC TRAINING TRACKS		
<input type="checkbox"/> PW-5 <input type="checkbox"/> PW-8, \$110 per class	\$ <input type="text"/>	\$ <input type="text"/>
<input type="checkbox"/> PW-2, \$225		
CODES & STANDARDS TRACKS		
<input type="checkbox"/> PW-7, \$75	\$ <input type="text"/>	\$ <input type="text"/>
<input type="checkbox"/> PW-9, \$110		
USGBC		
<input type="checkbox"/> PW-4, \$345	\$ <input type="text"/>	\$ <input type="text"/>

4 MANAGEMENT SEMINARS ONLY

	Registrant	Spouse
	<input type="checkbox"/>	<input type="checkbox"/>
MANAGEMENT FEES, \$450	\$ <input type="text"/>	\$ <input type="text"/>

5 TRADE SHOW ONLY

	Registrant	Spouse
	<input type="checkbox"/>	<input type="checkbox"/>
TRADE SHOW ADMISSION, \$75	\$ <input type="text"/>	\$ <input type="text"/>

6 TOTAL NECA FEES

Add Totals from 2, 3, 4, 5	\$ <input type="text"/>	\$ <input type="text"/>
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7 COMBINED TOTAL REGISTRATION

Registrant + Spouse	\$ <input type="text"/>
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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

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.

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 to arrive 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 post-marked 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)

	REGISTRANT	SPOUSE
Member	\$825	\$335
Non-Member	\$1,075	\$1,075

REGULAR REGISTRATION

(AFTER AUGUST 8, 2008)

	REGISTRANT	SPOUSE
Member	\$895	\$375
Non-Member	\$1,075	\$1,075

ADDITIONAL FEES

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

Don't miss it!



Seattle 2009



September 12–15, 2009



3 Bethesda Metro Center, Suite 1100
Bethesda, MD 20814
301-215-4506 tel
301-215-4553 fax