

# NECA 2011

**THE PERFECT CLIMATE FOR POWERFUL SOLUTIONS**

General Sessions 4-5

New This Year: Energy Forum 7

The NECA Show 8

Opening Reception/Closing  
Celebration 10

Lifestyles Program 11

Pre-Convention Workshops 12-13

Management Workshops 14-15

Technical Workshops 16-17

Schedule-at-a-Glance 18-20

Tours 22

Registration Instructions,  
Fees, & Form 26-27

Exhibitor List 28

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OCT. 22-25, 2011  
SAN DIEGO CONVENTION CENTER



# SAN DIEGO

NECACONVENTION.ORG | OCTOBER 22-25, 2011 | SAN DIEGO CONVENTION CENTER | SAN DIEGO, CA

## CONTRACTORS CONNECTING THE WORLD WITH POWER + LIGHTING + INTEGRATED SYSTEMS

Whether building a smarter grid, tapping the potential of alternative and renewable power sources, or integrating electrical systems to make buildings perform better and more efficiently than ever before, today's electrical industry professional has evolved into a true energy manager. The annual NECA Convention and Trade Show have evolved, too.

This year's program will step up the emphasis on green electrical construction, with a brand-new Energy Forum as well as expanded educational opportunities, responding to a wide variety of needs and interests, for participants from all branches of our industry. In addition, it will provide great networking opportunities, unparalleled speakers, fun activities—all the things attendees expect of NECA's BIG annual event. Only more so!

"More" is also the watchword for the NECA Show. There will be more Energy Solutions (including electric vehicle charging stations, more solar, and more lighting solutions), more Technical Workshops, and an expanded ShowStopper Showcase.

All this makes NECA 2011 San Diego the right destination for success-driven energy contractors and their workers! The setting—with a near-perfect climate, miles of pristine beaches, and world-class visitor attractions—make it a great place to bring your family, too. We hope to see you there!

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Partner**







Unraveling Emotions Revisited:  
B. Facing issues of your personal challenges  
A. Addressing adjustments

# EDUCATION

## NECA 2011 SAN DIEGO OFFERS OPPORTUNITIES AND OPTIONS

The authorities have been trying to define exactly what the “new business norm” will be. It can vary depending on a multitude of factors. NECA 2011 San Diego is your opportunity to meet with the best minds in the industry, and the need for peer-to-peer debate has never been greater.

Benefit from the breadth and depth of education being offered this year. Electrical contractors can turn to North America’s largest annual event for answers and more options to consider. NECA 2011 San Diego is the place to learn from the experts about how to:

- cross-train your work force
- increase communications
- expand technologies
- improve best practices
- add more services
- be more efficient on the job

“ **TRAINING AND EDUCATION ARE PRIORITIES IN OUR INDUSTRY. THE NECA CONVENTION OFFERS HIGH QUALITY PROGRAMS THAT ENSURE INSIGHT AND SOLUTIONS AND AREN'T TO BE MISSED.** ”

—George Adams, EC Company, Portland, OR

**COME AND BE A PART OF THIS GREAT EDUCATION DISCUSSION, AND THEN DEFINE YOUR OWN “NEW NORM” IN TODAY’S EVER-CHANGING MARKETPLACE.**



## OPENING GENERAL SESSION

### GENERAL STANLEY McCHRYSTAL

Sunday, October 23, 10:15–11:30 am, SDCC

Praised for creating a revolution in warfare that fused intelligence and operations, four-star General Stanley McChrystal is the former commander of U.S. and international forces in Afghanistan and led the Joint Special Operations Command (JSOC) that captured Saddam Hussein and killed Abu Musab al-Zarqawi, the leader of al-Qaeda in Iraq. Earlier, during the Persian Gulf War, he served in a Joint Special Operations Task Force and later commanded the 75th Ranger Regiment. In between, he completed year-long fellowships at Harvard's John F. Kennedy School of Government and the Council on Foreign Relations. No wonder few people can speak about leadership, teamwork, and international affairs with as much insight as General McChrystal!

After 34 years of service, this West Point graduate and former Green Beret now serves on the board of directors for JetBlue Airways and the Yellow Ribbon Fund. He also travels around the country inspiring audiences with stories from his extraordinary career. He'll reveal a four-star management strategy — stressing openness, teamwork, and forward-thinking — when he addresses the Opening General Session at NECA 2011 San Diego.

## CLOSING GENERAL SESSION

### STEVE FARBER

Tuesday, October 25, 9:00–10:15 am, SDCC

An expert in business leadership and a frequent guest on talk shows around the country, Steve Farber is a senior-level leadership coach and consultant to a wide variety of public and private organizations in virtually every arena — from the tech sector to financial services, manufacturing, health care, hospitality, entertainment, retail, and even the U.S. government. He is also President and CEO of Extreme Leadership, Inc., and he'll inspire NECA conventioners in the extreme at our Closing General Session in San Diego with a style that is part strategist, part social commentator, part comedian, and all energy.

Farber was director of service programs at TMI, an international training consultancy, and then worked for six years as The Tom Peters Company's Vice President and Official Mouthpiece (really) before founding Extreme Leadership and co-founding the Center for Social Profit Leadership. He is also a published author, and his latest work, **Greater Than Yourself**, has been called “a path-breaking book that brings to life the ultimate leadership lesson — that the highest purpose of our work is the development of other leaders.”





## SPECIAL GENERAL SESSION

### LABOR RELATIONS SPECIAL SESSION

Monday, October 24, 10:00–11:30 am, SDCC

Along with innovation, workforce development continues to shape our evolving industry. NECA will take a hard look at the labor relations issues that matter to our members in a special session, bringing together the local and national leaders that make the decisions and tough choices that keep our industry moving forward.

## ELECTRI INTERNATIONAL TALENT INITIATIVE

### THIRD ANNUAL GREEN ENERGY CHALLENGE

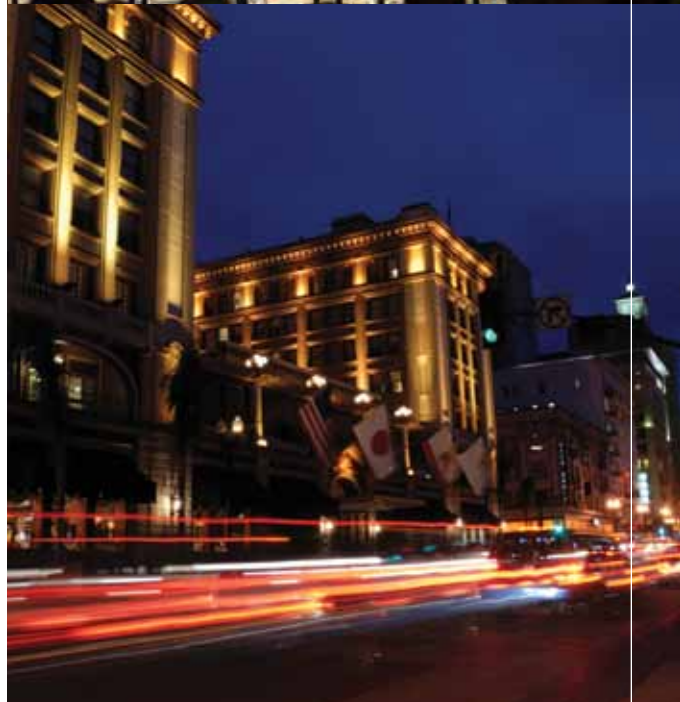
Saturday, October 22, 3:30–5:00 pm, SDCC

For this year's ELECTRI International/NECA Green Energy Challenge, teams must identify a dormitory facility on their campus that is in need of energy efficiency improvements. Teams then conduct an energy audit and create a preliminary design of an energy retrofit for power and/or lighting systems. Teams will also design a new solar PV and/or wind energy generation system for the facility. In addition, teams will be asked to advance efforts on their campus to improve energy awareness. Written proposals submitted by teams will be judged to determine the finalists. Those teams will make 15 minute oral presentations at the NECA Convention to determine the overall winner. Last year's winner was the Milwaukee School of Engineering.

Participation has more than doubled from our first Challenge in 2009. With 17 student chapters currently registered, we're connecting hundreds of students with real challenges and asking them to develop real solutions—solutions they achieve with the assistance of our members and chapters.

**“ THE NECA CONVENTION IS MY #1 RESOURCE FOR NEW PRODUCTS, TECHNOLOGY AND EDUCATION, WHICH ENABLE ME TO MAINTAIN MY ABILITY TO COMPETE HEAD-TO-HEAD WITH THE BEST. ”**

—Brad Giles, Giles Electric Company,  
Daytona Beach, FL





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Electric arc flashes are often devastating, life-altering events. Should the day come when your workers face an arc flash, proper protection is critical. Since this protection depends primarily on fabric performance, the fabric brand you choose matters. For over two decades, Westex has shipped tens of millions of yards with a proven guarantee of flame resistance for the life of the garment. Our globally recognized UltraSoft® brand fabrics are engineered with multi-step softening and double-shrunk technology to ensure comfort and durability. We have earned the industry's trust with a no-compromise approach to our processes and products. And to keep it, we'll never stop raising the bar on protection, comfort and value.

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(available in spring 2011), visit [westex.com](http://westex.com)



# NECA SAN DIEGO KICKS OFF WITH ALL-NEW ENERGY FORUM

Customers are demanding more next-generation technologies and that means more opportunities for electrical contractors. Where do you go to learn more about these evolving technologies? How do you decide which ones are right for your business? The new ENERGY FORUM on Saturday, October 22, 2011 is an information-packed day for CEOs, presidents, and key executives.

Jon Wellinghoff, Chairman of the Federal Energy Regulatory Commission (FERC) will present the keynote address for this first-ever energy symposium in San Diego. FERC is the agency that oversees wholesale electric transactions and interstate electric transmission and gas transportation in the United States.

Wellinghoff was appointed by President Barack Obama in 2009. His priorities at FERC include opening wholesale electric markets to renewable resources, providing a platform for participation of demand response and other distributed resources in wholesale electric markets including energy efficiency and local storage systems such as those in plug-in hybrid and all electric vehicles (PHEVs and EVs), and promoting greater efficiency in our nation's energy infrastructure through the institution of advanced technologies and system integration.

From 8:00 am – 3:30 pm, NECA and industry experts will clearly present the options for each of these market segments:

- Building Automation & Controls
- Electric Vehicles & Charging Stations
- Energy Storage
- Retrofit & Renewable Energy
- Smart Grid
- Solar/PV
- Wind Generation
- How to Get an Energy Project Financed

The new Energy Economic Model will be reviewed. The ENERGY FORUM will show electrical contractors how to successfully traverse these emerging technologies. As history shows, NECA provides the fuel and the tools to lead contractors toward success. This unprecedented event is not to be missed...it's good for your business.



# THE NECA SHOW: ITS ABOUT SOLUTIONS

## NECA Show Hours:

- Sunday, Oct. 23  
11:30am – 5:00pm
- Monday, Oct. 24  
11:30am – 4:00pm
- Tuesday, Oct. 25  
10:30am – 2:30pm

## Showstopper

### Showcase Hours:

- Sunday, Oct. 23  
10:30am – 5:00pm
- Monday, Oct. 24  
10:30am – 4:00pm
- Tuesday, Oct. 25  
9:30am – 1:30pm

The NECA Show is the place where the electrical construction industry finds solutions for their projects and their bottom lines. We all know that customers have become more demanding, and expect to be offered more energy efficient options to consider. The NECA Show is North America's largest resource for our industry, and you'll discover the newest innovations and technological product advances.

This is your chance to meet company executives and product designers and ask your questions. Talk about your specific needs on upcoming projects and what you expect from vendors that you work with.

Whether you are looking for better tools, software updates, safety equipment, new emerging technologies like solar and wind, utility vehicles, or the new electric vehicle charging station equipment, you will find thousands of products and services available to help you achieve the results you need.

## NECA SHOWSTOPPER SHOWCASE

Sponsored by ELECTRICAL CONTRACTOR Magazine, this prestigious program honors the best innovations and emerging technologies for our industry each year. They are selected by a panel of electrical contractors from around the country. All entries and winners are displayed in the front of the NECA Show hall, which provides a perfect opportunity for attendees to see the diverse products, equipment and systems from a range of manufacturers and systems developers prior to the show opening each day. Winners are denoted by a blue ribbon on the product, a trophy in their booth and recognition in ELECTRICAL CONTRACTOR magazine.





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- Compact and Lightweight 4.3 lbs Design
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- 3,600 RPM



## **M18™ Cordless 1/2" Hammer Drill Driver**

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# OPENING RECEPTION

## Come Aboard!

Saturday, October 22, 2011 • 7:30 pm–9:30 pm • USS Midway

Welcome aboard USS Midway for an evening to remember! Your adventure begins as you cross Midway's bow and step into Navy history, following in the footsteps of the 220,000 sailors who served aboard this storied warship. From pilot house to engine room, the Midway is yours to explore!

Head up to the Flight Deck—aka “Steel Beach”—and take in the sights and sounds South Pacific style! Enjoy a tropical beverage or listen to top hits performed by our energetic live band! Sit in the cockpits of the jets, helicopters and fixed wing aircraft Naval Aviators flew during deployments from the Cold War era to Desert Storm. Veteran docents, many of whom served aboard Midway, will mesmerize you with the art and science that is Naval Aviation. You may even hear some salty sea stories that will keep things interesting and make you chuckle!

Don your captain's hat and head topside, where Ship's Company safely navigated Midway throughout her 47 years of naval service. And just how does the Chief Engineer produce Midway's 212,000 horsepower? Find out below decks in the engineering spaces, docents will explain the complexities of operating Midway's 12 boilers.

Next, visit the Hangar Deck where Americana awaits you in all of its red, white and blue glory! Enjoy a USO show in the grand tradition of Bob Hope. Midway also offers flight simulators for some white-knuckled excitement safely enjoyed within the confines of her hangar bay. There's something for everyone here, and your private adventure aboard USS Midway will set the stage for NECA 2011 San Diego!



# CLOSING CELEBRATION

## Al Jardine & The Endless Summer Band

Tuesday, October 25, 2011 • 8:00 pm • North Embarcadero

Have you ever heard “Help Me, Rhonda,” the first song to drive the Beach Boys to Number 1 status? Then you've heard the leading talent set to deliver good vibrations at the Closing Celebration at NECA 2011 San Diego!

Al Jardine, a member of the group for more than 35 years, also sang lead for a number of other Beach Boys standards, but mostly he was the band's rhythm guitarist and harmony vocalist and wrote or co-wrote many of the songs that made it famous. His work earned him a place in the Rock and Roll Hall of Fame and a Lifetime Grammy.

But now Al has a brand-new gig. He released his first full-length solo studio album, *A Postcard from California*, last year. And, his Endless Summer Band, featuring many of the musicians that toured with the boys of the beach, gets around to events and celebrations all over the country where their unmatched musical variety and non-stop, familiar mega-hits mix guarantee that their audiences dance, dance, dance the night away.

Al Jardine and ESB will star at our Closing Celebration in the perfect setting for airing those smooth Southern California sounds — in a waterfront concert with all the amenities that make for a perfect evening. Fun, Fun, Fun!





## SAFETY ROUNDTABLE

Tuesday, Oct. 25, 2011 • 2:45-4:45 pm  
San Diego Convention Center

Join NECA's 3rd Annual Safety Roundtable! Topics include NECA's Safety Professionals Conference 2012 training sessions, OSHA Regulatory agenda, and other key safety issues that impact the electrical contracting business.



## PRAYER BREAKFAST

Sunday, Oct. 23, 2011 • 7:00-8:00 am  
San Diego Convention Center

Start your day with an inspirational message and music from NECA. Please join us on Sunday Morning for a continental breakfast, worship and fellowship at the San Diego Convention Center.



## LIFESTYLES

### A Walk on the Wild Side with Joan Embery

Monday, October 24, 2011 • 10:00-11:30 am • San Diego Convention Center

San Diego is world-renowned for its remarkable animal experiences. Sea World, the San Diego Zoo and Safari Park attract visitors from far and wide. A visit to this beautiful city would not be complete without a close encounter of the "animal kind!" Today, world famous Joan Embery will bring the animal kingdom to you — San Diego-style!

Joan Embery is a champion of environmental and preservation issues around the world, notably as spokeswoman for the Zoological Society of San Diego and an Ambassador for Conservation. She has made over a thousand television appearances, including 100 appearances on the Tonight Show with Johnny Carson and Jay Leno as well as her own syndicated series "Animal Express" and "Animals of Africa." She has had the opportunity to express her passion for animals with a multitude of audiences ranging from youth to veterinary students to corporate executives. In addition to her many public appearances, Joan has led wildlife expeditions to such exotic locales as Africa, China, Nepal, India, Papua New Guinea, Indonesia, Australia, New Zealand, Thailand and the Amazon.

Don't miss this very special experience which will include Joan sharing engaging stories, photos and anecdotes about her experiences with wild animals. Live exotic animals, audience interaction, up-close photo opportunities, and helpful training tips for your domestic pets from Joan will give you a renewed sense of admiration and love for our precious animal friends from around the world!

## PRE-CONVENTION WORKSHOPS

These preconvention workshops are intended to ensure that contractors, and their electrical workers, maintain their technological superiority in the industry. Customers are demanding more for less, and we have programs with the answers you need. This year, we have expanded the offerings to include topics vital to outside line work. Attendees will have access to the best minds in the industry.

### FRIDAY, OCTOBER 21

8:00 am–12:00 pm, PW-1

#### Significant Changes in the 2011 NEC

The National Electrical Code® is the most widely recognized and accepted electrical standard in the world. Every three years the NEC® is updated to reflect the newest installation practices utilized by the electrical industry, bringing about hundreds of changes to the code. This course provides attendees with a thorough review of the most significant changes in the 2011 NEC. Learn about new articles and revisions to existing requirements that have an impact on your daily business. Many jurisdictions are requiring continuing education and updates in NEC knowledge as the Code is revised. This high energy program promises to deliver authoritative overviews of many of the Code changes that must be understood by contractors and installers alike. Don't miss this thorough review of what changed in the 2011 NEC. Registration includes the NJATC Significant Changes textbook.

Lead Instructors: Michael J. Johnston—Executive Director of Standards and Safety, NECA; James T. Dollard, Jr.—Safety Coordinator, IBEW Local 98  
Fee: \$145.00

8:00 am–12:00 pm, PW-2

#### An Electrical Contractor's Survival Guide to Building Information Modeling

This four hour session will focus on terminology, definitions, and other basics of understanding of BIM followed by best practices, implementation, and contractual pitfalls.

Instructor: David Morris—Director of Virtual Construction, EMCOR Construction Services  
Fee: \$ 145

8:00 am–5:00 pm, PW-3

(Two-day course continues Saturday 8:00 am–5:00 pm)

#### OSHA ET&D 10 Hour Train the Trainer Course

There is a constant need for safety training by all contractors for their outside work force. The Electrical Transmission and Distribution (ET&D) Partnership designed an OSHA accredited 10 Hour Line Construction Safety Course for the outside workers. This course is to train trainers (line workers, supervisors, and instructors) who are capable, qualified and certified to train the workforce at the area-wide Joint Apprenticeship sites or at an individual employer's location. The course objective is to train trainers to enhance accident prevention, introduce electrical safety and its role in today's outside electrical industry, and to prepare workers to understand how to identify basic concepts and techniques of electrical safety-related work practices for line workers. This course also provides an overview of OSHA construction safety regulations with an emphasis on OSHA regulations for electric generation, transmission, and distribution equipment and systems (1910.269 and 1926 Subpart V). This course is a 2-day course that meets on Friday, October 21 and on Saturday, October 22, 2011, from 8:00 am – 5:00 pm. Lunch is included on both days. FREE access to the NECA Show on Sunday including the Technical workshops and the showstopper showcase. Class is limited to 15 students.

Instructor: Joe Branco—Corporate Safety Manager, Quanta Services  
Fee: \$ 450.00

8:00 am–5:00 pm, PW-4 (Three-day course continues Saturday 8:00 am–5:00 pm and Sunday 8:00 am–noon)

#### OSHA ET&D Supervisory Leadership Skills Outreach Train the Trainer Course

The Electrical Transmission and Distribution (ET&D) Partnership developed an OSHA accredited course to ensure effective training for both management and employees. This course is designed to educate supervisors (i.e. general foremen, foremen, foreman candidates) within the electrical transmission and distribution industry on how to affect a positive safety culture on their worksites by addressing core elements of an effective safety and health management system. It emphasizes the important role of crew leaders and their ability to save lives and to create a safe culture in the outside line industry. This course is to train trainers for the ET&D Supervisory Leadership Skills Outreach Training Course. Graduates of this course who meet the appropriate qualifications and requirements will be able to teach this course at area-wide Joint Apprenticeship sites and at an individual employer's locations. This course is a 2 1/2 day course that meets on Friday, October 21 and Saturday, October 22 from 8:00 am – 5:00 pm and from 8:00 am until noon Sunday, October 23. Lunch is provided on both days. Free access to the NECA Show on Sunday, including the Technical Workshops and the Showstopper Showcase. Class is limited to 15 students.

Instructor: James A. McGowan—Director, Safety Training, Quanta Services  
Fee: \$500.00

1:00 pm–3:00 pm, PW-5

#### Grounding and Bonding

This presentation is based on the brand new NJATC textbook titled: Applied Grounding and Bonding. This course provides attendees with a review of important grounding rules for services, separately derived systems, and separate buildings. The essentials of grounding and bonding systems and equipment are reviewed. This authoritative program is presented by a long-time active member of NEC Code-making panel 5 which is responsible for electrical grounding and bonding requirements.

Instructor: Paul Dobrowsky—Electrical Safety Specialist, Innovative Technology Services  
Fee: \$89

1:00 pm–5:00 pm, PW-6

#### How the Electrical Contractor Can Lead Their Team Through a LEED® Project

LEED projects are rapidly moving into the building mainstream. Successful contractors have the fundamental know-how to navigate this rapidly evolving market drive. This workshop will provide the fundamentals of LEED. Key issues and questions you should be asking will be discussed as well as strategies for understanding how you can add value to a LEED project. You have just been awarded a new project with LEED requirements, what will be your approach? Did you estimate it as a LEED project? What does that have to do with electrical? What are these different LEED ratings? What are your responsibilities as the electrical contractor? What will the General Contractor be holding you accountable for? How do you earn the points you have been assigned? Where do you start?

Instructor: Erica Paul—LEED® Accredited Professional, Rosendin Electric, Inc.  
Fee: \$145



2:00 pm–4:00 pm, PW-7

### **NECA 413 EVSE**

NECA-413 is a new National Electrical Installation Standard (NEIS) that is titled “Standard for Installing and Maintaining Electric Vehicle Supply Equipment.” This presentation provides a high level review of the one of the newest and most popular NEIS to date. Electric vehicle manufacturing has been accelerated as part of the global effort to employ alternative energy sources and reduce dependency on foreign oil. There are many facets of supporting the deployment of electric vehicles and its supporting infrastructure. This presentation provides a review of essential installation requirements that deal with not only safety, but performance and quality. This program will provide valuable insight into effective site assessments and providing customers with Code-compliant installations of electric vehicle supply equipment in residential and commercial occupancies. Learn how NEC 413 can assist contractors in providing quality, high-performance electric vehicle supply equipment (EVSE) installations.

Instructor: Gregory W. Massey—Consulting Engineer/USDA Facilities Management Specialist, National Information Technology Center  
Fee: \$89

## **SATURDAY, OCTOBER 22**

8:00 am–12:00 pm, PW-8

### **Changes in the NFPA 70E 2012**

This session will provide attendees with a high level review of significant revisions to NFPA 70E-2012 that impact contractors business. See how revised requirements impact both employees and employers. Find out how revisions to safety related work practices benefit current contractor safety programs and what is necessary based on the next edition of NFPA 70E. OSHA sets the minimum requirements for safety and NFPA 70 E provided the most effective road map to deal with establishing and maintaining electrically safe work environments. This high-energy authoritative program is presented by two active members of the NFPA 70E Technical Committee. Get your NFPA 70E and OSHA electrical regulation questions answered here.

Moderator: Palmer Hickman—NJATC Director of Codes and Safety Training and Curriculum Development; James T. Dollard, Jr.—Safety Coordinator, IBEW Local 98  
Fee: \$145

8:00 am–10:00 am, PW-9

### **NECA 412 Standard for Installing and Maintaining Photovoltaic Systems**

NECA 412 is a new National Electrical Installation Standard (NEIS) that is titled “Standard for Installing and Maintaining Photovoltaic (PV) Systems.” Renewable energy systems are more in demand than ever before in an effort to increase energy independence. Photovoltaic systems can be simple or complex. This course provides essential information from the NEC in addition to quality and performance issues addressed in NECA's new installation standard. This program will provide valuable insight into performing effective site assessments and providing customers with Code-compliant installations of PV systems and equipment in residential and commercial occupancies. Learn how NECA 412 can assist contractors in providing quality, safe, high-performance photovoltaic (PV) system installations. Attendees receive a copy of the standard.

Instructor: Michael J. Johnston—Executive Director of Standards and Safety, NECA; Gregory W. Massey—Consulting Engineer/USDA Facilities Management Specialist, National Information Technology Center  
Fee: \$89

8:00 am–5:00 pm, PW-10

### **Surviving the Changes to the Crane Standard**

The new 29 CFR part 1926 Crane and Derrick Standard requires your company to have qualified signal person, riggers and operators. Do you meet this obligation? This Signal Person training program will show you how to achieve overall compliance without breaking a sweat. Topics covered include, hand, voice and audible signals, crane operations and limitations, as well as signal person requirements. Participants will be provided with training and reference materials. They will also learn training techniques that will add value to their training program. This course will provide you with the knowledge and skill to lead your company into compliance today!

Instructors: Mary Germershausen—Director of Safety Program Development, Quanta Services, Inc.; James Gregurek—Environmental Manager, Quanta Services, Inc.  
Fee: \$250

1:00 pm–5:00 pm, PW-11

### **Lean Applications in Electrical Prefab**

Best in class electrical contractors are bringing 20-30% of their field labor hours into the prefabrication shop at an average productivity improvement of 30%. Unfortunately for union electrical contractors, many of the firms having the most success with scalable prefabrication are merit shop electrical contractors. Merit shops are achieving great success by implementing lean manufacturing principles in their prefabrication shops. Contractors must stop thinking about prefabrication like a contractor and start thinking about it like a manufacturer. We will discuss best practices being deployed in the industry including photos of the most productive and progressive shops in the US, the importance of product standardization, linking estimating to detailing to prefabrication to field installation, and logistics and inventory management ideas to further enhance cost reductions resulting in higher margins.

Instructor: Michael J. McLin—Managing Director, Maxim Consulting Group, LLC  
Fee: \$145

These Management Seminars were carefully selected to provide you with an up-to-date guide for transforming your business in today's economic climate. Electrical contractors can effectively better their bottom line when they use the latest statistics, economic projections, and practical solutions to real-world issues. Fine tune your company goals and strategies using the expert information you'll find in San Diego.

## SUNDAY, OCTOBER 23

8:00–8:50 am, M-1 • 9:00–9:50 am, M-8

### OSHA's Regulatory Update Impacting Line Contractors

Presenter: TBD—U.S. Department of Labor Occupational Safety and Health Administration

This session will provide a high level review of the regulatory changes affecting the line industry. Participants will have access to firsthand information on OSHA regulatory activity and some of the Agency's positions on proposed rules. Topics of discussion include electrical power generation, transmission and distribution (29 CFR 1910.269), cranes and derricks in construction (Subpart CC) and much more.

8:00–8:50 am, M-2 • 9:00–9:50 am, M-9

### Surviving the Changes to the Crane Standard

Presenter: Mary M. Germershausen—Director, Safety Program Development, Quanta Services Inc.

The new 29 CFR part 1926 Crane and Derrick Standard requires your company to have qualified signal person, riggers and operators. This overview will show you how to achieve overall compliance. With suggestions on training programs, materials, teaching strategies and record-keeping, you will gain the knowledge and skill to lead your company into compliance.

8:00–8:50 am, M-3 • 9:00–9:50 am, M-10

### Effective Fleet Safety Practices

Presenter: Dave Cameron—Risk Manager, National Accounts, Federated Insurance

Motor vehicle accidents are the leading cause of on-the-job deaths, and driving distractions are the leading cause of motor vehicle accidents. Today's drivers face many risks if their attention is diverted, whether it's interacting with the dispatch service, reading a map, talking on a cell phone or eating a quick lunch. Safe driving is a complex task that requires full attention. This presentation addresses problems associated with distracted driving and offers solutions.

8:00–8:50 am, M-4 • 9:00–9:50 am, M-11

### The Future is Now—BIM

Presenter: Thomas Korman, Ph.D./Lonny Simonian—Associate Professors, Cal Poly State University San Luis Obispo

Building Information Modeling (BIM) is becoming a widely used tool in the construction industry, so it is critical that electrical contractors become fluent with BIM technology and software. This seminar covers how BIM can bring efficiency to the current practice of daily operations, understanding important criteria for choosing and implementing BIM solutions, learning how BIM can facilitate sustainable practices and how BIM can provide opportunities for new services. [EI]

[EI] — Course is derived from ELECTRI International research

8:00–8:50 am, M-5 • 9:00–9:50 am, M-12

### Building Successful Customer Relations

Presenter: Michael J. McLin—Managing Director, Maxim Consulting Group, LLC

Building great relationships with customers is critical to your company's success. By improving relationship-building skills, your team can more effectively represent your company and help you reach your goals and objectives. Many times the decision to hire one contractor over another is based on the perceived synergy and working relationship between their team and yours. Learn how to develop an effective approach to customer relationships to ensure your team "wins".

8:00–8:50 am, M-6 • 9:00–9:50 am, M-13

### Lighting Retrofits: Benefits Beyond Energy Efficiency

Presenter: Tom Glavinich, D.E., P.E.—Director, Architectural Engineering & Construction Programs, The University of Kansas

Marketing lighting retrofits to commercial customers normally focuses on energy savings and payback, but lighting retrofits also result in improved lighting quality that can improve the customer's bottom line through increased employee productivity and job satisfaction as well as improved customer satisfaction and increased sales. This seminar will focus on the benefits of lighting retrofits beyond energy efficiency and how the electrical contracting firm can convey these benefits to the customer when marketing lighting retrofits. [EI]

8:00–8:50 am, M-7 • 9:00–9:50 am, M-14

### Energy Economic Modeling and the NECAWORKS™ EEM Screening Tool

Presenter: Rob Colgan—Executive Director of Market Development, NECA

For a complete energy solutions proposal to get approval from the company CFO or obtain financing, it requires a detailed financial analysis of the costs and benefits the customer will experience. Get a solid understanding of energy economic modeling, its use in energy services contracting, and learn about a new online resource that NECA has developed exclusively for its members.

## MONDAY, OCTOBER 24

8:00–8:50 am, M-15 • 9:00–9:50 am, M-21

### Alternative Energy Market for the Electrical Contractor

Presenter: Tom Glavinich, D.E., P.E.—Director, Architectural Engineering & Construction Programs, The University of Kansas

This seminar will provide an overview of the alternative energy market and its future direction including a look at the electrical infrastructure that will be needed to support the planned alternative energy production growth in the United States to help the electrical contracting firm understand how the alternative energy market is evolving and where it is heading in the near future. Information provided in this seminar can be used by both inside and utility electrical contractors to formulate strategies to profit from the emerging alternative energy market. [EI]



8:00–8:50 am, M-16 • 9:00–9:50 am, M-22

### **Succession Planning as a Management Strategy**

Presenter: Karl F. Borgstrom, Ph.D.—Training Consultant

As the term “planning” would suggest, dealing with leadership succession should not wait until the future of your business is threatened by the departure of key management personnel due to retirement, career/company changes, or some unexpected, catastrophic personal event. This course addresses the need and methods for integrating succession planning into corporate development and risk management strategies to achieve a broader goal of enhanced company performance.

8:00–8:50 am, M-17 • 9:00–9:50 am, M-23

### **Alternative Energy Projects—Rules and Regulations You Must Know to Assess Business Opportunities**

Presenter: Allen W. Estes, III and J. Craig Rusk—OLES Morrison Rinker & Baker, LLC

This course will focus on wind, solar and other alternative energy business opportunities for electrical contractors providing an overview of federal and state rules, regulations and incentives that apply to alternative energy projects and how those rules, regulations and incentives affect contractors.

8:00–8:50 am, M-18 • 9:00–9:50 am, M-24

### **Surviving Today's OSHA**

Presenter: Joe O'Connor—President, INTEC

This session will provide insight to OSHA enforcement activity, from the most frequently cited standards in electrical construction and emphasis programs through OSHA's new formula for penalty calculation. It will also review pending regulations, including the I2P2, offering insight into the future of safety under the current administration. Suggestions will be given on how to deal with OSHA's methods and changes.

8:00–8:50 am, M-19 • 9:00–9:50 am, M-25

### **What You Don't Know About LED Lighting Can Hurt Your Business**

Presenter: Dr. John W. Curran—President, LED Transformations, LLC

LED lighting differs greatly from other lighting technologies. Many of these differences provide major advantages to specifiers, contractors and end users. But, some characteristics can cause serious installation and performance issues if not clearly understood. This seminar will provide contractors with a basic understanding of key LED performance characteristics as well as installation points where project failures can occur.

9:00–9:50 am, M-20

### **OSHA Partnership: What are the Benefits of the OSHA Electrical Transmission & Distribution (ET&D) Strategic Safety Partnership for All Line Contractors**

**Panel:** Michael Johnston—Executive Director, Safety & Standards, NECA; Wilson Yancey—Vice President of Health, Safety & Environment, Quanta Services, Inc.; Frank Richard—Vice President, Human Resources & Risk Control, MDU Construction Services Group, Inc.; Bill Donovan—Assistant Regional Administrator for Enforcement Programs, OSHA Region V

The Electrical Transmission and Distribution (ET&D) Strategic Safety Partnership was formed with the goal “to reduce the number of fatalities, injuries, and illnesses in the Industry.” The Partners have formed Task Teams to address safety, communication methods, develop training courses, and develop best practices that will benefit every contractor and employee throughout the outside line industry. This program provides a detailed look at the organizational structure of this Partnership, highlights the achievements to date, and provides a closer look at current Task Team activity.

## **TUESDAY, OCTOBER 25**

8:00–8:50 am, M-26

### **NECA Mentoring Program—A “Win-Win” for Mentors and Protégés**

Presenter: Karl F. Borgstrom, Ph.D.—Training Consultant

The NECA Corporate Mentoring Program is designed to match leaders of successful NECA member companies with electrical contractors who are relatively new to the business or who want to move their company to the next level of performance. The workshop will discuss the purposes and procedures of the Program for individual companies.

8:00–8:50 am, M-27

### **Strategies to Win in Today's Market**

Presenter: Howard E. Hyden—President, The Center for Customer Focus

In this interactive presentation, Howard utilizes extensive “hands on” experience to give attendees specific strategies and tools that they can implement to help them increase sales and revenue.

8:00–8:50 am, M-28

### **Managing Electric Vehicle Supply Equipment (EVSE) Installations**

Presenter: Michael J. Johnston—Executive Director of Standards and Safety, NECA

2011 has seen the introduction of plug-in electric vehicles as production models with both the Chevy Volt and the Nissan Leaf. For electrical contractors this creates an exciting new market opportunity, because electric vehicles require charging stations in multiple locations. This workshop will highlight opportunities for NECA contractors, address the role and responsibilities of the electrical contractor, and provide an overview of the unique characteristics of the EVSE installation market. It also provides an outline of the codes and standards that apply to this business segment, as well as tips on dealing with customers, inspectors and utilities all facing a new technology.

8:00–8:50 am, M-29

### **Action Alert: Government Affairs Update & Tax Incentives for the Electrical Industry**

Presenters: Lake Coulson—Executive Director, Government Affairs and Kristen McDonough—Director, Legislative Affairs, NECA

Come learn about the latest developments on key NECA legislative priorities that can help improve your bottom line. Understand more about the energy efficient tax incentives and opportunities available for the electrical and line industries.

8:00–8:50 am, M-30

### **Business Development—Moving Forward in 2011**

Presenter: Karen Prescott—Assistant Chapter Manager, Director of Government Relations/Economic Development, San Diego Chapter, NECA

For those chapters who already have a Business Development Director, this seminar will help revisit their program, sense and seize new opportunities and take it to the next level. For those chapters who are interested in developing a position, this seminar will show them the advantages of implementing a program and how to do it.

In a world of rising costs, there is a pressing need for our customers to demand more for less. It can be good business for electrical contractors too. Each year, NECA partners with our exhibitors to bring you the newest research and product developments in the market so you can provide more customer solutions in the areas of power, controls, communication, energy efficiency, security, and life safety. The 2011 Technical Workshops offer important information and new options to consider.

## SUNDAY, OCTOBER 23

12:00–12:50 pm, Room 1, ET-1

### **Workplace Efficiency and Safety: What Contractors Should Know About NFPA 70E and Insulated Tools**

**Presenter:** Klein Tools & the NJATC

A contractor-level presentation tying together NFPA 70E requirements, insulated tool standards, certification testing, electrical safety facts, liability issues, OSHA requirements, and more. This session includes a short segment covering the safety-related aspects of specific new test and measurement products from Klein Tools.

12:30–1:20 pm, Room 2, LT-1

### **Implementing Lighting Management Technologies & Practices to Drive Building Efficiencies**

**Presenters:** Michael Jouaneh, Lutron and Bob Freshman, Leviton Lighting Management Systems, for NEMA

Can lighting management systems enhance occupant performance while boosting building energy performance? Absolutely! This session will review the latest lighting controls technologies, strategies, and systems for reaching net-zero and sustainability goals, for complying with energy codes and for integrating with intelligent buildings. Case studies from real building will be reviewed.

1:00–1:50 pm, Room 1, ET-2

### **Line & Truck Grounding for Today's Lineman**

**Presenter:** Ken Macken, Hi-Line Utility Equipment Supply Co.

This course takes a serious look at the safety an individual can guarantee by the proper use and care of grounding equipment. See firsthand how grounding can divert electrical force away from you and back to the ground. Accidents will be covered. Other topics covered: OSHA standards, single point grounding, truck & equipment grounding, substation grounding, care & maintenance of equipment, and outsourcing vs. in-house assembly / testing.

1:30–2:20 pm, Room 2, ET-3

### **Exploring BIM Software: RIVET, MEP, and NAVISWORKS**

**Presenter:** Ed Bundy, McCormick Systems

BIM the “buzzword” is actually not a software package. This session will explore the actual software out there available for your company to do work in the BIM world. Some of the software you may have heard of: AutoCAD 2011, AutoCAD MEP, Revit, Navisworks, etc. However, do you know the differences between them, how they are used and/or what they are actually used for or why your company should be using one over the other? This session will clarify and inform attendees of capabilities and features of each of them.

2:00–2:50 pm, Room 1, ET-4

### **Understanding the Arc Flash and NFPA 70E**

**Presenter:** Scott Margolin, Westex and Palmer Hickman, NJATC

This session is an overview of the Electric Arc Flash Hazard and NFPA 70E. Attendees will get an in-depth look at the electric arc flash through a 3,000 frames per second high-speed video that reveals the thermal and molten metal hazards. Participants will also see the results of flame-resistant clothing vs. non-flame resistant clothing in real world electric arc flash exposures.

2:30–3:20 pm, Room 2, GT-1

### **Presenting the Cost & Energy Savings Benefits of LED Lighting to Your Customers**

**Presenters:** Chris Smith-Peterson, Philips Color Kinetics

In this workshop, you will learn how to speak to the benefits of LED lighting, calculate performance cost analysis as compared to traditional technologies, and install products for popular LED lighting applications. All participants will receive a FREE copy of LED Lighting Explained, a helpful resource on all LED.

3:00–3:50 pm, Room 1, ET-5

### **Evolution of Fleet Management and Worker Productivity**

**Presenter:** Alain Serais, Discrete Wireless, Inc.

Electrical professionals often purchase GPS tracking solutions to monitor driver behavior and unauthorized use of vehicles. AVL technology offer far more than track and trace, evolving into a robust business solution that increases revenue.

3:30–4:20 pm, Room 2, ET-6

### **Arc Flash Mitigation & NEC Code and Compliance**

**Presenters:** Ted Hamilton and Marty Triette, GE Energy-Industrial Solutions

A practical guide to navigating the challenges to code compliance with NEC 2008 and NEC 2011 regarding selective coordination and arc flash mitigation requirements. An informative review of the risks of arc flash events and methods to protect your employees, your customers, and electrical equipment will be presented.



## MONDAY, OCTOBER 24

12:00–12:50 pm, Room 1, GT-2

### **Green Home and Business: Integrating Alternative Energy into Residential and Commercial Structures**

**Presenter:** James Washburn, Renewable Products and John DeBoer, Planning & Mechanical Engineering, Siemens

This presentation will discuss how to integrate two popular alternative energy products; Solar PV and Electric Vehicle Systems, into electrical systems. We will illustrate emerging techniques and products for these applications, and highlight Siemens solutions. These are applicable for residential, commercial, and industrial contractors.

12:30–1:20 pm, Room 2, GT-3

### **Total Light Management**

**Presenters:** Lutron Electronics Co., Inc. and the NJATC

Learn more about the energy saving opportunities for electrical contractors with the ability to control all electric light and daylight in a space while creating convenience, comfort, and saving energy.

1:00–1:50 pm, Room 1, ET-7

### **A Quantum Leap in Layout & BIM Integration**

**Presenter:** Todd Liebbe, Get the Point

Learn about a huge time savings in locating inserts for cable trays, conduit runs, lighting, and electrical equipment. Transfer your Building Information Model to the field with the utmost confidence minimizing dependency on other trades and maximizing your prefabrication capabilities.

1:30–2:20 pm, Room 2, GT-4

### **Electric Vehicle Supply Equipment (EVSE)**

**Presenter:** Karl Griffith, Graybar

This presentation will describe the EVSE market in detail and describe the opportunity. We will discuss market size, and specific geographical market opportunities for NECA members, types of equipment, government incentives, sales techniques, and more.

2:00–2:50 pm, Room 1, ET-8

### **How to Use the iPad For Profitable Project Management**

**Presenter:** Karl Rajotte, Maxwell Systems

Electrical contractors can manage projects more efficiently and profitably using the latest mobile devices (ex. iPad) and construction management software. With convenient access to up-to-date project documents and reports whether on the road or at a job site, project managers can control costs, boost profits, and respond to issues quickly.

2:30–3:20 pm, Room 2, ET-9

### **Lithium-Ion Innovation in Cordless Power Tools**

**Presenters:** Kevin Arnold, P. E., Milwaukee Tools

Advancement in lithium-ion battery technology has revolutionized power tools on the job site. This presentation will cover in detail the advancement in cordless tool battery cycle life, cold weather performance, run time and environmentally friendly.

3:00–3:50 pm, Room 1, ET-10

### **Proposed New Accounting Rules May Affect Construction Contractors Big and Small: What You Need to Know**

**Presenter:** Steven D. Lords, CCIFP, Martin-Harris Construction, for CFMA

A proposed new rule by the Federal Accounting Standards Board (FASB) aimed at aligning financial reporting by construction firms of all sizes, with other industries could bring sweeping changes to long-held, generally accepted industry accounting principles. Some warn the new rule on revenue recognition could significantly raise administrative costs, open the door to financial manipulation and dampen surety credit. The Construction Financial Management Association (CFMA) has been working closely with FASB on achieving the right balance of diligent financial reporting without unduly burdening contractors. No timetable for release of the rule has been finalized but there is a good chance that these changes will be announced before the NECA Convention, which will make this session even timelier.

## TUESDAY, OCTOBER 25

11:00–11:50 pm, Room 1, ET-11

### **New Educational Tools Streamline Learning**

**Presenter:** TBD, Thomas & Betts

This session will focus on innovated educational tools and products that will encompass items such as T&B's online training and presentations, and the T&B's application trucks and specialists. T&B products include the color key motor disconnect, universal elbow, kindorf system, and Joslyn Hi-Voltage switches.

12:00–12:50 pm, Room 1, IT-1

### **Cost Effective IPTV Services—Risks and Rewards**

**Presenter:** Rod Ballard, Applications Engineering Manager, Power & Telephone Supply

IPTV has been a frustrating and expensive undertaking for early adopters of this technology over the past several years. Today, however, performance has stabilized and economics have made the delivery of IPTV services more practical. This presentation will cover end to end considerations in designing and deploying an IPTV network, with particular attention given to: content; open vs. closed architectures; affordable satellite feed head end gateways; MPEG4-AVC technology and implications to the access network; subscriber trends; time shifting; ROI, shared systems, leasing; and customer premise distribution systems.

12:30–1:20 pm, Room 2, GT-5

### **The Future of Visible Light Communication**

**Presenters:** David G. Sexton, President, LVX System

Visible light communication will provide electrical contractors the opportunity to grow their businesses. We will explore what visible communications is, as well as the features, the benefits and efficiencies it can provide customers and the opportunities for electrical contractors.

# SCHEDULE AT A GLANCE

## Thursday, October 20

1:00 pm – 5:00 pm  
Registration ..... SDCC

## Friday, October 21

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

8:00 am – 12:00 pm  
**PW-1** Significant Changes in the 2011 NEC—Mike Johnston, James Dollard..... SDCC

8:00 am – 12:00 pm  
**PW-2** Electrical Contractor's Survival Guide to Building Information Modeling—David Morris ..... SDCC

8:00 am – 5:00 pm (Day 1)  
**PW-3** OSHA ET&D 10 Hour Train the Trainer Course—Joe Branco ..... SDCC

8:00 am – 5:00 pm (Day 1)  
**PW-4** OSHA ET&D Supervisory Leadership Skills Outreach Train the Trainer Course—James A. McGowan ..... SDCC

11:00 am – 12:30 pm  
District 10 Luncheon ..... Hilton

12:00 pm – 1:00 pm  
Board of Governors Luncheon ..... Hilton

12:00 pm – 1:00 pm  
Pre-Convention Workshop Lunch (requires ticket) ..... SDCC

1:00 pm  
Board of Governors Meeting ..... Hilton

1:00 pm – 3:00 pm  
**PW-5** Grounding and Bonding—Paul Dobrowsky ..... SDCC

1:00 pm – 5:00 pm  
**PW-6** How the Electrical Contractor Can Lead Their Team Through a LEED Project—Erica Paul ..... SDCC

2:00 pm – 4:00 pm  
**PW-7** NECA 413: EVSC—Gregory W. Massey ..... SDCC







## Saturday, October 22

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

8:00 am – 3:30 pm  
NECA Energy Forum ..... SDCC

8:00 am – 5:00 pm (Day 2)  
**PW-3** OSHA ET&D 10 Hour Train the Trainer Course—Joe Branco ..... SDCC

8:00 am – 5:00 pm (Day 2)  
**PW-4** OSHA ET&D Supervisory Leadership Skills Outreach Train the Trainer Course—James A. McGowan ..... SDCC

 Lighting	 Energy Solutions	 Line
 IBS	 Electrical	 General

SDCC = San Diego Convention Center

8:00 am – 10:00 am  
**PW-8** Changes in the NFPA 70E 2012—Palmer Hickman, James T. Dollard, Jr..... SDCC

8:00 am – 10:00 am  
**PW-9** NECA 412 Standard for Installing and Maintaining Photovoltaic Systems—Michael J. Johnston, Gregory W. Massey ..... SDCC

8:00 am – 5:00 pm  
**PW-10** Surviving the Changes to the Crane Standard—Mary Germershausen, James Gregurek..... SDCC

12:00 pm – 1:00 pm  
Pre-Convention Workshop Lunch (requires ticket) ..... SDCC

12:00 pm – 1:00 pm  
Energy Forum Lunch (requires ticket) ..... SDCC

1:00 pm – 3:00 pm  
**PW-11** 2011 Lean Applications in Electrical Prefab—Michael J. McLin ..... SDCC

3:30 pm – 5:00 pm  
ELECTRI International Talent Initiative Green Energy Challenge..... SDCC

6:30 pm – 7:00 pm Presidents Reception (Invitation Only) ..... USS Midway

7:00 pm – 9:00 pm  
Opening Reception ..... USS Midway

## Sunday, October 23

7:00 am – 8:00 am  
Prayer Breakfast..... SDCC

7:00 am – 5:00 pm  
Registration ..... SDCC

8:00 am – 5:00 pm (Day 3)  
**PW-4** OSHA ET&D Supervisory Leadership Skills Outreach Train the Trainer Course—James A. McGowan ..... SDCC

8:00 am – 8:50 am  
**M-1** OSHA's Regulatory Update Impacting Line Contractors—TBA..... SDCC

8:00 am – 8:50 am  
**M-2** Surviving the Changes to the Crane Standard—Mary M. Germershausen..... SDCC

8:00 am – 8:50 am  
**M-3** Effective Fleet Safety Practices—Dave Cameron ..... SDCC

8:00 am – 8:50 am  
**M-4** The Future is Now—BIM (based on ELECTRI International Research)—Thomas Korman, Lonny Simonian ..... SDCC

8:00 am – 8:50 am  
**M-5** Building Successful Customer Relations—Michael J. McLin.....SDCC

8:00 am – 8:50 am  
**M-6** Lighting Retrofits: Benefits Beyond Energy Efficiency (based on ELECTRI International Research)—Tom Glavinich ..... SDCC

All times subject to change.



8:00 am – 8:50 am

**M-7** Energy Economic Modeling and the NECAWORKS™  
EEM Screening Tool—Rob Colgan..... SDCC

9:00 am – 9:50 am

**M-8** OSHA's Regulatory Update Impacting Line Contractors—  
TBA..... SDCC

9:00 am – 9:50 am

**M-9** Surviving the Changes to the Crane Standard—  
Mary M. Germershausen..... SDCC

9:00 am – 9:50 am

**M-10** Effective Fleet Safety Practices—Dave Cameron .... SDCC

9:00 am – 9:50 am

**M-11** The Future is Now—BIM (based on ELECTRI International  
Research)—Thomas Korman, Lonny Simonian ..... SDCC

9:00 am – 9:50 am

**M-12** Building Successful Customer Relations—  
Michael J. McLin.....SDCC

9:00 am – 9:50 am

**M-13** Lighting Retrofits: Benefits Beyond Energy Efficiency (based  
on ELECTRI International Research)—Tom Glavinich .....SDCC

9:00 am – 9:50 am

**M-14** Energy Economic Modeling and the NECAWORKS™  
EEM Screening Tool—Rob Colgan..... SDCC

10:15 am – 11:30 am

Opening General Session—General Stanley McChrystal ... SDCC

10:30 am – 5:00 pm

Showstopper Showcase .....Show Floor

11:30 am – 5:00 pm

Trade Show Hours..... SDCC

11:30 am – 2:00 pm

Lunch (requires ticket) ..... SDCC

12:00 pm – 1:30 pm

ELECTRI Council Meeting..... SDCC

1:45 pm – 2:30 pm

NECA International Meeting..... SDCC

12:00 pm – 12:50 pm

**ET-1** Workplace Efficiency and Safety: What Contractors  
Should Know About NFPA 70E and Insulated Tools—  
Klein Tools & the NJATC..... Show Floor, Room 1

12:30 pm – 1:20 pm

**LT-1** Implementing Lighting Management Technologies  
and Practices to Drive Building Efficiencies—  
Michael Jouaneh, Bob Freshman..... Show Floor, Room 2

1:00 pm – 1:50 pm

**ET-2** Line & Truck Grounding for Today's Lineman—  
Ken Macken ..... Show Floor, Room 1

1:30 pm – 2:20 pm

**ET-3** Exploring BIM Software: RIVET, MEP, and  
NAVISWORKS—Ed Bundy..... Show Floor, Room 2

2:00 pm – 2:50 pm

**ET-4** Understanding the Arc Flash and NFPA 70E—  
Scott Margolin, Palmer Hickman ..... Show Floor, Room 1

2:30 pm – 3:20 pm

**GT-1** Presenting the Cost & Energy Savings  
Benefits of LED Lighting to Your Customers—  
Chris Smith-Peterson ..... Show Floor, Room 2

3:00 pm – 3:50 pm

**ET-5** Evolution of Fleet Management and Worker Productivity—  
Alain Serais ..... Show Floor, Room 1

3:00 pm – 5:00 pm

Student Chapter Summit..... SDCC

3:30 pm – 4:20 pm

**ET-6** Arc Flash Mitigation & NEC Code and Compliance—  
Ted Hamilton, Marty Triette ..... Show Floor, Room 2

5:00 pm

Daily Prize Drawing .....Show Floor

6:00 pm – 6:45 pm Academy Reception

(Invitation Only) .....Evans Garage

6:45 pm – 8:00 pm ELECTRI International

Reception (Invitation Only) .....Evans Garage

## Monday, October 24

7:00 am – 8:00 am

Marketing Committee/Energy Solutions  
Task Force Breakfast..... SDCC

7:00 am – 8:00 am

Workforce Development Committee Breakfast..... SDCC

7:00 am – 8:00 am

Codes & Standards Committee Breakfast ..... SDCC

7:00 am – 8:00 am

Management Committee Breakfast ..... SDCC

7:30 am – 8:30 am

Government Affairs Committee Breakfast..... SDCC

7:30 am – 4:00 pm

Registration ..... SDCC

8:00 am – 8:50 am

**M-15** Alternative Energy Market for the Electrical Contractor  
(based on ELECTRI International Research)—Tom Glavinich .. SDCC

8:00 am – 8:50 am

**M-16** Succession Planning as a Management Strategy—  
Karl F. Borgstrom..... SDCC

8:00 am – 8:50 am

**M-17** Alternative Energy Projects—Rules and Regulations You  
Must Know to Assess Business Opportunities—  
Allen W. Estes, III, J. Craig Rusk ..... SDCC

8:00 am – 8:50 am

**M-18** Surviving Today's OSHA—Joe O'Connor..... SDCC

8:00 am – 9:50 am

**M-19** What You Don't Know About LED Lighting Can Hurt Your  
Business—John W. Curran..... SDCC

9:00 am – 9:50 am

**M-20** OSHA Partnership: What are the Benefits of the OSHA  
ET&D Strategic Safety Partnership for All Line Contractors—  
Panel Presentation ..... SDCC

## SCHEDULE AT A GLANCE

9:00 am – 9:50 am

**M-21** Alternative Energy Market for the Electrical Contractor  
(based on ELECTRI International Research) —Tom Glavinich .. SDCC

9:00 am – 9:50 am

**M-22** Succession Planning as a Management Strategy—  
Karl F. Borgstrom..... SDCC

9:00 am – 9:50 am

**M-23** Alternative Energy Projects—Rules and Regulations You  
Must Know to Assess Business Opportunities—  
Allen W. Estes, III, J. Craig Rusk ..... SDCC

9:00 am – 9:50 am

**M-24** Surviving Today's OSHA—Joe O'Connor..... SDCC

9:00 am – 9:50 am

**M-25** What You Don't Know About LED Lighting Can Hurt Your  
Business—John W. Curran..... SDCC

10:00 am – 11:30 am

Lifestyle Program—A Walk on the Wild Side  
with Joan Embery..... SDCC

10:00 am – 11:30 am

Labor Relations Special Session..... SDCC

10:30 am – 4:00 pm

Showstopper Showcase ..... SDCC

11:30 am – 4:00 pm

Trade Show Hours..... SDCC

11:30 pm – 2:00 pm

Lunch (requires ticket)..... SDCC

12:00 pm – 12:50 pm

**GT-2** Green Home and Business: Integrating Alternative Energy  
into Residential and Commercial Structures—  
Scott Margolin ..... Show Floor, Room 1

12:30 pm – 1:20 pm

**GT-3** Total Light Management—  
Lutron Electrics & the NJATC..... Show Floor, Room 2

1:00 pm – 1:50 pm

**ET-7** A Quantum Leap in Layout & BIM Integration—  
Todd Liebbe..... Show Floor, Room 1

1:30 pm – 2:20 pm

**GT-4** Electric Vehicle Supply Equipment (EVSE)—  
Karl Griffith ..... Show Floor, Room 2

2:00 pm – 2:50 pm

**ET-8** How to Use the iPad for Profitable Project Management—  
Karl Rajotte..... Show Floor, Room 1

2:30 pm – 3:20 pm

**ET-9** Lithium-Ion Innovation in Cordless Power Tools—  
Kevin Arnold ..... Show Floor, Room 2

3:00 pm – 3:50 pm

**ET-10** Proposed New Accounting Rules: What You Need to  
Know—Steven D. Lords..... Show Floor, Room 1

4:00 pm – 5:00 pm

NECA Women's Peer Group Reception (Invitation Only)..... SDCC

4:00 pm – 5:00 pm

Future Industry Leaders Reception (Invitation Only).....SDCC

4:00 pm

Daily Prize Drawing .....Show Floor

### Tuesday, October 25

7:00 am – 8:00 am

NECA Women's Peer Group Breakfast (Invitation Only)..... SDCC

7:30 am – 2:30 pm

Registration ..... SDCC

8:00 am – 8:50 am

**M-26** NECA Mentoring Program: A “Win-Win” for Mentors and  
Protégés—Karl F. Borgstrom..... SDCC

8:00 am – 8:50 am

**M-27** Strategies to Win in Today's Market—  
Howard E. Hyden ..... SDCC

8:00 am – 8:50 am

**M-28** Managing Electric Vehicle Supply Equipment  
Installations—Michael J. Johnston..... SDCC

8:00 am – 8:50 am

**M-29** Action Alert: Government Affairs Update & Tax Incentives  
for the Electrical Industry—  
Lake Coulson, Kristen McDonough ..... SDCC

8:00 am – 8:50 am

**M-30** Business Development—Moving Forward in 2011—  
Karen Prescott..... SDCC

9:00 am – 10:15 am

Closing General Session—Steve Farber ..... SDCC

9:30 am – 1:30 pm

Showstopper Showcase ..... SDCC

10:30 am – 2:30 pm

Trade Show Hours..... SDCC

11:00 am – 1:15 pm

Lunch (requires ticket)..... SDCC

11:00 am – 11:50 am

**ET-11** New Educational Tools Streamline Learning—  
Thomas & Betts ..... Show Floor, Room 1

12:00 pm – 12:50 pm

**IT-1** Cost Effective IPTV Services: Risks and Rewards—  
Rod Ballard ..... Show Floor, Room 1

12:30 am – 1:20 pm

**GT-5** The Future of Visible Light Communication—  
David G. Sexton ..... Show Floor, Room 2

2:00 pm

Prize Drawing .....Show Floor

2:45 pm – 4:45 pm

Safety Roundtable..... SDCC

8:00 pm

Closing Celebration—Al Jardine &  
The Endless Summer Band..... North Embarcadero

All times subject to change.





# It's a match!

Your needs. Our services. We used input from thousands of contractors to become your single source for what matters most to the bottom line.

**Graybar is good for business.**

## Wire Management

Graybar can assist with managing the delivery of copper or aluminum conductor wire for a customer on a jobsite or within their facility. Graybar's services are flexible, custom-tailored programs enabling customers to have the products available when and where they need them. **Save up to 6.5% on Jobsite Labor**

## Graybar SmartStock Select

Graybar offers a fully automated, 24/7 inventory management solution powered by third-party software. Features include automated order replenishment, cycle counting, locator maintenance and a host of usage reports. **Save up to 13% on Operations and Office Costs, and 1% on Jobsite Labor**

## Summary Billing

Graybar can provide a summary of all customer invoices in a single report. **Save up to 10% on Operations & Office Costs**

**Disclaimer on Saving:** The estimated savings are based on total labor, operations, and office costs. These estimates are based on a study prepared by Dr. Perry Daneshgari of MCA. The cumulative value of savings may vary due to overlap of effort expended in the performance in individual tasks. **Office:** Management, Estimation, Purchasing, and Accounting are the primary departments. **Operations:** Warehouse functions that are usually in the contractor's shop where materials are stocked, stored, kitted, and staged for use at job sites. **Jobsite:** The costs associated with the actual construction site.

*Proud Supporter of NECA*



# TOURS

## MCAS Miramar & Lunch with the Marines!

**Fri, Oct. 24, 8:45 am–12:45 pm** **\$98**  
Take off for the afternoon with the real pilots of “TOP GUN” at Top Gun’s birthplace and premier training facility MCAS MIRAMAR FIGHTERTOWN USA! Have lunch in the Officer’s Club area where the “You’ve Lost That Lovin’ Feeling” scene was filmed. And after this larger-than-life experience, you may just leave reality to join the Marine Corps and become the next “Maverick,” “Ice Man,” or “Goose!” After lunch, visit an actual working hangar and get an up-close look at one of many fighter/strike aircraft. (Cameras are allowed, but no shots of the cockpits!)

## A Day with Shamu—Sea World!

**Fri, Oct. 21, 10:00 am–3:00 pm** **\$125 adult/\$115 child**  
Sea World of California is 150 acres of fun, fish and other aquatic mysteries. The first and original Sea World, this marine life and entertainment park is located on San Diego’s beautiful Mission Bay, featuring six major shows and dozens of fascinating exhibits containing marine life from around the globe, including the world’s largest live shark exhibit and the Penguin Encounter. Sea World’s star attraction is Shamu, the performing three-ton killer whale. Other trained performers include sea lions, seals, bottlenose dolphins, otters and a walrus.

## Kayaking in La Jolla

**Fri, Oct. 21, 10:00 am–2:00 pm** **\$75**  
A kayak tour of the La Jolla Sea Caves is a must while visiting San Diego. Witness the abundant wildlife and amazing views of La Jolla Cove with your guide who is an amateur naturalist. As you kayak up to the caves at La Jolla Shores, you may see dolphins, sea lions, seals, leopard sharks, garibaldi, sting rays, bat rays, brown pelicans, and cormorants swimming alongside you as well!

## San Diego by Land and Sea

**Fri, Oct. 21, 10:00 am–3:00 pm** **\$49**  
See San Diego as this beautiful city should be seen, from land and from sea. Your tour will wander through the historic Gaslamp Quarter, originally developed by Alonzo Horton in 1854. Balboa Park, with its museums and galleries housed in buildings of Spanish-Moorish architecture dating back to the 1915 Pan-American Exposition, will be highlighted. Then “come aboard” for a one-hour narrated tour of San Diego’s Big Bay. Enjoy views of Coronado, North Island Naval Air Station, the Embarcadero and Cabrillo National Park that can only be seen from sea. Back on land, continue to picturesque “Old Town”—the first European settlement in California—where you will have some free time to admire the unique shops.

## A Walk Through Time in the Gaslamp Quarter

**Fri, Oct. 21, 10:00 am–1:00 pm** **\$39**  
The Gaslamp Quarter of San Diego boasts 90 buildings listed on the National Register of Historic Buildings—and the collection of interesting and colorful characters that built, lived and worked in the buildings is almost as extensive and certainly as interesting! Among them are Alonzo E. Horton, Wyatt Earp, Ah Quin, Police Chief Keno Wilson, and the notorious madam Ida Bailey. This tour vividly recreates the late 1800’s when the city near the waterfront fell into disrepair and the Stingaree district flourished. Learn about the marketing secrets of the naughty ladies of the Stingaree and discover the haunts of famous former resident Wyatt Earp. The tour also highlights many of the best Victorian-style commercial buildings constructed in the years between the Civil War and World War I. Finish the tour with a stop at Ghirardelli Chocolate factory (in business since 1852) for an old-fashioned, out-of-this-world ice cream sundae with your choice of toppings!

## Yoga

**Sat, Oct. 22, 7:30 am–8:30 am** **\$20**  
Morning Yoga classes will be held on the grass behind Seaport Village. This class of Hatha Yoga provides an in-depth understanding of basic Yoga. Emphasis is on the individual student’s relationship to a posture, dynamic movement into postures and coordination of breath and movement to achieve deep inner relaxation and unity of body, mind, and spirit while building a strong, more flexible body. Comfortable workout clothes recommend!

## The Museums of Balboa Park

**Sat, Oct. 22, 10:00 am–3:00 pm** **\$75 adult/\$68 child**  
Balboa Park, the cultural heart of San Diego, has more than 1,100 acres of sprawling green vistas. At the center of the Park is a cultural complex of fifteen museums and galleries, second in size only to the Smithsonian. This unique urban park is renowned for its brilliant displays of seasonal flowers, shady groves of trees and meandering paths through rolling lawns. The museums are housed in magnificent Spanish Colonial Revival buildings, and serve as reminders of the two world’s fairs that brought Balboa Park to the attention of the world. Visit up to four museums and view an impressive Omnimax film at the Reuben H. Fleet Theater.

## La Jolla Coast Walk & Stephen Birch Aquarium

**Sat, Oct. 22, 10:00 am–3:00 pm** **\$60**  
Join a Scripps Naturalist along the famed La Jolla coastline and learn about its history, marine life, and kelp beds. Enjoy some of the loveliest ocean views in southern California, and experience close encounters with pelicans, cormorants, and harbor seals. Explore the Stephen Birch Aquarium-Museum, the country’s largest oceanographic museum, and learn about water, air, land, and life through interactive displays. Outdoors, you’ll discover a demonstration tide pool inhabited by local sea creatures.

## San Diego Safari Park

**Sat, Oct. 22, 10:00 am–4:00 pm** **\$85 adult/\$75 child**  
The San Diego Safari Park is a 1800-acre wild life preserve where 2200 animals roam free and is noted for its breeding programs dedicated to the re-introduction of endangered species to their native habitats. Join the Africa Tram Safari tour and get a glimpse of the amazing mix of habitats, animals, and cultures on that continent. A guide will fill you in on the animals at the Park, and point out interesting behaviors in the large field exhibits. All your favorites are here: curious giraffes, massive rhinos, graceful gazelles, and impressively horned antelope.

## Sailing on San Diego Bay

**Sat, Oct. 22, 12:00 pm–4:00 pm** **\$155**  
Sail in a regatta in San Diego, the host city of the 1995 America’s Cup! On swift 37-foot sailboats, you’ll have the time of your life while enjoying the scenery of San Diego Bay. This unique, hands-on yacht experience requires no prior sailing experience and takes place on the flat, sheltered waters of the bay making it enjoyable for all participants. Professional captains aboard each yacht help guests participate as much or little as desired in sailing the boats including taking a turn at the helm.

## Vintage Vineyards Tour—A Trip to Temecula

**Mon, Oct. 24, 9:00 am–4:00 pm** **\$90**  
One hour north of San Diego County, nestled in the Rainbow Gap, is the beautiful wine-producing region of Temecula Valley. This vineyard excursion will include a tour and tasting at one winery, a tasting at a second winery, and free time to have lunch.

## Behind The Scenes at the San Diego Zoo

**Mon, Oct. 24, 9:30 am–2:30 pm** **\$85 adult/\$75 child**  
See the San Diego Zoo the way everyone wishes they could—from behind the scenes! This is an exclusive, 90 minute tour that’s filled with experiences and information you couldn’t get anywhere else. This special tour includes a private bus tour and a visit to one off-exhibit area. After your tour, enjoy exploring the Zoo’s grounds, home to more than 4000 rare and endangered animals.

## Seaport to Seaside Biking

**Mon, Oct. 24, 10:00 am–2:00 pm** **\$69**  
A more ideal coastline biking venue is hard to imagine. Bike to the Ferry for a quick ride to Coronado Island, and then follow the bike paths sandwiched between the San Diego Bay and the Pacific Ocean to the famous “Silver Strand.” Guides educate participants on fascinating Coronado history. Pedal on towards the famed Hotel Del Coronado and its expansive beach. From there, it’s a short glide back to the dock for the return Ferry ride across the Bay, finishing up back at your hotel.

View complete tour details at [www.necaconvention.org](http://www.necaconvention.org)





## REGISTERING FOR NECA 2011 SAN DIEGO: IT MAKES PERFECT BUSINESS SENSE

Where else you can participate in education sessions geared to the needs of NECA contractors, connect with manufacturers and service providers you rely on, and meet up with your fellow NECA contractors? No where else but NECA 2011 San Diego! And, you get all that knowledge and face-to-face networking in just three days, meaning fewer days out of the office, lower travel costs, and immediate results...at an \$800 savings!

**Member registration fee for NECA 2011 San Diego includes:**

Five Management Education sessions (250 minutes)	\$525 value
Three lunches on the Trade Show floor	\$125 value
Opening reception with heavy hors d'oeuvres and beverages	\$325 value
Closing celebration	\$100 value
Three General Sessions	\$195 value
Lifestyle Program	\$120 value
Fourteen hours of exclusive Trade Show access	\$250 value
Technical Workshops on the Trade Show floor	\$105 value

Value of NECA 2011 San Diego	\$1,745.00
Full member registration	- \$925.00
<b>Actual Member savings</b>	<b>\$820.00</b>

**We look forward to seeing you October 22-25!**

I t ' s O u r B u s i n e s s

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t o P r o t e c t Y o u r s ®

**Federated offers insurance protection products and services\*\* designed to meet the needs of business owners:**

**Products**

- Property
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- Liability
- Umbrella
- Workers compensation
- Group health
- Life, disability, annuities

**Services**

- Regular coverage review
- Risk management services
- Claims services
- Business succession and estate planning assistance

\*\* Products and services may not be available in all states, nor meet all the needs of every business owner. Contact your Federated representative for more information.



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# NEW THIS YEAR: CUSTOMIZE YOUR EXPERIENCE WITH A LA CARTE AND WEEKEND PACKAGES!

We’re making it easier than ever to access the education, networking, and new products and technologies you need to help your business grow. NECA members can choose from two new weekend packages that encompass a range of NECA Convention and Trade Show offerings, or members and non-members alike can fully customize their time at NECA 2011 San Diego with the a la carte menu!

## Weekend Packages (NECA members only)

### Package #1:

Includes: Energy Forum, Opening Reception, Sunday General Session, Sunday Management Seminar, Sunday Tradeshow lunch, Sunday Daily Prize tickets, Sunday Tradeshow pass, Sunday Technical Workshops, and Sunday Showstopper Showcase

\$549

### Package #2:

Includes: Energy Forum, Sunday General Session, Sunday Management Seminar, Sunday Tradeshow lunch, Sunday Daily Prize tickets, Sunday Tradeshow pass, Sunday Technical Workshops, and Sunday Showstopper Showcase.

\$449

## A La Carte

■ Pre-Convention Workshops	Workshop prices vary (see pages 12–13)
■ Energy Forum	
Member	\$249
Member with Full Convention Registration	\$129
Non-member	\$599
■ Opening Reception	\$200
■ Management Seminars (all 3 days)	\$525
■ Lunch on the Trade Show Floor (per day)	\$28
■ Trade Show only (Includes Technical Workshops & Showstopper Showcase)	\$85

# REGISTRATION AND HOUSING FORM

REGISTER BY SEPTEMBER 19, 2011 TO RECEIVE YOUR BADGE BY MAIL.\*

## IDENTIFICATION (REQUIRED)

Chapter Affiliation \_\_\_\_\_  
 NECA Member ID# \_\_\_\_\_ Individual ID# \_\_\_\_\_  
 Registrant Name \_\_\_\_\_  
 (LAST, FIRST, MI)  
 Nickname for Badge \_\_\_\_\_  
 Title \_\_\_\_\_  
 Company Name \_\_\_\_\_  
 Mailing 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 (see page 27, box 1 for details)

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

☐ Check Enclosed ☐ American Express ☐ MasterCard ☐ Visa  
 Account No. \_\_\_\_\_  
 Exp. Date \_\_\_\_\_ Card Verification # \_\_\_\_\_  
 Name \_\_\_\_\_  
 (AS IT APPEARS ON CARD)  
 Signature \_\_\_\_\_

## ACCOMMODATIONS DEADLINE FOR ROOM RESERVATIONS IS SEPT 19. EARLY RATES EXPIRE AUG 29.

Hotel arrangements handled by NECA Housing/Convention Management Resources (CMR)  
 Arrival Date \_\_\_\_\_ am/pm Departure Date \_\_\_\_\_ am/pm  
 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 \$500**

Total Deposit \$ \_\_\_\_\_

☐ Check Enclosed ☐ 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 1100 • 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 27)

Includes Management Seminars and Trade Show

	Registrant	Spouse
Early Registration (BY AUGUST 29) Classifications 1-7	\$925 <input type="checkbox"/>	\$360 <input type="checkbox"/>
Classification 8	\$1,350 <input type="checkbox"/>	\$1,350 <input type="checkbox"/>
Regular (AFTER AUGUST 29) Classifications 1-7	\$995 <input type="checkbox"/>	\$400 <input type="checkbox"/>
Classification 8	\$1,350 <input type="checkbox"/>	\$1,350 <input type="checkbox"/>
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 12-13)

Includes Trade Show

	Registrant	Spouse
2-HOUR COURSES		
<input type="checkbox"/> PW-5, \$89	\$ <input type="text"/>	\$ <input type="text"/>
<input type="checkbox"/> PW-6, \$89		
<input type="checkbox"/> PW-9, \$89		
4-HOUR COURSES		
<input type="checkbox"/> PW-1, \$145		
<input type="checkbox"/> PW-2, \$145		
<input type="checkbox"/> PW-7, \$145	\$ <input type="text"/>	\$ <input type="text"/>
<input type="checkbox"/> PW-8, \$145		
<input type="checkbox"/> PW-11, \$145		
8-HOUR COURSE		
<input type="checkbox"/> PW-10, \$250	\$ <input type="text"/>	\$ <input type="text"/>
2-DAY COURSE	\$ <input type="text"/>	\$ <input type="text"/>
<input type="checkbox"/> PW-3, \$450		
3-DAY COURSE	\$ <input type="text"/>	\$ <input type="text"/>
<input type="checkbox"/> PW-4, \$500		

### 4 MANAGEMENT SEMINARS ONLY (pages 14-15)

Includes Trade Show

	Registrant	Spouse
MANAGEMENT FEES, \$525	\$ <input type="text"/>	\$ <input type="text"/>

### 5 TRADE SHOW ONLY

	Registrant	Spouse
TRADE SHOW ADMISSION, \$85	\$ <input type="text"/>	\$ <input type="text"/>

### 6 TOTAL NECA FEES

	Registrant	Spouse
Add Totals from 2, 3, 4, 5	\$ <input type="text"/>	\$ <input type="text"/>

### 7 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 1100 • San Francisco, CA 94105

TO REGISTER ONLINE, GO TO [WWW.NECACONVENTION.ORG](http://WWW.NECACONVENTION.ORG) • FOR ASSISTANCE WITH ONLINE REGISTRATION, CALL 415-979-2291.  
 FOR WEEKEND PACKAGE AND A LA CARTE REGISTRATION, VISIT [WWW.NECACONVENTION.ORG](http://WWW.NECACONVENTION.ORG)

## 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.

\*\*First time Convention attendees receive a \$100 discount on full registration (by fax or mail only).

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

### 2 NECA CONVENTION FEES

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: Opening Reception, 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 29, 2011.

If you live in the San Diego area and/or staying with family or friends, you do not have to pay the out of room block fee. This fee is **only for those staying in a hotel that is not part of NECA's hotel block.**

### 3 PRE-CONVENTION WORKSHOPS

For descriptions of the Pre-Convention Workshops, please see Pages 12 and 13.

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 14 and 15), please check the appropriate box (Registrant or Spouse) and enter the flat fee of \$525. 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 \$85 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.**

### 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 September 19, 2011 to receive your badges in the mail. Trade Show badges, as well as badges for forms received after September 19, 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.**

**Cancellation policy:** All registration cancellations must be made in writing (by mail or by email: [necareg@cmrus.com](mailto:necareg@cmrus.com)). Full Convention Registration and Management Seminar fees will be refunded if the written request is postmarked no later than August 29, 2011. Between August 30 and September 19, 2011, a \$100 fee will be charged for each full registration cancellation. After September 19, 2011, 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 22.**

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 1100  
San Francisco, CA 94105  
1-800-368-6322 tel  
1-415-293-4745 fax

## CONVENTION ONLINE INFORMATION AND REGISTRATION

Take advantage of the quickest way to find out everything you need to know about **NECA 2011 San Diego** and while you're on the site, you can use our easy online registration system to avoid delays and get immediate confirmation of your registration. 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, 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](http://www.necaconvention.org)

### EARLY REGISTRATION

(ON OR BEFORE AUGUST 29, 2011)

	REGISTRANT	SPOUSE
Member	\$925	\$360
Non-Member	\$1,350	\$1,350

### REGULAR REGISTRATION

(AFTER AUGUST 29, 2011)

	REGISTRANT	SPOUSE
Member	\$995	\$400
Non-Member	\$1,350	\$1,350

### REGISTERING CHILDREN

Registration for children attending the NECA Show must be completed online. Children may visit the Trade Show floor all three days, but must be registered and accompanied by a responsible adult at all times. Please visit [www.necaconvention.org/child](http://www.necaconvention.org/child) for options.





# EXHIBITOR LIST

There are many ways to get product and supplier information, but only the NECA Show allows you to test a manufacturer or distributor's claim easily and on your schedule. Seize the opportunity to directly examine the product or technology, ask face-to-face questions, and compare its 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 May 13, 2011

- |  |   |  |
|--|---|--|
| 3M   | Falcon Electric, Inc.                                     | Original Cinch Clamp Corporation                 |
| Access Hardware Supply                               | Federated Insurance                                       | Osram Sylvania                                   |
| Accubid, a Division of Trimble                       | FireLite Alarms   | Oswego Creative                                  |
| Acuity Brands  | Flir Systems /EXTECH Instruments                          | Platt Electric Supply                            |
| A-D Technologies                                     | Fluke Corporation   | Panduit Corp.                                    |
| ADI  | Foundation Software                                       | PCI—Division of M.J. Electric, LLC               |
| AEMC Instruments                                     | Galvan Industries, Inc.                                   | Pearson  |
| Alcan Cable  | Gardner Bender  | PeerAssist, LLC                                  |
| Alumen8  | GE Energy   | PEP Stations, LLC                                |
| American Connectors Inc.                             | Generac Power Systems                                     | PG LifeLink                                      |
| American Express Open                                | Gensco Equipment  | Philips Color Kinetics                           |
| American Technical Publishers, Inc.                  | Get The Point   | Power & Tel                                      |
| Amprobe  | GEXPRO  | Precision—Paragon (P2)                           |
| Anixter  | GM Fleet and Commercial                                   | ProEst Estimating Software                       |
| A-Rise Pipe Support                                  | Grainger  | Project DocControl                               |
| Aramark Uniform Services                             | Graybar   | Protective Industrial Products                   |
| Arlington Industries                                 | Greenlee, A Textron Company                               | Quick Cable Corp                                 |
| ASCO   | Hansen Supply Co.   | RAB Lighting                                     |
| Atkore: Allied Tube & AFC Cable Systems, Inc.        | Harger Lightning & Grounding                              | Rectorseal                                       |
| AVO Training Institute, Inc.                         | Helmets to Hardhats                                       | RELECTRIC  |
| Bad Dog Tools  | Hercules Industries                                       | Rexel, Inc.                                      |
| Bidtracer—Specialty Software Group LLC               | High Voltage Inc.   | Rite in the Rain                                 |
| BlueVolt   | Highline Products   | Riverside Manufacturing Co.                      |
| Bridgeport Fittings                                  | Hi-Line Utility Supply                                    | Rize Enterprises                                 |
| Buckingham Mfg.                                      | Hioki USA Corporation                                     | Royal Pipe Systems                               |
| Burndy   | Honeywell Power Products                                  | Sage   |
| CableOrganizer.com                                   | Howard Lighting   | Salisbury by Honeywell                           |
| Carhartt Workwear at Rugged Outfitters               | IBEW / NECA / LMCC  | San Diego Electrical Training Center             |
| CBM Lighting Mfg.                                    | Ideal Industries, Inc.                                    | Schneider Electric                               |
| Cementex Products, Inc.                              | ILSCO   | SeaBright Insurance Company                      |
| Cerro Wire LLC—Electrical Distribution Division      | International Association of Electrical Inspectors (IAEI) | Security + Life Safety Systems magazine          |
| Cert-In Software Systems, Inc.                       | Intertek  | Siemens Industry, Inc.                           |
| Channellock, Inc.                                    | Jerry's Electric, Inc.                                    | Siemens Industry, Inc.—IA                        |
| Charles J. Krasnoff Electrical Estimating            | King Innovation   | SmartGuard Products Inc.                         |
| CLC Lodging  | Klein Tools, Inc.   | Snake Tray                                       |
| Colonial Engraving Co. Inc.                          | Knipex Tools Inc.   | SolarWorld Americas, LLC                         |
| ConEst Software Systems                              | Kohler Co.  | Solon Manufacturing Company                      |
| Construction Financial Management Association (CFMA) | L.H. Dottie Company                                       | Southwire/Maxis                                  |
| Constructive Insight, Inc.                           | Legrand   | S-P Products                                     |
| Contractors Choice Inc.                              | Leviton Mfg. Co., Inc.                                    | Sta-Down Conduit Retaining Device                |
| Copper Development Assoc. Inc.                       | Lutron Electronics  | Stark Safety Consultants                         |
| Cree LED Lighting                                    | LVX System  | Strip Technology, Inc.                           |
| Crescent Electric Supply                             | Material Management Software, Inc.                        | Sumitomo Electric Lightwave—FutureFLEX Air-Blown |
| Cummins Onan   | MaxCell   | Network Solutions                                |
| Current Tools, Inc.                                  | Maxwell Systems Inc.                                      | Summit Technology, Inc.                          |
| Dabmar Lighting Inc.                                 | McCormick Systems, Inc.                                   | Superior Essex                                   |
| DC Power Systems/ Solar Depot                        | Megger  | T & R Electric Supply                            |
| Delmar Cengage Learning                              | Milspec Industries  | Task Lighting Corp.                              |
| Dexter + Chaney                                      | Milwaukee Electric Tool Corp.                             | TE Connectivity                                  |
| Discrete Wireless, Inc.                              | Molex (Woodhead)  | (formerly Tyco Electronics/Energy/Solar)         |
| Eaton Corporation                                    | Musco Lighting  | Technical Sales International, LLC               |
| EC&M Electrical Wholesaling (Penton Media, Inc.)     | National Electrical Manufacturers Association (NEMA)      | TenCate Protective Fabrics                       |
| Edwards Manufacturing Company                        | National Purchasing Partners                              | The M. K. Morse Company                          |
| ELECTRI International                                | NEC Avio Infrared Technologies                            | Thomas & Betts                                   |
| Electrical Advertiser, The                           | NECA Codes & Standards                                    | Trade Service                                    |
| Electrical Contractor Magazine                       | NECA Government Affairs                                   | Triple Crown Products                            |
| Electrical Industry Training Institute—EITI          | NECA Labor Relations/CIR                                  | Underground Devices Inc.                         |
| Electrical Solutions                                 | NECA Management Education Institute (MEI)                 | Underwriters Laboratories (UL)                   |
| ElectricSmarts / NetPricer                           | NECA Marketing Services                                   | Utility Equipment Leasing Corp.                  |
| ElectricTV.net                                       | NECA San Diego Chapter                                    | Verve Living Systems                             |
| E-Mon  | NECA Services   | Vision InfoSoft                                  |
| EncapSulite International, Inc.                      | NECA Student Chapters                                     | WarmlyYours.com, Inc.                            |
| Encore Wire Corporation                              | Networkfleet, Inc.  | Werner Co.                                       |
| ERICO  | NFPA (National Fire Protection Association)               | WESCO Distribution Inc.                          |
| Ericson Manufacturing Company                        | Nissan North America                                      | Westex Inc.                                      |
| ExakTime   | NJATC   | Wheatland Tube Company                           |
| Extron Electronics                                   | Northwest Lighting Systems Co.                            | WindTronics                                      |
|  | Oldcastle Precast Enclosure Solutions                     | Wiremaid USA, Division of Vutec Corp.            |