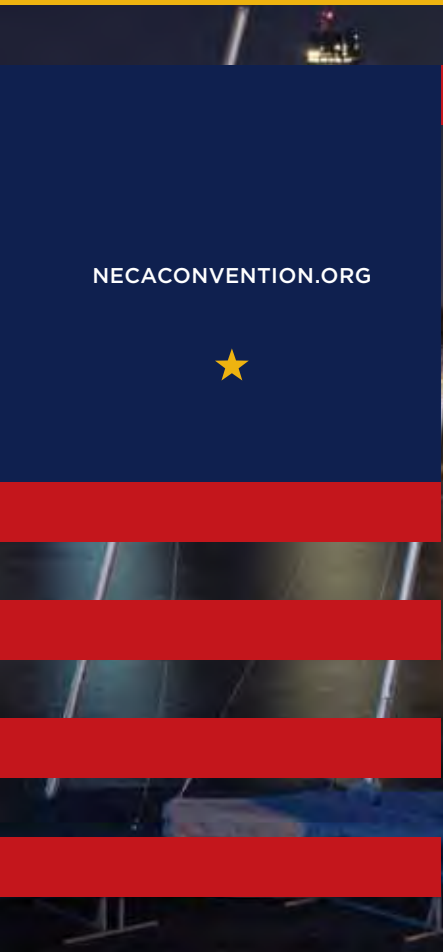




NATIONAL CONVENTION | OCTOBER 2-5, 2010



NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION

NECACONVENTION.ORG



BOSTON



Welcome to Boston!

Welcome to Opportunity!

NECA's 2010 Convention and Trade Show returns to one of America's favorite cities, this time at Boston's new state-of-the-art convention center, the Boston Convention and Exhibition Center (BCEC).

NECA Premier Partners



NECA Official Partner



At a time when new technology, trends and economic realities are changing your industry, preparing for the future has never been more important. That's why NECA is pleased to bring together an incredible array of opportunities for the electrical construction industry at the 2010 NECA Convention and Trade Show in Boston.

Just as NECA's Convention and Trade Show encourage you to explore the opportunities available in this changing market for your company, Boston encourages you to explore America's past, present and future—on foot, on bicycle, or on the water.

And just as there are many different ways to move around the city, there are many paths your company can take to successfully navigate the market forces reshaping the industry. NECA brings together the experts and innovators to help you determine the right course to bring your company through the economic downturn and take advantage of growing trends such as design-build, energy solutions, smart grid technology, and building information modeling.

Boston is the best place to explore the past, examine the present and plan for the future. So whether you decide to hike the Freedom Trail, take advantage of world-class cuisine and culture, or get out on the water, you will feel the story of America's beginning lifting your spirits to explore the possibilities and tap into the resources we've brought together for you at **NECA 2010 Boston**.





NECA 2010 BOSTON OPPORTUNITIES IN EDUCATION

You know the industry has changed, but do you know how to make that change work to your company's advantage? NECA's Convention and Trade Show are the leading events for the electrical construction industry, featuring classroom and hands-on education, active networking opportunities and open discussion forums where electrical contractors can address the critical issues facing their industry.

We've pulled everything together at **NECA 2010 Boston** for you to learn how to get the most out of your work force, emerging markets, innovations and better communication technology.

At **NECA 2010 Boston**, electrical construction professionals will learn from industry experts about the business practices and building technology that can directly benefit their companies:

- ★ Energy audits as a customer service and gateway to new business
- ★ "Creating your own work" model to expand your client base
- ★ Solar, wind and alternative energy solutions
- ★ Building Information Modeling (BIM)
- ★ Safety programs that save you money
- ★ LEED and the electrical contractor's role
- ★ How to get more design-build work
- ★ Tapping into ARRA stimulus fund projects
- ★ Power quality
- ★ Building automation and controls
- ★ Cost-efficient methods and processes

Revolutionary Power. Renewable Solutions.

The training sessions on solar installation and new products are the best in the industry. If you miss those, your company is going to miss new business opportunities.

—Tim Ehmann,
O'Connell Electric,
Victor, NY



LABOR RELATIONS

Special General Session

Monday, October 4, 2010 • 10:00am – 11:15am • BCEC

Along with innovation, Labor Relations continues to shape our evolving industry. NECA will take a hard look at the labor 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.



OPENING GENERAL SESSION

Adventures in Deep Sea Exploration: Living the Dream

Sunday, October 3, 2010 • 10:15am – 11:30am • BCEC

When times are tough, it's great to hear from an innovator who has explored the depths and found something that was feared to be lost forever.

Best known for his 1985 discovery of the Titanic, deep-sea explorer Dr. Robert Ballard will be the opening general session speaker at NECA 2010 Boston.

Dr. Ballard has also tracked down other significant shipwrecks, including the German battleship Bismarck, the lost fleet of Guadalcanal, and PT 109, John F. Kennedy's boat. In addition to being a National Geographic Society explorer in residence and a commissioner on the U.S. Commission on Ocean Policy, Ballard is the founder and head of the Institute for Exploration at Mystic Marinelife Aquarium in Mystic, Connecticut.

As an explorer, discoverer and historian, Dr. Ballard's fascinating journeys can teach us a great deal about our past and encourage us to take a deeper look into the unknown.





CLOSING GENERAL SESSION

Black Hawk Down: Finding Inspiration in Adversity

Tuesday, October 5, 2010 • 9:00am – 10:15am • BCEC

Chief Warrant Officer Michael J. Durant was a battle-hardened flight leader and instructor pilot when his MH-60 Blackhawk was blasted out of the sky over Mogadishu, Somalia, on October 3, 1993. He was held hostage by the enemy for 11 excruciating days. His story is told in the acclaimed book *Black Hawk Down* and the major motion picture of the same name.

A master aviator and highly decorated soldier, Durant will share his story and insight at NECA's Closing General Session. The author of *In the Company of Heroes* will tell the audience in his own words what his experience taught him. He illustrates the power of teamwork, leadership, and change through awe-inspiring stories and visuals.



The 2009 Green Energy Challenge first-place team from the University of Washington with NECA President Rex Ferry.

ELECTRI International TALENT INITIATIVE

Second Annual Green Energy Challenge Finalists Present at NECA 2010 Boston

Saturday, October 2, 2010 • 2:00pm – 4:00pm • BCEC

Since ELECTRI International launched the Talent Initiative in 2008, we have made significant strides in growing NECA's student chapters and expanding the professional and mentoring opportunities our members and chapters can offer the next generation of industry leaders.

This year, teams are challenged to identify a manufacturing facility in their community that is in need of energy-efficiency improvements. Students conduct an energy audit of the building power and lighting systems and provide a preliminary design of an energy retrofit for power and/or lighting systems. Teams will also design a new photovoltaic and/or wind energy system for the facility. Written proposals are judged to determine the finalists, and the top three teams will make oral presentations at the NECA Convention to determine the overall winner. Last year's winner was the University of Washington.

Participation in this year's ELECTRI International/NECA Green Energy Challenge has more than doubled from our first Challenge. With 14 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.



Visit
Graybar in
Booth 801

Efficiency

Graybar ESP starts by offering a select group of products from America's leading manufacturers—all designed to improve labor effectiveness, while saving contractors time and money.

Safety

Now more than ever, safety on the jobsite is critical to winning more business. (In fact, a strong safety record is often required to get on an RFP list.) That's why Graybar ESP products are selected for helping labor work not only more efficiently, but safer as well.

Productivity

Today, contractors are pressured to do more with less. To get better results, with the same (or even fewer) resources. We work with contractors to build efficient work plans, including material handling, project design, estimating, scheduling, finance and more.

Graybar ESP shortens the distance between doing and done.

We can help you improve your top line sales and increase your bottom line profitability with Graybar ESP, a set of products and services to help you work with greater efficiency, safety and productivity.

Learn more about how Graybar works to your advantage at graybar.com or call 1-800-GRAYBAR (during normal business hours or after hours for emergency service).





Photo by Justin Moore

Photo by Justin Moore

OPENING RECEPTION

A Grand-Slam Night Out at Jillian's!

Saturday, October 2, 2010 • 7:30pm – 9:30pm

Get your NECA team spirit going for a fun-filled, entertainment-packed evening at Jillian's—a great location with a great view of all the action at Fenway Park while one of the greatest rivalries in baseball plays out as the Red Sox host the Yankees!

Dress in anything from diamonds to denim, jerseys to jeans, and board NECA buses where you'll receive the VIP treatment as the Boston Police Department provides an escort through the game-day traffic near Fenway. You'll be dropped off at Jillian's door, where you can explore three floors of amazing entertainment with surprises around every corner! Dance the night away to live bands or enjoy your favorite hits with a great DJ. Jillian's also offers more excitement with 18 lanes of bowling, more than 40 billiards tables and live sports on the bank of TVs at the bar.

Taste celebrity chef Bill Starbuck's creations at gourmet stations serving upscale hors d'oeuvres and ballpark fare, along with great cocktails and local beers that put Boston on the culinary map!

And the fun doesn't stop there! Take a break from the action on one of the few rooftop lounges in Boston that overlooks Fenway Park's Green Monster. Have a hand-rolled cigar and enjoy the exclusive view of the Boston skyline. See what your future has in store when you meet with a fortune teller. Remember the evening with a portrait from a local caricaturist. With something different on every floor, a **Grand-Slam Night Out** promises to be one of NECA's best parties ever!



CLOSING CELEBRATION

The Fab Four: A Tribute to the Beatles

Tuesday, October 5, 2010 • 8:00pm • BCEC

The Fab Four goes beyond every other Beatles tribute with its precise attention to detail. With uncanny, note-for-note live renditions of Beatles' songs, the Fab Four will transport you to an amazing blast from the past.

NECA 2010 Boston attendees will hear record-perfect live performances of such classics as "Can't Buy Me Love," "Yesterday," "A Day In The Life," "Penny Lane," "Here Comes The Sun," and "Hey Jude."

Their incredible stage show includes three costume changes representing every era of the Beatles' ever-evolving career. Dance areas and cash bars will help transport the NECA audience back in time to a Beatles concert experience. You don't want to miss this special show!



"The annual NECA Convention & Show is a valuable resource for our company; several of my company key executives will join me this year. The expert education, coupled with new products and services, has continually provided us with solutions that we couldn't find on our own. This exceptional educational opportunity translates to increased productivity and a better bottom line."

—Larry Hurwitz
Broadway Electrical
Company, Inc.
Boston Chapter NECA



THE NECA SHOW IS ABOUT EFFICIENCY, EDUCATION & ANSWERS

NECA Show Hours:

- Sunday, Oct. 3
11:30am – 5:00pm
- Monday, Oct. 4
11:30am – 4:00pm
- Tuesday, Oct. 5
10:30am – 2:30pm

Showstopper Showcase Hours:

- Sunday, Oct. 3
10:30am – 5:00pm
- Monday, Oct. 4
10:30am – 4:00pm
- Tuesday, Oct. 5
9:30am – 1:30pm

The NECA Show is North America's most important electrical construction exposition, and is focused on bringing you more resources than you will find anywhere else. The newest products, services, and innovations will help you be more efficient on the job and on the bottom line.

Are your customers demanding more energy-efficiency solutions? The NECA Show has expanded the Energy Solutions Program because NECA places a high priority on creating a comprehensive strategy for electrical contractors in the energy solutions market. You'll discover new opportunities, including solar, wind, lighting upgrades, controls and more.

Approximately 300 manufacturers and distributors are ready to help electrical professionals of all company sizes and specialties find the products they need to achieve the results they want. In response to your requests, The NECA Show will include heavy equipment manufacturers and outside line products in Boston.

New this year! ELECTRICAL CONTRACTOR magazine's annual Showstoppers has joined forces with the NECA New & Featured Products to provide the industry with even more value. All attendees will be able to see what's "New & Innovative" during the NECA Show, and talk with the manufacturers of the prestigious Showstopper winners.



The NFPA 70E Market Leader.



- SUPERIOR TECHNOLOGY
- PROVEN PERFORMANCE
- PREFERRED COMFORT

INDURA® Ultra Soft® flame resistant fabrics are specified by brand name at global, national and local NFPA 70E compliant companies. Millions of garments made with INDURA® Ultra Soft® are in service worldwide. To see incredible “real-life” arc flash videos, visit our new expanded website www.westexinc.com.



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See us at The NECA Show in Boston at Booth 325!

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 1

8:00 am–12:00 pm, PW-1

Significant Proposed Changes to NFPA 70E 2012

There is little doubt that NFPA 70E continues to grow in acceptance and popularity and has quickly become the *de facto* electrical safety standard. This course, targeted towards electrical contractors, safety professionals, electricians and their supervisors, will explore the most significant changes that were accepted at the Report on Proposals (ROP) meeting by the NFPA 70E Technical Committee for the 2012 edition of NFPA 70E. The course will also look at how these changes could impact the industry.

Instructors: Palmer Hickman – NJATC Director of Code and Safety Training and Curriculum Development; Jerry E. Rivera – NECA Director of Safety
Fee: \$125

8:00 am–12:00 pm, PW-2

NJATC Healthcare Systems

Managing and installing electrical circuits within a healthcare occupancy requires a precise knowledge of the National Electrical Code® (NEC). The NJATC Health Care Systems training program has been developed to promote greater understanding and increase electrical safety for systems in healthcare facilities. This presentation simplifies the often complex subject matter by breaking it down into segments based on the NEC 2008 and will help attendees establish a thorough understanding of the technical and Code requirements that apply to all wiring installations in healthcare facilities.

Instructor: Joseph V. Sheehan, P.E. – NJATC Curriculum Specialist
Fee: \$125

8:00 am–5:00 pm, PW-3

Facilities Energy Audit Education Program, Phase I: The Screening Audit

A joint project of ELECTRI International/IBEW-NECA LMCC California/ASW Engineering

This course will position electrical contractors at the forefront of the rapidly expanding green energy business sector of Comprehensive Facility Energy by educating and training participants in the best practices and most effective techniques to conduct Comprehensive Facility Energy Audits (CFEA) via Facilities Energy Audit Training (FEAT). The FEAT course consists of two phases of technical CFEA application: (1) Initial Energy Audit Screening, and (2) Preliminary Energy Assessment (PEA) Data Collection. This session will leave electrical contractors with skills to identify energy-efficiency project opportunities in commercial, industrial and institutional facilities. Screening Audit training will prepare newly minted auditors to conduct “first blush” high-level assessments of entire facilities. The Screening Audit does not include detailed measurements or testing, but frequently leads to a second phase of the process, the PEA.

Instructors: Mark Toda and Bill Paletski – Pennsylvania Technical Assistance Program at Penn State (PennTAP)
Fee: \$250

10:00 am–12:00 pm, PW-4

Achieving Selective Coordination

This presentation provides a high level review of NECA-700, *Standard for Installing Overcurrent Protection to Achieve Selective Coordination*, a new *National Electrical Installation Standard (NEIS)*. Since selective coordination became a requirement in Articles 517, 700 and 701, there have been many misconceptions and fears about compliance. NECA 700 covers the installation of low-voltage overcurrent protective devices, circuit breakers and fuses rated 600 volts and less for selective coordination in electrical distribution systems for residential, commercial and industrial applications. This course provides a concise review of methods that can be used for designs that achieve selectivity in all levels of the system to minimize blackouts in critical facilities.

Instructor: Gregory W. Massey – Registered Professional Engineer
Fee: \$75

1:00 pm–5:00 pm, PW-5 (Two-day course continues Saturday 8:00 am–3:00 pm)

OSHA 10 for Outside

This course provides an overview of the safety related work practices 29 CFR 1926 Subparts “K, Electrical” and “V” and 29 CFR 1910 Subpart “R, Special Industries” specifically 1910.269 “Electric Power Generation, Transmission and Distribution.” The course objectives are to enhance accident prevention, introduce electrical safety and establish its role in today’s outside electrical industry, and to prepare attendees to understand how to identify basic concepts and techniques of electrical safety-related work practices for line workers. This program also reviews basic electrical safety skills necessary for personnel who may come into contact with or otherwise be exposed to electrical hazards specific to line workers. *This course is a 2-day, 10-hour course that also meets Saturday, October 2 from 8:00 am–3:00 pm. Lunch is included on Saturday.*

Instructor: James A. McGowan – Craft & Technical Training Manager, Quanta Services
Fee: \$300

1:00 pm–5:00 pm, PW-6

How LED Technology Can Change Your Business

According to the U.S. Department of Energy, LEDs will save Americans \$280 billion in energy costs over the next 20 years. Join Philips Color Kinetics, a pioneer of intelligent LED illumination technologies, to learn more about this technology and how it will change the electrical contracting community’s perception of lighting. Participants will learn what an LED lighting system is and how to incorporate it into a project; misconceptions about LED lighting; energy-savings benefits and how it relates to EnergyStar, LEED, rebate programs and others; and the questions to ask when purchasing an LED system. Participate in a hands-on installation demonstration, incorporate control solutions and calculate the total cost of ownership of LED versus traditional lighting sources.

Instructors: Terry C. Coleman – NJATC Director of Telecommunications Curriculum Development & Training; Philips Color Kinetics Instructors
Fee: \$125

1:00 pm–5:00 pm, PW-7

Alternative Energy Solutions

Solar and wind power are becoming a mainstream technology for providing affordable green energy. Manufacturers, installers and operators are looking to lower installation and operating costs to improve efficiency and reliability. Faster installs, higher reliability and easier maintenance all play a role in getting alternative energy sources online quickly and without interruption. All are critical to the success of the project. Tyco Electronics will discuss the technology and solutions to help get you there.

Instructor: Eric Freid – Global Director Alternative Energy-Wind, Tyco Electronics
Fee: \$125

SATURDAY, OCTOBER 2

8:00 am–10:00 am, PW-8

EEI Contractor Safety Initiative

This panel presentation provides an overview of the new Contractor Safety Initiative Program developed by the Edison Electrical Institute (EEI). This initiative is an effort to align the safety principles and practices of utilities with those of the contractors performing work on utility property and systems. The program addresses primarily line construction and outside work. Key input was provided by contractor representatives and members of the ETD OSHA Partnership so that consistent safety philosophies are applied in the planning and execution of this work whether performed by utility workers or contractors. This effort is expected to help bridge the gap between utility safety expectations and contractor culture as well as creating a better understanding of the expectation by the contractor and utility on the roles of both.

Moderator: Charles J. Kelly – Director, Industry Human Resource Issues, Edison Electric Institute
Fee: \$75

10:30 am–12:30 pm, PW-9

E T & D Best Practices

This course provides a review of the eight best practices for outside line workers. These best practices are the work of the Electrical Transmission and Distribution (ETD) OSHA Partnership. The partner companies have worked to collect injury and death statistics to provide areas of focus for training and specific work practices that needed modification in an effort to reduce statistics. The success of these best practices is evident by the reduction in statistics as a direct result of their implementation within the participating partnership companies. This program can assist attendees in providing a thorough review of the eight best practices and how to implement them in day-to-day operations.

Instructor: Steven D. Cavanaugh, CSP – Director, MYR Group Inc.
Fee: \$75

What's New at NECA 2010 Boston

★ Contractor's Challenge

The Contractor's Challenge is an employee performance recognition program. NECA members can customize the performance criteria to match their company's unique goals and challenges. Sending your employees to the NECA Convention isn't just a way to motivate and reward them; it's a direct benefit to your company since these employees bring what they learn back home. Details are available at www.necaconvention.org

1:00 pm–5:00 pm, PW-10

Advanced Lighting Controls

This workshop will lead the attendee from basic energy-saving strategies through the industry's newest advanced lighting control concepts, and technologies and techniques. Energy-saving potential and documented demonstrations will give the attendees the knowledge and tools to apply these technologies to new and retrofit applications. Learning outcomes include the identification, energy saving potential, and application of advanced lighting control strategies.

Instructor: Benjamin Koyle – Research Engineer, California Lighting Technology Center, UC Davis
Fee: \$125

1:00 pm–3:00 pm, PW-11

2011 NEC Significant Changes

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 first look at what changed in the NEC. Registration price includes the NJATC Significant Changes textbook.

Instructors: Michael J. Johnston – NECA Director of Codes & Standards; James T. Dollard Jr. – Safety Coordinator, IBEW Local 98
Fee: \$75

1:30pm–5:30pm, PW-12

New 21st Century Curriculum and Training Methods: Outside Line Construction, Curriculum and Training

See what's new in the NJATC's training of the outside industry's work force. Learn the details of how this new curriculum includes the use of computers and simulators in the delivery of the training. The online "blended learning" experience, which combines the power of an electronic learning environment with printed reference materials, classroom instruction, and hands-on, application-based experiences, will be demonstrated. Attendees will experience what is involved in the delivery of the curriculum in an online format. The advantages of this learning management system which was designed by Cengage Learning for the NJATC, will be discussed and demonstrated. The transformer simulator being customized for the NJATC curriculum is a fully interactive training tool that simulates transformer hookups as close to real life as possible. Program attendees will have a chance to interact with both of these programs.

Instructor: Steve Anderson – NJATC; Paul Morris – Cengage Learning, Brian Doubinin – 3DInternet
Fee: \$125

MANAGEMENT SEMINARS

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 Boston.

SUNDAY, OCTOBER 3

8:00–8:50 am, M-1 • 9:00–9:50 am, M-6

Bouncing Back

Presenter: Richard Flint, CSP, President and CEO, Flint Incorporated

Has the past year knocked you down? Has life become a daily chore? Do you feel like you are struggling to keep you and your business afloat? This program offers easy-to-understand steps that you can implement immediately to guide you through the process of moving beyond any challenging life situation and back to experiencing success and wealth!

8:00–8:50 am, M-2 • 9:00–9:50 am, M-7

Project Tracking to Improve Labor Productivity: An Earned Value Approach

An ELECTRI International Research Project

Presenter: Awad S. Hanna, Professor and Chair of the Construction Engineering and Management, Department of Civil and Environmental Engineering, University of Wisconsin-Madison

To successfully manage a project, electrical contractors need to know when and where the job man-hours are deviating. Earned Value Analysis (EVA) is one of the most powerful tools in the electrical contractors' toolkit. This seminar presents the fundamentals of EVA and how it can be used to develop manpower loading charts, how to track and measure percent complete, how to predict the job outcomes when the job is just 20 percent complete and how to compare your performance to industry benchmarks. The seminar will also present a comprehensive job tracking system based on tracking project man-hours. A simplified and yet accurate job tracking system for small and medium-size contractors will be also shown in this seminar. This seminar presents real-life examples of good jobs and bad jobs and will show how you can analyze and detect early warning signs and what the appropriate course of action is when the project is in trouble.

8:00–8:50 am, M-3 • 9:00–9:50 am, M-8

Opportunities in Healthcare

Presenter: Gerry Kollar, Graybar

The presentation will provide a base level of the healthcare market in regards to available opportunities, language and terms specific to the healthcare industry, regulatory bodies such as The Joint Commission, OSHA and HIPAA, regulations and compliances, and applications to address those issues.

8:00–8:50 am, M-4 • 9:00–9:50 am, M-9

Increase your Cash Flow on Inefficiency Claims

Presenter: Anwar Hafeez, President and Founder, SDC & Associates, Inc.

This workshop teaches you how to price and evaluate the hardest type of change orders and claims. Attendees will learn how to calculate inefficiencies including overtime, shift work, trade stacking, overmanning, learning curve, measured mile, excessive change orders, and being pushed into bad weather. The workshop includes a case study.

8:00–8:50 am, M-5 • 9:00–9:50 am, M-10

Smart Grid Technologies

An ELECTRI International Research Project

Presenter: Dr. Matt Syal, CPC, LEED® AP, Professor of Construction Management, School of Planning, Design and Construction, Michigan State University

The current electrical grid is becoming outdated for modern electricity delivery, wastes a lot of generated power, pollutes the environment and is vulnerable to attacks from hackers and terrorists. As a result, efforts are underway to enhance both the electric power systems and information systems. These efforts encompass two main categories: upgrading the existing grid by adding smart features, and a new smart grid for renewable energy sources. This session will summarize major initiatives by the government, investors and the utility industry; smart technologies for existing grid upgrades and new grid development; and potential opportunities for inside and outside electrical contractors.

MONDAY, OCTOBER 4

8:00–8:50 am, M-11 • 9:00–9:50 am, M-16

How to Define Your Business from the Client's Perspective for Increased Profits

Presenter: Ted Garrison, Garrison Associates

The normally hypercompetitive construction marketplace has been made worse by the current recession. The only sustainable way to fight back is not by cutting prices, but by providing greater value. This means understanding your client's true needs, estimating the value of those services, and developing a strategy to deliver those services at a profitable price for both you and the client. In reality, this is actually easier in tough times than you think, as clients become more value conscious because they can't afford to make a mistake. The key to this approach is differentiating your services from your competition, thus eliminating the competition. This program provides the fundamentals of defining a project from your client's perspective.

8:00–8:50 am, M-12 • 9:00–9:50 am, M-17

Banking and Surety Matters Today

Presenter: Dave O'Brien, CPA and Jim Weber, CPA, Weber O'Brien Ltd.

This program is designed to discuss the relationships between financial statements, bank financing, and bonding (surety). The discussion includes what you should not do as well as key ratios and how to review loan documents, negative and affirmative covenants.

8:00–8:50 am, M-13 • 9:00–9:50 am, M-18

Family Business and Generation Transition

Presenter: Alan W. Martin, Alan Martin & Associates

This seminar will discuss the unique issues involved in a family business including generation transition. When the owner retires, how the business will continue is only one of the questions that need to be answered. Are the children prepared to lead the company into the future? Can our daughters prevail in a male dominated industry? Have I prepared a business plan for my retirement? How will my present customers and staff react and will they stay loyal? This course is designed to not only present information on this difficult subject but also provide an open forum for individual questions and concerns.

8:00–8:50 am, M-14 • 9:00–9:50 am, M-19

Insurance Costs: In Your Control or Out of Your Control?

Presenter: Dave Cameron, Federated Insurance

As a contractor, purchasing insurance for your business is a necessary and often frustrating, complicated process. This presentation will help you understand the factors that determine your insurance premiums and, more importantly, what you and your business can do to lessen these costs. Yes, you can control your insurance premiums in a positive way!

8:00–9:50 am, M-15

Optimal Competitive Crew Rates to Compete with Open Shops

An ELECTRI International Research Project

Presenter: Dr. Perry Daneshgari, President, MCA Inc.

The difference of composite ratios and crew mix between union and open-shop contractors is a major contributing factor in the union contractor's competitiveness. A sample state study conducted within the past six months indicated that in commercial electrical construction work, the union contractor's composite crew rate was 18 percent higher than that of the open-shop contractor's. Further investigation into detailed commercial work categories has shown an even wider gap in the union and non-union crew rates. For example, the hospital work difference in crew rate was as high as 47 percent in the same geographical area. Additionally, MCA's research and workshops indicate that some 50 to 80 percent of the commercial-residential work can be classified as non-electrical. Without using competitive crew-rates, the competitiveness of the union contractors in commercial-residential and some industrial work will be hampered.

TUESDAY, OCTOBER 5

8:00–8:50 am, M-20

Leading in Turbulent Times

Presenter: Norb Slowikowski, Slowikowski & Associates

The economy is in a turbulent state, which is causing unrest, insecurity and conflict. This seminar will present strategies on how to lead effectively in the face of such adversity. Participants will learn how to implement the five pillars that will motivate your team to rise above the turbulence and adopt a positive plan for future growth.

8:00–8:50 am, M-21

Creating an Outrageously Successful Organization

Presenter: Scott Hunter, BEE, JD, CSP

The world is changing rapidly, and our businesses are too. Regardless of your company, function or title, you are dealing with a worsening global economy, bankruptcies, thousands being laid off and a constantly changing playing field. However, are there tried and true, timeless, unchanging qualities that, if you master, success will follow. In this highly interactive program, attendees will learn what it takes, year in and year out, no matter what is happening in the world economy, to have an outrageously successful organization. They will discover that success has very little to do with what you do, what you know and how hard you work. Truly successful leaders understand certain principles and use them to outperform the competition. These will all be discussed.

What's New at NECA 2010 Boston

★ First-Timer Orientation

All first-time attendees are encouraged to attend a special orientation to the Convention and Trade Show led by NECA staff members. The orientation will take place on Saturday, October 2 from 3:00 pm – 4:00 pm at the BCEC.

★ Peer-to-Peer Networking

Participation in the NECA Women's Peer Group is open to all women affiliated with NECA member companies, chapters and NECA's national office. The NWPG offers a forum for women working in the electrical construction industry and facilitates mentoring relationships between emerging and established industry leaders.

Details are available at www.necaconvention.org

TECHNICAL WORKSHOPS

Your customers are demanding sustainable solutions, while you need more cost-cutting and labor saving measures to retain your competitive edge in the market. Each year, NECA partners with our exhibitors to bring you the latest technologies and service advancements so you have more alternative solutions to offer at a reasonable rate. This year is no exception. The 2010 Technical Workshop line-up is exceptional. Plan to attend these important programs. It's good for your business!

SUNDAY, OCTOBER 3

12:00–12:50 pm, Room 1, LT-1

Integrated Lighting and Plug Load Control: New Opportunities

Presenter: Jon Zelinsky, PE, Legrand NA, Convia

Learn how to differentiate yourself from your competitors and help your customers manage their building's electrical infrastructure. Identify and implement energy-efficiency strategies. Installation: How it goes together. How to promote and track the performance for your customers.

12:30–1:20 pm, Room 2, ET-1

Estimating in the BIM World

Presenters: Giovanni Marcelli, Doug Elliott and Keith Hallman, Accubid Systems

Building Information Modeling is the new reality in electrical projects. Accubid is well aware of the needs of the electrical contractors and has developed the new estimating tools and training programs that will enable the contractor to take full advantage of this new paradigm. We will present the tools and answer questions that will help attendees better assess their future needs.

1:00–1:50 pm, Room 1, ET-2

Embracing 70E Partnering to Gain “Safety” Work

Presenter: Steve Abbott, President, Stark Safety Consultants

With increased demand from customers for arc flash analysis and related studies, NECA contractors are being required to take part in this arena, whether or not they are prepared to do so. By partnering with a firm that can provide the expertise, credentials and materials needed, contractors can jump into this market immediately without all the associated start-up costs and specialized personnel. This class will discuss how a partner approach can have an immediate impact on your sales volume by addressing a need that many customers are looking for.

1:30–2:20 pm, Room 2, GT-1

Energy Efficient Technology Behind the Copper Rotor Motor

Presenter: Richard E. deFay, Project Manager, Electrical Applications, Copper Development Association

This presentation will cover motor energy efficiency and ways to reduce electric consumption using Motormaster® software to answer repair vs. replace and retrofitting scenarios. The design technology behind the development of the copper rotor motor will be reviewed.

2:00–2:50 pm, Room 1, GT-2

Advanced Lighting Controls: An Essential Energy Management Strategy

Presenter: Lance Hollner, Director of Sales, Northeast Region, Encelium Technologies

Advanced Lighting Controls are an essential and often overlooked energy management strategy. Lighting comprises an average of 37 percent of a typical commercial building's energy consumption—typically, the largest energy load. Historically, lighting has not been considered to be a “controllable” building load. With rising energy costs due to peak pricing, and the move toward sustainable intelligent buildings, it is imperative to take another look at lighting as a controllable energy load to reduce costs and energy consumption. Advanced Lighting Controls can deliver 50-75 percent lighting energy savings and can contribute up to 18 LEED points in multiple categories.

2:30–3:20 pm, Room 2, GT-3

Design, Financing and Installation of Solar Electric Systems

Presenters: Ed O'Brien, SolarDock

This presentation will provide an overview of the development of a solar electric project. It will cover design—how to maximize production by selecting the right site, equipment and layout; financing—how to evaluate costs and savings, info on common ownership models, and available government incentives; and installation—how to manage the process in order to minimize costs associated with materials, equipment and labor.

3:00–3:50 pm, Room 1, ET-3

Power Tool Safety & Productivity

Presenter: Kevin Arnold, Milwaukee Electric Tool Corp.

This session will highlight new power tool safety and labor-saving innovations for electrical contractors and electricians.

3:30–4:20 pm, Room 2, IT-1

Next Generation 10 GBPS Network

Presenters: Todd Lacognata, Tom Walsh, Panduit Corp.

Learn about the latest in 10 Gigabit Ethernet industry solutions to enable consolidation. Demand for processing power has surged and server densities have increased significantly. Advances in networking and processing now require increased physical layer support. New 10G architecture in the industry is launching to handle these demanding network requirements. Are you prepared to improve your customers' performance?

MONDAY, OCTOBER 4

12:00–12:50 pm, Room 1, ET-4

Understanding the Arc Flash and NFPA 70E

Presenter: Scott Margolin, Westex, Inc.

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.

12:30–1:20 pm, Room 2, IT-2

An Open-Systems Approach to Integrating Meters into Facility Management Systems

Presenters: Jack George, Regional Manager, E-Mon, LLC

Contractors will learn about the communications options available for interfacing electric submeters, interval data recorders and pulse-output water, gas, and steam into the building management system (BMS) for reduced energy use, higher cost savings and greater control of facility operations. A survey of leading protocols and equipment operations and installation issues will be discussed, providing attendees with a general understanding of the issues involved in integrating meter data in the BMS environment.

1:00–1:50 pm, Room 1, LT-2

Energy-Saving Fluorescent Lighting Systems Technology Update

Presenter: Joseph F. McCormick Sr., Osram Sylvania

Learn about the new high efficiency, controllable/dimming/bi-level systems of the future. These new T8 systems meet NEMA premium CEE specifications. Participants will also see the latest energy-saving T5 systems.

1:30–2:20 pm, Room 2, ET-5

A New and Innovative Approach to Electrical Troubleshooting

Presenters: Duane Smith and Chris Gloger, Fluke Corporation

The Fluke-233 is the world's first remote display wireless multimeter. Its revolutionary innovation allows contractors and maintenance electricians to do their job easier, faster and safer. The 233 directly addresses the most common troubleshooting scenarios, which include display positioning, separation issues, being able to keep your eyes and your hands on the job (safety) and more.

2:00–2:50 pm, Room 1, IT-3

Control and Entertainment Technologies for the Recovery

Presenter: Mark Cerasuolo, Xantech Corporation

The recovering commercial and residential construction market will present new challenges to electrical system designers and installers. High-definition video distribution, digital audio distribution, and control systems will need to be more affordable, easier to specify, design and install, and easier to operate and maintain. In this session, learn the basics of specifying simple, intuitive audio/video distribution systems and even a simple touch-screen control system for commercial and institutional use.

2:30–3:20 pm, Room 2, IT-4

Very Low Frequency (VLF) AC Cable Testing

Presenters: Mike Peschel, High Voltage, Inc.

Electrical contractors install and test all types of cable and cable post installations. The method most commonly used to test shielded power cable is Very Low Frequency AC Technology, or VLF, rather than the older and less desirable DC voltage methods. This session will acquaint the audience with VLF testing: the technology, the methods, and the equipment.

TUESDAY, OCTOBER 5

11:00–11:50 am, Room 1, LT-3

Lighting Controls for Daylight Harvesting

Presenter: David Weigand, Leviton Mfg. Co., Inc.

This seminar will address the latest features and benefits to using a wireless system approach to lighting control from a full project view. The presentation will describe how wireless lighting controls can be used in a wide variety of both new and retrofit applications. The cost savings and other benefits of wireless lighting controls will be covered as well as an overview of current technologies available in the market. Learn how wireless applications can save time and money for most lighting and HVAC control applications.

11:30–12:20 pm, Room 2, GT-4

PV Grid Tie Systems Design Principles

Presenter: Russ Campbell, CentroSolar America

CentroSolar's Engineering expert will conduct a short workshop on design principles for grid-tied PV systems. Based on their experience from field projects, this will cover basic photovoltaic panels, inverters and racking for roofs as well as specific guidelines on system performance optimization. The workshop session will include sample PV system array drawings, NEC electrical diagrams, and site layout examples.

12:00–12:50 pm, Room 1, ET-6

Top Reasons Technology Doesn't Achieve Its Goals

Presenter: Brad Matthews, Dexter + Chaney

When technology doesn't work, it limits effectiveness, cuts productivity, and makes your company suffer. This session will discuss the leading causes of failure and how they can be avoided. Specific strategies and techniques will be presented that will help attendees avoid pitfalls within their own companies. The "Technology Knowledge Gap" and how it hurts your staff and increases your costs will be addressed.

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



_____ t o P r o t e c t Y o u r s ®

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SCHEDULE AT A GLANCE

Thursday, September 30

1:00 pm – 5:00 pm
Registration BCEC

Friday, October 1

7:30 am – 5:00 pm
Registration BCEC

7:00 am – 5:00 pm
Gloucester: Fishing History & the Call of the Whales Tour BCEC

8:00 am – 12:00 pm
PW-1 Significant Proposed Changes to NFPA 70E 2012—Palmer Hickman, Jerry Rivera BCEC

8:00 am – 12:00 pm
PW-2 NJATC Helath Care Systems—Joseph V. Sheehan..... BCEC

8:00 am – 5:00 pm
PW-3 Facilities Energy Audit Education Program, Phase I Training: The Screening Audit—Mark Toda, Bill Paletski BCEC

9:30 am – 12:30 pm
La Dolce Vita North End Culinary Tour BCEC

9:30 am – 1:30 pm
Boston Revealed Tour BCEC

10:00 am – 12:00 pm
PW-4 Achieving Selective Coordination—George W. Massey BCEC

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

1:00 pm – 4:30 pm
Boston Duck and Fenway Park Tour..... BCEC

1:00 pm – 5:00 pm (Day 1)
PW-5 OSHA 10 for Outside—James A. McGowan BCEC

1:00 pm – 5:00 pm
PW-6 How LED Technology Can Change Your Business—Terry C. Coleman, Philips Color Kinetics Instructors.. BCEC

1:00 pm – 5:00 pm
PW-7 Alternative Energy Solutions—Eric FriedBCEC

Saturday, October 2

6:45 am – 7:45 am
District 10 Breakfast Westin

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

Lighting Energy Solutions General

IBS Electrical

BCEC = Boston Convention and Exhibition Center

7:30 am – 5:00 pm
Registration BCEC

8:00 am – 1:00 pm
Board of Governors Meeting Westin

8:00 am – 3:00 pm (Day 2)
PW-5 OSHA 10 for Outside—James A. McGowan BCEC

8:00 am – 10:00 am
PW-8 EEI Contractor Safety Initiative—Charles J. Kelly BCEC

9:00 am – 4:00 pm
Bewitching Seaports: Salem & Marblehead BCEC

9:30 am – 1:30 pm
Boston Revealed Tour BCEC

10:00 am – 1:00 pm
Boston by Bike Tour BCEC

10:30 am – 12:30 pm
PW-9 ET&D Best Practice—ETD Partnership Task Team 3 BCEC

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

1:00 pm – 5:00 pm
PW-10 Advanced Lighting Controls—Benjamin Koyle BCEC

1:00 pm – 3:00 pm
PW-11 2011 NEC Significant Changes—Michael J. Johnston & James T. Dollard Jr..... BCEC

1:00 pm – 5:00 pm
PW-12 21st Century Curriculum and Training Methods: Outside Line Construction, Curriculum, and Training—Steve Anderson, Paul Morris & Brian Doubinin BCEC

2:00 pm – 4:00 pm
ELECTRI International Talent Initiative Green Energy Challenge..... BCEC

3:00 pm – 4:00 pm
First-Timer Orientation BCEC

7:00 pm – 7:30 pm Presidents Reception (*Invitation Only*).....Jillian's

7:30 pm – 9:30 pm
Opening ReceptionJillian's

Sunday, October 3

7:15 am – 8:15 am
Past Presidents Breakfast (*Invitation Only*) BCEC

7:30 am – 5:00 pm
Registration BCEC

8:00 am – 8:50 am
M-1 Bouncing Back—Richard Flint..... BCEC

All times subject to change.

SCHEDULE AT A GLANCE

8:00 am – 8:50 am
M-2 Project Tracking to Improve Labor Productivity: An Earned Value Approach (*ELECTRI International Research Project*)—Awad S. Hanna..... BCEC

8:00 am – 8:50 am
M-3 Opportunities in Healthcare—Gerry Kollar..... BCEC

8:00 am – 8:50 am
M-4 Increase your Cash Flow on Inefficiency Claims—Anwar Hafeez BCEC

8:00 am – 8:50 am
M-5 Smart Grid Technologies (*ELECTRI International Research Project*)—Matt Syal.....BCEC

9:00 am – 9:50 am
M-6 Bouncing Back—Richard Flint BCEC

9:00 am – 9:50 am
M-7 Project Tracking to Improve Labor Productivity: An Earned Value Approach (*ELECTRI International Research Project*)—Awad S. Hanna BCEC

9:00 am – 9:50 am
M-8 Opportunities in Healthcare—Gerry Kollar..... BCEC

9:00 am – 9:50 am
M-9 Increase your Cash Flow on Inefficiency Claims—Anwar Hafeez BCEC

9:00 am – 9:50 am
M-10 Smart Grid Technologies (*ELECTRI International Research Project*)—Matt Syal.....BCEC

10:15 am – 11:30 am
 Opening General Session—Dr. Robert Ballard BCEC

10:30 am – 5:00 pm
 Showstopper Showcase Show Floor

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

11:30 am – 2:00 pm
 Lunch (*requires ticket*)..... BCEC

12:00 pm – 1:30 pm
 ELECTRI Council Meeting..... BCEC

1:45 pm – 2:30 pm
 NECA International Meeting BCEC

12:00 pm – 12:50 pm
LT-1 Integrated Lighting & Plug Load Control: New Opportunities—Jon Zelinsky..... Show Floor, Room 1

12:30 pm – 1:20 pm
ET-1 Estimating in the BIM World—Giovanni Marcelli, Doug Elliott, Keith Hallman.....Show Floor, Room 2

1:00 pm – 1:50 pm
ET-2 Embracing 70E Partnering to Gain “Safety” Work—Steve Abbott..... Show Floor, Room 1

1:30 pm – 2:20 pm
GT-1 Energy-Efficient Technology Behind the Copper Rotor Motor—Richard E. deFay Show Floor, Room 2

2:00 pm – 2:50 pm
GT-2 Advanced Lighting Controls: An Essential Energy Management Strategy—Lance Hollner Show Floor, Room 1

2:30 pm – 3:20 pm
GT-3 Design, Financing and Installation of Solar Electric Systems—Ed O’Brien Show Floor, Room 2

3:00 pm – 3:50 pm
ET-3 Power Tool Safety & Productivity—Kevin Arnold Show Floor, Room 1

3:00 pm – 5:00 pm
 Student Chapter Summit BCEC

3:30 pm – 4:20 pm
IT-1 Next Generation 10 GBPS Network—Todd Lacognata, Tom Walsh Show Floor, Room 2

5:00 pm
 Daily Prize Drawing Show Floor

6:00 pm – 7:00 pm Academy Reception
 (*Invitation Only*).....John Moakley Court House

6:45 pm – 8:30 pm ELECTRI International Reception (*Invitation Only*)John Moakley Court House

Monday, October 4

7:00 am – 8:00 am
 Marketing Committee/Energy Solutions Task Force Breakfast..... Westin

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

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

7:00 am – 8:00 am
 Government Affairs Committee Breakfast Westin

7:00 am – 8:00 am
 Management Committee Breakfast Westin

7:00 am – 5:00 pm
 Gloucester: Fishing History & the Call of the Whales Tour BCEC

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

9:00 am – 12:30 pm
 Boston Duck and Fenway Park Tour..... BCEC

9:30 am – 1:30 pm
 Boston Revealed Tour BCEC

8:00 am – 8:50 am
M-11 How to Define Your Business from the Client’s Perspective for Increased Profits—Ted Garrison..... BCEC

All times subject to change.

SCHEDULE AT A GLANCE

8:00 am – 8:50 am
M-12 Banking and Surety Matters Today—
 Dave O'Brien & Jim Weber BCEC

8:00 am – 8:50 am
M-13 Family Business and Generation Transition—
 Alan W. Martin BCEC

8:00 am – 8:50 am
M-14 Insurance Costs—In Your Control or Out of
 Your Control?—Dave Cameron BCEC

8:00 am – 9:50 am
M-15 Optimal Competitive Crew Rates to Compete
 with Open Shops (*ELECTRI International Research
 Project*)—Perry Daneshgari BCEC

9:00 am – 9:50 am
M-16 How to Define Your Business from the Client's
 Perspective for Increased Profits—Ted Garrison BCEC

9:00 am – 9:50 am
M-17 Banking and Surety Matters Today—
 Dave O'Brien & Jim Weber BCEC

9:00 am – 9:50 am
M-18 Family Business and Generation Transition—
 Alan W. Martin BCEC

9:00 am – 9:50 am
M-19 Insurance Costs—In Your Control or Out of
 Your Control?—Dave Cameron BCEC

10:00 am – 11:30 am
 Lifestyle Program—Wicked Good
 Chowda Smackdown BCEC

10:00 am – 11:30 am
 Labor Relations Special Session BCEC

10:30 am – 4:00 pm
 Showstopper Showcase BCEC

11:30 am – 4:00 pm
 Trade Show Hours BCEC

11:30 pm – 2:00 pm
 Lunch (*requires ticket*) BCEC

12:00 pm – 12:50 pm
ET-4 Understanding the Arc Flash and NFPA 70E—
 Scott Margolin Show Floor, Room 1

12:30 pm – 1:20 pm
IT-2 An Open-Systems Approach to Integrating
 Meters into Facility Management Systems—
 Jack George Show Floor, Room 2

1:00 pm – 1:50 pm
LT-2 Energy Saving Fluorescent Lighting
 Systems Technology Update—
 Joseph F. McCormick Sr. Show Floor, Room 1

1:30 pm – 2:20 pm
ET-5 A New and Innovative Approach to Electrical
 Troubleshooting—Duane Smith &
 Chris Gloger Show Floor, Room 2

2:00 pm – 5:00 pm
 La Dolce Vita North End Culinary Tour BCEC

2:00 pm – 2:50 pm
IT-3 Control and Entertainment Technologies for the
 Recovery—Mark Cerasuolo Show Floor, Room 1

2:30 pm – 3:20 pm
IT-4 Very Low Frequency (VLF) AC Cable
 Testing—Mike Peschel Show Floor, Room 2

3:00 pm – 4:00 pm
 NECA Women's Peer Group Reception BCEC

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

4:00 pm
 Daily Prize Drawing Show Floor

Tuesday, October 5

7:30 am – 2:30 pm
 Registration BCEC

8:00 am – 8:50 am
M-20 Leading in Turbulent Times—
 Norb Slowikowski BCEC

8:00 am – 8:50 am
M-21 Creating an Outrageously Successful
 Organization—Scott Hunter BCEC

9:00 am – 10:15 am
 Closing General Session—Michael J. Durant BCEC

9:30 am – 1:30 pm
 Showstopper Showcase BCEC

10:30 am – 2:30 pm
 Trade Show Hours BCEC

11:00 am – 1:15 pm
 Lunch (*requires ticket*) BCEC

11:00 am – 11:50 am
LT-3 Lighting Controls for Daylight Harvesting—
 David Welgand Show Floor, Room 1

11:30 am – 12:20 pm
GT-4 PV Grid Tie Systems Design Principles—
 Russ Campbell Show Floor, Room 2

12:00 pm – 12:50 pm
ET-6 Top Reasons Technology Doesn't Achieve Its Goals—
 Brad Matthews Show Floor, Room 1

2:30 pm
 Prize Drawing Show Floor

2:30 pm – 5:00 pm
 Safety Roundtable BCEC

8:00 pm
 Closing Celebration—The Fab Four: A Tribute
 to the Beatles BCEC

All times subject to change.

LIFESTYLES

Wicked Good Chowda Smackdown

Monday, October 4, 2010 • 10:00am - 11:30am • BCEC

Andy Husbands



Jason Santos



Billy Costa

Get in the kitchen with Boston's very own fearless **Chef Andy Husbands**! Owner of Boston's hottest restaurants, Tremont 647 and Sister Sorel, Andy kicked off his award-winning career with an after-school baking job at age 14 and never looked back. Last summer, he participated in Season 6 of *Hell's Kitchen* with Gordon Ramsey, who described Andy as a "great chef with a lot of heart." In his "spare time," he competes with friends in BBQ competitions and works closely with one of the country's leading hunger relief organizations, Share Our Strength.

Challenging Andy will be the adventurous and creative **Chef Jason Santos**! Known for his blue hair and a knack for the molecular gastronomy cooking technique, Jason's ability to make orange gel transform into noodles when it hits the broth is both a culinary masterpiece and a foodie science project. Adding even more fuel to the competitive fire? Jason was mentored by Andy Husbands, is a former executive chef at Husband's Tremont 647 and is a contestant on *Hell's Kitchen* Season 7!

Andy and Jason will deliver their own unique takes on making "Wicked Good Chowda" for NECA 2010 Boston's Lifestyle Session with the help of their kitchen crews and special kitchen assistants selected from the audience!

While the chowder is cooking and audience members judge, the chefs will dish about Boston's culinary scene with popular on-air personality and local culinary expert **Billy Costa**.

TOURS

Boston Revealed

Fri, Oct. 1, 9:30 am-1:30 pm • Sat, Oct. 2, 9:30 am-1:30 pm • \$44
Mon, Oct. 4, 9:30 am-1:30 pm

Visit the unique sites that make up Boston's place in America's history—Copley Square and the Back Bay, Beacon Hill, the Old South Meeting House and the Old State House, "Old Ironsides," and the heart of Boston's Italian community, the North End, to enjoy an authentic Italian dining experience. Finish your tour at Faneuil Hall.

Gloucester: Fishing History & the Call of the Whales

Fri, Oct. 1, 7 am-5 pm • Mon, Oct. 4, 7 am-5 pm \$122
Travel north to Gloucester, Mass., the setting for *The Perfect Storm*, for this special seafaring adventure. Board a chartered vessel for an up-close view of the dances of whales; a naturalist will explain the personalities and peculiarities of the giant mammals. This portion of the tour should take approximately four hours, and is certainly a treat for those hearty souls who enjoy a little sea spray and the opportunity to see these gentle giants.

"La Dolce Vita" North End Culinary Tour

Fri, Oct. 1, 9:30 am-12:30 pm • Mon, Oct. 4, 2-5 pm \$89
Stroll the North End while listening to a brief history of the area, and stop at various shops which may include a pastry shop, a confection store, a coffee/spice store, a greengrocer, a salumeria (deli) and a liquor store. The guide will divulge how to spot authentic ingredients, where to buy them and how to prepare them.

Boston Duck and Fenway

Fri, Oct. 1, 1:00 pm-4:30 pm • Mon, Oct. 4, 9 am-12:30 pm \$85
Cruise by the places that make Boston famous, from the golden-domed State House to Bunker Hill and beyond, then splash into the Charles River for a breathtaking view of the Boston and Cambridge skyline. Disembark at Fenway Park where the Babe pitched, The Kid hit, Yaz dazzled, and Ortiz thrills fans today.

Bewitching Seaports: Salem & Marblehead

Sat, Oct. 2, 9 am-4 pm \$114
"Witch" way to Salem? Visit The House of Seven Gables, the inspiration for Nathaniel Hawthorne's classic novel and lunch at the historic Hawthorne Hotel. Visit the Peabody Essex Museum, the Yin Yu Tang and Marblehead with breathtaking views of one of the most protected and picturesque coves in the world.

Boston By Bike

Sat, Oct. 2, 10 am-1 pm \$69
Pedal down the length of the Back Bay, and then travel on to the Back Bay Fens area, the Charles River Esplanade, and the quaint, quiet, historical neighborhoods of Beacon Hill. An expert guide will not only point out sights, but will also stop and narrate the history as you travel along. *This tour is suitable for adults of all bike-riding ability and children who are competent and responsible cyclists, and traverses mostly parks, pathways and streets.*

Post-Convention Fall Foliage Tour:

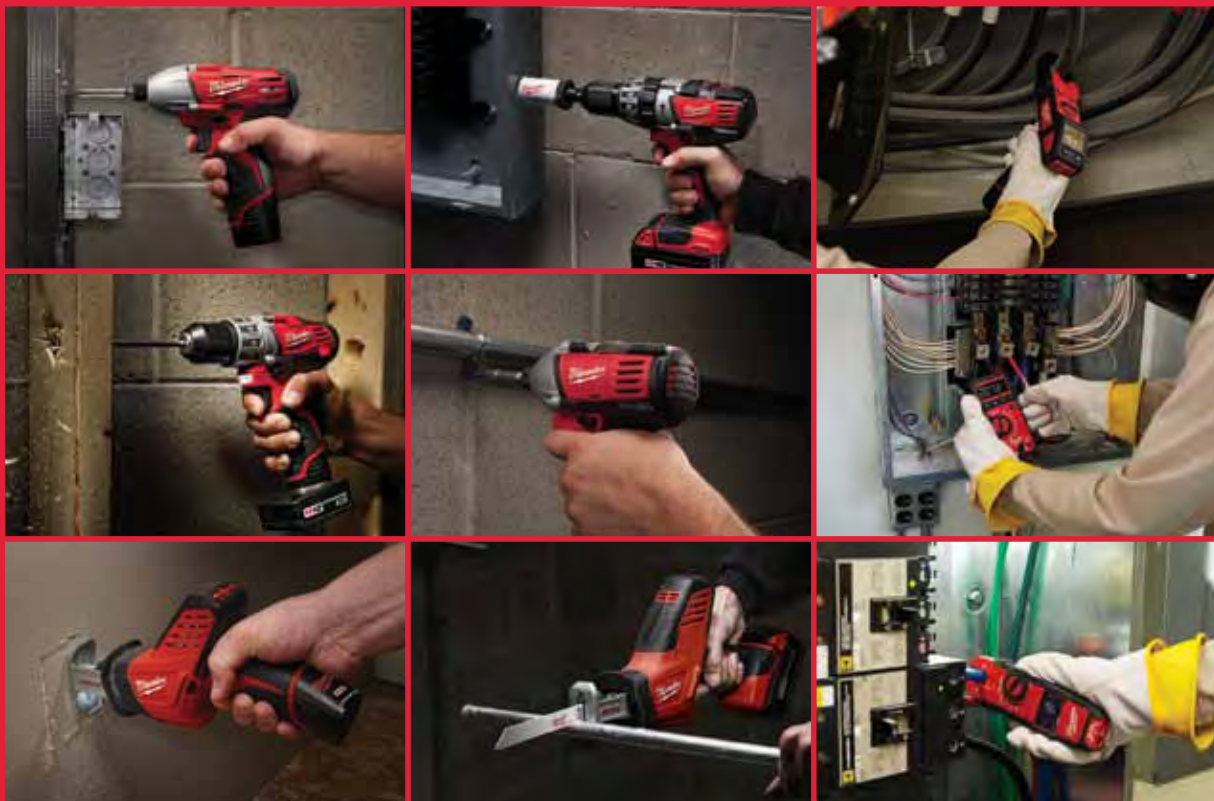
Massachusetts and Vermont October 6-8

Spend two days experiencing New England's spectacular fall foliage! Begin on Wednesday, Oct. 6, in Stockbridge, Mass., with a visit to one of America's treasures, the Norman Rockwell Museum. Thursday highlights Vermont's fall colors on a journey north on scenic Route #7 to Rutland and Killington. See the colors first-hand on the Killington Ski Resort gondola ride at the lunch stop, and then continue north along Vermont's spectacular Green Mountains to Burlington. The group will fly home from Burlington on Friday, Oct. 8. *For details contact Geoff Robertson, American Travel Association, 706-663-2171, e-mail: travelata@aol.com*

View complete tour details at www.necaconvention.org, call 1-866-463-4572 or e-mail NECAtours@nxtevent.com



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INTERNATIONAL
THE FOUNDATION FOR ELECTRICAL CONSTRUCTION INC.



SEE US AT BOOTH 901

REGISTRATION AND HOUSING FORM

REGISTER BY AUGUST 31, 2010 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 _____

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 23, 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 3. EARLY RATES EXPIRE AUG 13.

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 \$320, Suite Deposit \$600**

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)

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

2 NECA CONVENTION FEES (page 23)

Includes Management Seminars and Trade Show

	Registrant	Spouse
Early Registration (BY AUGUST 13) 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 13) 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 10-11)

Includes Trade Show

	Registrant	Spouse
2-HOUR COURSES		
<input type="checkbox"/> PW-4, \$75	\$ <input type="text"/>	\$ <input type="text"/>
<input type="checkbox"/> PW-8, \$75		
<input type="checkbox"/> PW-9, \$75		
<input type="checkbox"/> PW-11, \$75		
4-HOUR COURSES		
<input type="checkbox"/> PW-1, \$125	\$ <input type="text"/>	\$ <input type="text"/>
<input type="checkbox"/> PW-2, \$125		
<input type="checkbox"/> PW-6, \$125		
<input type="checkbox"/> PW-7, \$125		
<input type="checkbox"/> PW-10, \$125		
<input type="checkbox"/> PW-12, \$125		
8-HOUR COURSE		
<input type="checkbox"/> PW-3, \$250	\$ <input type="text"/>	\$ <input type="text"/>
2-DAY COURSE		
<input type="checkbox"/> PW-5, \$300	\$ <input type="text"/>	\$ <input type="text"/>

4 MANAGEMENT SEMINARS ONLY (pages 12-13)

Includes Trade Show

	Registrant	Spouse
MANAGEMENT FEES, \$500	\$ <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

Add Totals from 2, 3, 4, 5

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 • FOR ASSISTANCE WITH ONLINE REGISTRATION, CONTACT KATIE NOLAN AT 301-215-4506.

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, Life-style 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 13, 2010.

If you live in the Boston 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 10 and 11.

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 12 and 13), please check the appropriate box (Registrant or Spouse) and enter the flat fee of \$500. 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 August 31, 2010 to receive your badges in the mail. Trade Show badges, as well as badges for forms received after August 31, 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). Full Convention Registration and Management Seminar fees will be refunded if the written request is postmarked no later than August 13, 2010. Between August 13 and September 7, 2010, a \$100 fee will be charged for each full registration cancellation. After September 7, 2010, 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 2010 Boston** 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**

EARLY REGISTRATION (ON OR BEFORE AUGUST 13, 2010)

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

REGULAR REGISTRATION (AFTER AUGUST 13, 2010)

	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** 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. Sieze 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 10, 2010

3D Internet
3M
Accubid Systems
Adjust-A-Stand
AEE Solar
AEMC Instruments
Alcan Cable
Alfra USA, LLC
American Connectors Inc.
American Technical Publishers, Inc.
Arlington Industries
AVO Training Institute, Inc.
BlueVolt
Bridgeport Fittings
Burndy
Byram Laboratories, Inc.
C/F Data Systems, LLC
CAB (Cambria County Association for the Blind and Handicapped)
CableOrganizer.com
Candels Consulting
Cementex Products, Inc.
CentroSolar
Cert-In Software Systems, Inc.
Channellock, Inc.
Charles J. Krasnoff Electrical Estimating
Colonial Major Projects
Comtronics Corp.
ConEst Software Systems
Construction Imaging
Contractor Direct Warehouse
Contractors Choice Inc.
Copper Development Association, Inc.
Corning Cable Systems
Covercraft Industries, Inc.
Crescent Electric Supply
Cummins Onan
DC Power Systems
Delmar Cengage Learning
Dexter + Chaney
Ditch Witch
Draftlogic
Eaton Corporation
EC&M Electrical Wholesaling (Penton Media, Inc.)
ELECTRI International
Electrical Advertiser, The
Electrical Contractor magazine
Electrical Solutions
ElectricSmarts / NetPricer
Electrifyingcareers.com
E-Mon
Encelium Technologies
Energy Savings Unlimited LLC
Enterprise Fleet Management
ERICO
Ericson Manufacturing Company
EXTECH Instruments
Extron Electronics
Federated Insurance
FireLite Alarms
Fluke Corporation
Fotronic Corporation/Test Equipment Depot
Foundation Software
FP Outdoor Lighting Controls/Sunrise Technologies

Garvin Industries
GE Consumer & Industrial
GEXPRO
Global Marketing Lighting
GM Fleet and Commercial
Graybar
Greenlee, A Textron Company
GTM CANADA INC.
Hansen Supply Co.
Harger Lightning & Grounding
Heary Bros. Lightning Protection Co. Inc.
Helmets to Hardhats
High Voltage Inc.
Hioki USA Corporation
Hitachi Cable Manchester
Honeywell Power Products
Ideal Industries, Inc.
Independent Electric Supply Co.
Industrial Info Resources, Inc.
Jonas Software
Jones & Bartlett Publishers
Klein Tools, Inc.
Knipex Tools LP
L.H. Dottie Company
Legrand—Cablofil
Legrand—On-Q
Legrand—Pass & Seymour
Legrand—Wiremold
Lerdn USA
Leviton Mfg. Co., Inc.
Linear LLC
Lowell Corporation
LS Cable Ltd.
M. K. Morse Company
M.H. Rhodes-Cramer Co.
Madison Electric Products
Marco Consulting Group, The
Material Management Software, Inc.
Maxis
Maxwell Systems, Inc.
McCormick Systems, Inc.
Megger
Milspec Industries
Milton CAT
Milwaukee Electric Tool Corp.
Molex (Woodhead)
Musco Sports Lighting
NECA Boston Chapter
NECA Codes & Standards
NECA Government Affairs
NECA Labor Relations / CIR
NECA Management Education Institute (MEI)
NECA Marketing Services
NECA Services
NECA Student Chapters
Neekson
New South Equipment Mats
NFPA (National Fire Protection Association)
Nissan North America
NJATC
Northwest Lighting Systems Co.
Oldcastle PreCast Enclosure Solutions
Osram Sylvania
Pacific Crest Transformers
Panduit Corp.

Pearson Education—Prentice Hall
Pencell Plastics
PG LifeLink
Philips Color Kinetics
Power & Tel
Powerbox USA, Inc.
Precision—Paragon
Premier Electric LLC
ProEst Estimating Software
Professional Electrical Apparatus Recyclers League (PEARL)
Project DocControl
Rack-A-Tiers Mfg. Inc.
Rectorseal
RELECTRIC Supply Company
Rexel, Inc.
Rite in the Rain
Riverside Manufacturing Co.
Rize Enterprises
Salisbury by Honeywell
Satin American Corporation
Schneider Electric
SeaBright Insurance Company
Security + Life Safety Systems magazine
Siemens Industry, Inc.
Singletouch Corporation
Smashray Ltd.
Snake Tray
SolarDock
Solon Manufacturing Company
Southwire Company
S-P Products
Spider Agile Technology
Sta-Down Conduit Retaining Device
Stark Safety Consultants
StripTec
Summit Technology, Inc.
Sumner Manufacturing Co.
Super Rod
Surge Suppression Incorporated
T & R Electric Supply
Technical Sales International, LLC
Thomas & Betts
Trade Service
Trench Grader
Trimble
Triple Crown Products
Tyco Electrical & Metal Products
Tyco Electronics
Underground Devices Inc.
Underwriters Laboratories (UL)
Utility Equipment Leasing Corp.
VFC Lightning Protection
Vision InfoSoft
Walls Industries, Inc.
WESCO Distribution, Inc.
Westex Inc.
Wiremaid USA, Division of Vutec Corp.
Xantech Corporation

Visit www.necaconvention.org for the latest exhibitor list.