Washington, D.C., the most powerful city in the world, is full of history and history in the making. Get set for another historic event when the 2013 NECA Convention and Trade Show come to the Walter E. Washington Convention Center October 12-15 to explore a different kind of power.

In the heart of downtown D.C., the Convention Center offers vast exhibit space and state-of-the-art facilities, making it a great venue for viewing thousands of new products and service solutions and learning how to grow your company’s business and boost productivity. In addition, NECA 2013 Washington DC will draw from other local resources to enliven your experience.

The city is served by three major airports and Amtrak and boasts superior public transportation. It’s easy to get there and easy to get around.

Last year, a record 17.9 million visitors, including 1.8 million from abroad, came to our nation’s capital to see such top attractions as the National Air & Space Museum, the Vietnam Veterans Memorial, Rock Creek Park, and the National Zoo. They also dined in their choice of more than 100 fine restaurants in downtown D.C. alone; took in a show at one of the city’s 40 performing arts/theatre venues; indulged in shopping at fantastic boutiques, galleries, and malls; explored exciting neighborhoods like Georgetown, Adams-Morgan, and Capitol Hill; and just generally had an excellent time.

NECA conventioneers are also encouraged to venture forth to take advantage of some spectacular sightseeing, shopping, dining and night-life opportunities. A power trip should be a fun trip, too!
NECA has created focused topic-tracks to help you tailor your educational experience specifically for your company needs. Choose from pre-convention workshops, to management sessions, to the technical workshops on the trade show floor. We have assembled the industry’s best thought leaders to present expert information and technologies that will help you grow your business. Cover all the bases by bringing your key personnel so they can attend one track while you cover another. Tracks include:

- Management
- Electrical
- Energy Solutions
- Line Construction
- Safety

**Cross-train key personnel · Identify and implement best practices · Be more efficient on the job**

"BEING AN ELECTRICAL CONTRACTOR IS A CONTINUOUS LEARNING PROCESS. WE ONLY MAKE PROGRESS IF WE ARE WILLING TO ACCEPT THE CHALLENGE OF CHANGE, TO LEARN AND TO GROW, AND ONE OF THE BEST WAYS TO DO THAT IS BEING AT THE NECA CONVENTION AND TRADE SHOW. THE SPEAKERS AND WORKSHOP LEADERS AREN’T THE ONLY EXPERTS; THE PERSON NEXT TO YOU MIGHT HAVE JUST THE ANSWER YOU’RE LOOKING FOR. BUT YOU’LL ONLY FIND OUT IF YOU ACCEPT THE CHALLENGE AND GET INVOLVED."

—David Long, Miller Electric Company, Jacksonville, FL
As the 2006-2009 director of the CIA, the country’s keystone intelligence-gathering agency, Four-Star Gen. Michael Hayden (ret.) was on the frontline of geopolitical strife and the war on terrorism. Earlier, he was appointed by President Clinton to serve as the director of the National Security Agency (NSA) and chief of the Central Security Service (CSS) from 1999–2005.

From 2005–2006, General Hayden served as the principal deputy director of national intelligence, the highest-ranking military intelligence officer in the country. In this capacity, he oversaw the entire intelligence community, including the CIA, NSA, the National Geospatial-Intelligence Agency, and the National Reconnaissance Office.

He is currently a principal at the Chertoff Group, a security consultancy co-founded by the former Homeland Security Secretary, and a distinguished visiting professor at the George Mason University School of public policy.

To our good fortune, Gen. Hayden is also a prized speaker on the lecture circuit who addresses the dangers, risks, and potential rewards of the political, economic, and security situations facing the planet. He dissects the political situations in the hot spots in every corner of the world, analyzing the tumultuous global environment and what it all means for the American people and America’s interests. He also speaks on the challenges of managing complex organizations in times of stress as well as the potential benefits and dangers associated with the cyber domain.

In other words, Gen. Hayden always has something interesting to say. Listen intently at our Opening General Session!

Bob Schieffer had planned to retire in 2008 at age 71. Instead, he published his fourth book, Bob Schieffer’s America, moderated the final debate of the 2008 campaign, received an Emmy for lifetime achievement, was named a “Living Legend” by the Library of Congress, and along with his country music band Honky Tonk Confidential, made his debut at the Grand Ole Opry.

Accomplishments since then include providing full coverage of the 2012 presidential conventions and moderating the 3rd presidential debate between President Obama and Governor Romney last October. And he has no plans to retire anytime soon!

2012 marks Schieffer’s 55th year as a reporter and his 43rd year at CBS News. He is one of the few broadcast or print journalists to have covered all four major beats in the nation’s capital – the White House, the Pentagon, the State Department, and Capitol Hill. He has been a principal anchor for CBS News since 1973. Schieffer has served as the moderator of Face the Nation, CBS News’ Sunday public affairs broadcast, since 1991. He is also CBS News’ chief Washington correspondent, a post he has held since 1982.

Schieffer has received virtually every award in broadcast journalism, but feels the greatest honor was bestowed upon him in 2005 when his alma mater, Texas Christian University, created the Schieffer School of Journalism.

Bob Schieffer will deliver insights and highlights from his long and distinguished career at our Closing General Session. Don’t miss this opportunity to hear from broadcast journalism’s most experienced Washington reporter!
LABOR RELATIONS
SPECIAL SESSION

Monday, October 14, 10:00–11:30 am

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

FIFTH ANNUAL GREEN ENERGY CHALLENGE

Saturday, October 12, 3:30–4:45 pm

The ELECTRI International/NECA Green Energy Challenge marks a yearly highlight for NECA Student Chapters. With 19 Student Chapters registered for the 2013 competition, ELECTRI International is connecting hundreds of students with real challenges and asking them to develop real solutions, achieved with the assistance of NECA members and Chapters. Electrical construction companies and industry partners looking to hire the best and brightest students in the country appreciate the opportunity to assess the finalists’ work firsthand during the NECA Convention.

For the 2013 Green Energy Challenge, teams conducted an energy audit and designed an energy retrofit of a parking structure on campus or in the neighboring community. In addition, teams were challenged to integrate renewable energy and/or electric vehicle charging deemed appropriate by the team and facility owner. An emphasis was also placed on the construction planning and management of the project. A jury of electrical contractors and industry partners selected three finalist teams, which will each make a 15-minute oral presentation to determine the competition’s overall winner. Youngstown State University won the 2012 Green Energy Challenge. Join us as we get to see our industry’s future “live and in person.”
SAFETY FORUM

Saturday, October 12
8:00 am–4:00 pm
and
Sunday, October 13
8:00 am–10:00 am

$250 for NECA members

The Safety Forum will focus on informing, educating, and training participants on current safety and health changes, demands, and best practices being adopted and implemented in the electrical industry by covering the following relevant industry topics:

- Supervisors Guide to Job Safety
- ET&D OSHA 10-hour Train the Trainer
- Arc-Flash Protection Techniques
- Systems Approach to Electrical Safety
- Contractors Guide to NFPA 70E
- OSHA Compliance
- ARC-Flash Hazard/Incident Energy Analysis
- Safety Roundtable Discussion

Safety and health have evolved from a regulatory-driven activity to a business development tool. Each day, more contractors are faced with questions on how to create better safety conditions and create strategies. Thus, this energetic and interactive Safety Forum has been created due to demands in the industry to be current with the latest information and changes about safety and health requirements. It provides a systematic approach to understanding and establishing electrically safe work conditions on the job.

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PROUD PREMIER PARTNER OF NECA

Westex is proud to be in the 5th year as a Premier Partner of NECA and to present the Safety Forum at the 2013 NECA Show. As the world’s largest manufacturer of arc rated fabric for protective clothing, Westex is committed to continuing a strong relationship in safety education and training with NECA as a Premier Partner, a Platinum Training Partner of the NJATC and a Partner in Safety of the IBEW.

WESTEX.COM
ENERGY AND INDEPENDENCE

As the nation pushes towards energy independence, new opportunities abound for electrical contractors. Contractors can seize these opportunities and find independence from the uncertainties of the bid world. How will the advances in emerging technologies, energy efficiency, renewables, energy storage, combined heat and power and the projected abundance of natural gas impact our businesses?

Washington, DC is the perfect place to come and learn from many of the people most directly shaping this new energy world. Come to the third annual Energy Forum, listen to keynotes from policy makers, hear from owners and project developers, and learn from a panel of your NECA peers already working on these types of projects.

In 2011, energy produced in the United States provided about 80% of the nation's energy needs. The remainder of our energy was supplied mainly by imports of petroleum.

In 2011, natural gas production exceeded coal production for the first time since 1981, and in December 2012 economists with UBS bank tallied some $65 billion in announced construction of new plants related to cheaper natural gas and said another 11 plants had been announced worth billions more.

In 2011, total renewable energy consumption and production reached all-time highs of 9 quadrillion Btu each; biofuels production was about 9 times greater than in 2000, and wind generation was about 20 times greater than in 2000.

Energy efficiency is a low cost way to save money, support job growth, reduce pollution, and improve the competitiveness of our businesses. We spend more than $400 billion each year to power our homes and commercial buildings, consuming more than 70% of all electricity used in the United States, about 40% of our nation's total energy bill. And much of this energy and money is wasted—20% or more on average. If we cut the energy use of U.S. buildings by 20%, we could save approximately $80 billion annually on energy bills, reduce greenhouse gas emissions, and create jobs.

For most of these technologies, firm employees already have the knowledge and training to do the job safely, productively, and within cost and time constraints. Unfortunately, those skills are not always utilized by firm management due to the disconnect that exist between winning the work and doing the work.

The hundreds of contractors and their employees that have attended the NECA Energy Forum over the past couple of years have left armed with actionable information on identifying the opportunity, selling their firms' services and winning new work, thereby giving them a competitive advantage over both their non-union and union peers.

As in years past, the Energy Forum will wrap up just in time for the NECA Green Energy Challenge, the annual NECA Student Chapter competition. And remember that energy solutions education at NECA 2013 Washington DC will complemented by related management workshops and technical workshops offered throughout the Convention and the NECA Show. See you at the Energy Forum!
2013 EDUCATIONAL TRACKS

The NECA Education Tracks are a series of in-depth discussions about cutting edge technology, new business strategies, best practices and opportunities, grouped in five tracks of related topics. Each track is filled with hours of content, presented by industry experts. Their presentations are geared to providing strategic and practical solutions for electrical contractors. If you want to grow your business, make sure to bring additional key personnel, so you can cover all the bases. If your firm is expanding into one or more of the alternative energy markets, then attend the Energy Solutions track. Make sure your Safety Director attends the Safety Forum and the Safety Track. Each theme runs from pre-convention workshops to the management sessions to the technical workshops on the NECA Show floor. These new streamlined tracks will allow NECA to better serve the ever-evolving needs of the industry.

ELECTRICAL

Advancements in technology are hard to keep up with. There are many new labor savings devices and new services on the market that can add profit to your bottom-line. How do you keep up with it all? Make sure you attend the Electrical track. Topics cover vital information such as pre-fabrication, back-up power, fleet tracking, new tool technology, NEC® changes, and more.

ENERGY SOLUTIONS

There are plenty of growth opportunities in the energy market sector. For some, it will be solar, for others it will be fuel cells, energy storage and other alternative energy jobs. However, don’t overlook the tremendous growth in the lighting retrofit, LED, and lighting controls market. Building owners and facility managers are looking for the right firm to help them assess and reduce their energy bills. NECA contractors are positioned to lead the way. This track is a continuation of the Energy Forum, providing an in-depth look at alternative energy opportunities available to electrical contractors. Don’t miss out.

LINE CONSTRUCTION

Line contractors are at the forefront of natural disaster recovery and rebuilding, electrical grid improvements, smart meters, broadband technology, and distributing power from renewable sources nationwide. Safety is paramount in all aspects of line construction. Stay abreast of the emerging market opportunities in our industry. This track will explore new ideas and solutions.

MANAGEMENT

Executive leadership skills, financial management, and developing better customer service are just a few of the vitally important management topics that will be explored in Washington DC this fall. Gain the knowledge you need in order to contribute more effectively as a key member of your management team. Driving improved business results through enabling technologies is crucial to grow sales, reduce expenses, and improve organizational effectiveness.

SAFETY

Debate the latest strategies on Disaster Recovery Planning, and make sure you are up-to-date on Negligent Entrustment Liability. This track extends the education of the Safety Forum. Make sure you, or your key personnel, attend these vitally important sessions.

PLAN YOUR SCHEDULE

Attendees will find a complete matrix of the five tracks on our website at www.necaconvention.org. The matrix chronologically outlines all sessions by related topic, so you can customize plan your education program at 2013 NECA Washington DC to fit your business needs.
THE #1 ELECTRICAL CONSTRUCTION INDUSTRY EVENT: THE NECA SHOW

The NECA Show is the single largest electrical construction show in North America! And...we were just honored as one of the “Fastest Growing” trade shows in the US. No other place organizes more than 300 companies that will display thousands of products and services that electrical contractors need. See the newest technology on the market today. Find the products that will save time and money, and add profit to your jobs. Customers are expecting more from contractors, and they want more energy efficient options to consider. Electrical contractors need to offer the newest solutions, or they can be sure that the competition will. Where do you find all that is available in the market today? At the NECA Show!

Don't miss your chance to talk directly to company executives and product designers. Ask questions about your specific needs and what you expect from the vendors you work with.

Whether you are looking for better tools, software updates, safety equipment, new emerging technologies like solar, lighting retrofits, electric vehicle charging station equipment, or better safety on the job, you will find the answers that will help you achieve the desired results.

NECA Show Hours:
- Sunday, Oct. 13
  11:30 am – 5:00 pm
- Monday, Oct. 14
  11:30 am – 4:00 pm
- Tuesday, Oct. 15
  10:30 am – 2:30 pm

Showstopper Showcase Hours:
- Sunday, Oct. 13
  10:30 am – 5:00 pm
- Monday, Oct. 14
  10:30 am – 4:00 pm
- Tuesday, Oct. 15
  9:30 am – 2:30 pm

NECA SHOWSTOPPER SHOWCASE

Don't miss the industry's most prestigious program that honors the best innovations and emerging technologies for our industry each year. The expanded Showstopper Showcase will be located just in front of the NECA Show entrance. Sponsored by ELECTRICAL CONTRACTOR Magazine, the winners of these new products and services are selected by an independent panel of electrical contractors from around the country. The Showstopper Showcase 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 and a trophy in their booth. Make sure to spend time in this area, so you will know who has the best of “What’s New”!
OPENING RECEPTION
A Night at the Natural History Museum
Saturday, October 12 • 7:30 pm–10:00 pm

It’s a party of epic and presidential proportions! NECA presents a “Night at the Museum” in the Smithsonian’s ‘mammoth’ Museum of Natural History. There’s something for everyone at this glittering spectacle, so put on your best party dress and get a little glam. Experience fabulous entertainment and enticing gourmet experiences. The Natural History Museum’s 1.5 million square feet—with more than 125 million pieces on display—are yours to explore and discover the intricacies of the natural world.

At the heart of the museum, the Rotunda plays host to Millennium, the Capital’s best party band, performing classic dance favorites and Billboard 100 hits. A Jimmy Buffett-inspired duo croons beachy tunes in ‘Oceans’, and a smooth Jazz trio in the ‘Gems and Rocks Gallery’ performs with a view of the Capitol as a backdrop. Don’t miss world-renown mentalist Alain Nu, and Magician Mike will perform a sleight of hand spectacular. Check out for yourself the amazing beauty of the Hope Diamond or the incredible remains of an ancient bull, or check out some rocks from some out of this world experiences. Seek out the photo galleries to capture your own moment during the party. Experience one of the roving caricature artists for a fun souvenir portrait or take home personalized predictions from one of the talented futurists featured on the second floor. The IMAX theatre offers regular short-film presentations—grab a seat and prepare for 3D excitement. Throughout the museum sumptuous buffets offer regional cuisines with flair.

LIFESTYLES
White House Chefs
Monday, October 14 • 10:00–11:30 am

Those employed at 1600 Pennsylvania Avenue in Washington, D.C. are generally not known for their frankness. Even when they retire, they usually remain discreet. But, there are exceptions.

For example, there’s the White House Chefs serving up this year’s Lifestyle Program.

They can really dish it out! They can tell you what goes on in the White House kitchen, from exquisite work that saved state dinners and facilitated international diplomacy to comical debacles and near-misses. They can talk about serious matters, like ensuring food security and making the best use of the White House Kitchen Garden. They can tell some funny stories, too, involving novice cooks from the First Family and some fastidious First Ladies. They can tell you which presidents kept them working late to supply their post-midnight snacks and which ones commanded them to “never make that again!”

And they can dish it all with gusto while simultaneously whipping up favorite White House recipes and answering your questions about presidential protocols for food preparation, unusual menu requests, or whatever you have the appetite for.

The careers of the White House Chefs assembled by Chef Guy Mitchell Productions span from the administration of George Bush Senior to the present day. Armed with saucy stories, memorabilia and insight, they will share their achievements, pride and challenges while in service to their country. Bon Appetit.

PRAYER SERVICE
Sunday, October 13 • 6:45 am–7:45 am

Start your day with an inspirational message and music from NECA. Please join us on Sunday morning for worship, fellowship and coffee in the Walter E. Washington Convention Center.
WOMEN IN NECA ROUNDTABLE

Monday, October 14 • 2:00–4:00 pm

The WIN Roundtable is your time to meet with your fellow women working in the industry. The 2013 WIN Roundtable will focus on the risks and rewards of leadership opportunities now and for the future of electrical contracting. If you’re a woman involved with the electrical contracting industry, WIN wants you to join us for this once-a-year event! A joint reception with NECA Business Development and Future Leaders will be held immediately after the WIN Roundtable.

SAFETY ROUNDTABLE

Sunday, October 13 • 1:00 pm–2:00 pm

Join NECA Safety for the fifth annual Safety Roundtable. The roundtable allows for two-way discussion on NECA’s safety-related activities and electrical industry needs. The Roundtable is moderated by Michael J. Johnston, Executive Director Standards and Safety, NECA and Jerry E. Rivera, Director of Safety, NECA.

CLOSING CELEBRATION

Phil Vassar
Tuesday, October 15 • 8:00 pm • DCCC

The 2013 NECA Closing Celebration is proud to present Nashville’s own Phil Vassar. This good-time, piano-playing, hardest-working-man-in-the-business is known for the unbounded energy and limitless talent that have made him one of Music City’s most prolific and versatile stars.

Vassar made his debut on the country music scene in the late 1990s, co-writing singles for several country artists, including Tim McGraw (“For a Little While”, “My Next Thirty Years”), Jo Dee Messina (“Bye, Bye”, “I’m Alright”), Collin Raye (“Little Red Rodeo”), and Alan Jackson (“Right on the Money”). With his self-titled artist debut on Arista/Nashville, he took his seat as country’s leading piano man with the success of such songs as “Carlene,” “Just Another Day in Paradise” and “Six-Pack Summer.” Since then he’s continued to prove his worth time and again with releases like “American Child,” “That’s When I Love You,” “In A Real Love,” “I’ll Take That as a Yes (The Hot Tub Song),” “Last Day of My Life” and “Love is a Beautiful Thing.”

Along with many other accolades, he’s been named the American Society of Composers, Authors and Publishers (ASCAP) Songwriter of the Year twice and has taken top honors from the Academy of Country Music, Billboard Music Row, and the Country Music Awards. He’s a country music star extraordinaire!

But don’t label Phil as “just” country. His range of material is limitless; he can play anything and usually does as long as it entertains the crowd. Expect an evening of unforgettable entertainment at our Closing Celebration!
These preconvention workshops present an in-depth look at many of the leading issues in our industry today, from alternative energy opportunities, updates in safety and code changes, pre-fab construction, line construction, to new and innovative management strategies. The best minds in our industry will lead these interactive sessions providing the tools you need to ensure your industry superiority. Full course descriptions and speaker bios can be found at www.necaconvention.org.

FRIDAY, OCTOBER 11

8:00 am–5:00 pm, PW-1
(Two-day course continues Saturday 8:00 am–5:00 pm)
OSHA ET&D 10 Hour Train-the-Trainer Course
This session will prepare participants to become outreach trainers on safety related topics specific to electrical line construction. Trainers will provide an overview of electrical safety principles, training techniques and hazard recognition. Emphasis will be placed on OSHA rules applicable to electric generation, transmission and distribution (1910.296 and 1926 Subpart V). This course is conducted over a two-day classroom instruction period in which participants will receive upon completion of the course, an OSHA 10 Hour Card with ET&D Partnership logo. Prerequisite: Attendees must have current OSHA 500 or 501 certification.
Instructor: James McGowan
Fee: $450.00

8:00 am–10:00 am, PW-2
NECA/AA 104, Installing Aluminum Conductors
Aluminum building wire is becoming more prevalent in construction every year, and NECA/AA 104, Standard for Installing Aluminum Building Wire and Cable is a useful guide for both designers and installers. This presentation will follow the same format as the standard, touching on basic installation techniques, product information, design considerations and cable types that are available with aluminum conductors. Questions about specific installation challenges are welcome, and a brief hands-on training on termination techniques will be held. A copy of NECA/AA 104 will be provided to each attendee.
Instructors: Christel Hunter
Fee: $ 95.00

8:00 am–12:00 pm, PW-3
Electrical Grounding and Bonding – 2014 NEC®
This presentation is based on the new NJATC textbook 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. This course includes information about changes in the 2014 NEC® grounding and bonding requirements.
Instructor: Paul Dobrowsky
Fee: $ 150.00

10:00 am–12:00 pm, PW-4
NECA/NACMA 120, Installing and MC and AC Cable Systems
NECA/NACMA 120 in a quality and performance installation standard developed jointly between the National Armored Cable Manufacturers Association and NECA. NECA/NACMA 120-2013 is completely updated with the latest products and NEC requirements. This course will provide important information related to installing MC and AC cable systems as required by the NEC®. Topics that will be covered include: how to identify Type AC and Type MC cables; types of AC cables; equipment grounding; uses permitted, uses not permitted and connectors; types of MC cables; conductors; equipment grounding; uses permitted, uses not permitted and connectors; wiring requirements in specific locations such as hazardous locations. This course also provides insight about how these cable systems can increase productivity and provide contractors with a competitive edge in the industry. Permitted uses for these wiring types as well as specific installation techniques that help make these wiring methods attractive to many contractors, specifiers, and owners. These cable systems are also integrated into many prefabricated systems and building components installed in today’s construction industry.
Instructor: J. Philip Simmons
Fee: $ 95.00

1:00 pm–3:00 pm, PW-5
Leveraging BIM to Drive Scalable Prefabrication
Best-in-class contractors are bringing 25-35% of field labor into the prefabrication shop at an average productivity improvement of 30%. One of the key tools contractors utilize to enable this level of prefabrication is Building Information Modeling (BIM). BIM enables contractors to build a virtual prototype of every project, bringing significant increases in productivity, profitability and the elimination of re-fabrication. Additional benefits of BIM include improvements in visualization, pre-planning, layout, supply chain management and owner turnover. We will discuss best practices being deployed by contractors to increase productivity and prefabrication via BIM. These best practices include product standardization, digital prototyping, digital manufacturing and supply chain management. We will demonstrate how BIM can be integrated into the lifecycle of projects from design through installation and turnover to maximize profitability and owner satisfaction.
Instructor: Maxim Consulting
Fee: $95.00

1:00 pm–3:00 pm, PW-6
NECA 413, Standard for Installing and Maintaining Electric Vehicle Supply Equipment
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 required charging infrastructure. This presentation provides a review of essential installation requirements that deal with not only safety, but also performance and quality. This program provides valuable insight into effective site assessments and providing customers with Code-compliant installations of electric vehicle supply equipment in residential and commercial occupancies. Attendees receive a copy of the standard.
Instructor: Gregory Massey PE
Fee: $95.00
1:00 pm–5:00 pm, PW-7

**2014 NEC® Significant Changes**

This course provides attendees with a thorough review of the most significant changes in the 2014 NEC®. Learn about new articles and revisions to existing requirements that have an impact on your daily business. Many jurisdictions require continuing education and updates in NEC® knowledge as the Code is revised. This program delivers authoritative overviews of many of the Code changes that must be understood by contractors and installers alike. Registration includes the NJATC 2014 NEC® Significant Changes textbook.

Instructors: Michael J. Johnston, Joseph V. Sheehan
Fee: $150.00

3:00 pm–5:00 pm, PW-8

**Understanding the Smart Grid – Opportunities and Challenges**

The definition of smart grid is an upgrade of existing electricity networks to intelligently produce and distribute power in better ways that respond to a varying demand. For electrical contractors, the smart grid represents opportunities on both sides of the point of service. This presentation provides an overview of what the Smart Grid initiatives are all about and opportunities for contractors. The role that codes and standards plays in the safe evolution of the electrical grid, including new requirements in the NEC®, will also be covered.

Instructor: Mark W. Earley PE
Fee: $95.00

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**SATURDAY, OCTOBER 12**

8:00 am–12:00 pm, PW-9

**Improving Labor Productivity for Electrical Contractors**

Labor is the biggest variable cost on most electrical construction costs and this course describes some of the tactics that can be used to improve production. The ideas come from the real-world experiences of the facilitator who started his career in the field working his way through the electrical apprenticeship program and eventually into an executive management position at an ENR Top 600 firm before founding a consulting firm in 2005. The workshop covers ideas including talent differentiation, skill-gap analysis, material logistics, and a daily planning and tracking system that can be put into practice immediately. It is hands-on and includes several group exercises, making it valuable for teams to attend together.

Instructor: David Brown
Fee: $150.00

8:00 am–12:00 pm, PW-10

**Temporary Construction Power – Anything Goes?**

This course provides valuable information about efficient and safe designs and installations of temporary construction power. The program reviews the requirements in the OSHA regulations and the National Electrical Code®. Learn about effective methods to integrate electrical safety into any temporary power installation. Attendees receive a copy of NECA 200, Installing and Maintaining Temporary Construction Power.

Instructor: James T. Dollard
Fee: $150.00

10:00 am–12:00 pm, PW-11

**The Crazy World of LEDs and Controlling Them**

This workshop explains how to plan, install and troubleshoot LED control devices and systems. It includes dimmers, switches, sensors, small systems, large systems, networked controls, wireless controls, and the world of drivers, dimmers, and other components now part of everyday LED installations. Learn how to stay current, where to get more education, and how to get assistance from manufacturers, agents and other resources. The program includes troubleshooting and fixes for common control issues. Breakout sessions allow groups to identify and discuss particular problems. This workshop is complementary to PW-12.

Instructor: Jim Benya
Fee: $95.00

1:00 pm–3:00 pm, PW-12

**The Crazy World of LEDs and Using Them**

This class was developed to help contractors understand better what LEDs are, how they work, and what is coming in the near future. Emphasis will be on the best products to replace or to use instead of traditional lighting, and how to choose among products. The seminar will include LED luminaries, LED replacement lamps, drivers and will address LED lighting quality, efficiency, and best applications. Breakout sessions will allow groups to identify and discuss particular problems. This workshop is complementary to PW-11.

Instructor: Jim Benya
Fee: $95.00

1:00 pm–3:00 pm, PW-13

**NECA 701, Standard for Energy Management, Energy Solutions and Demand Response**

NECA-701, Standard for Installing and Maintaining Photovoltaic (PV) Systems is a new National Electrical Installation Standard™ in development. This standard provides important information about energy management systems, techniques, and methods that are most popular today. This presentation covers the essentials of providing effective energy solutions for existing and new facilities. Effective energy auditing techniques are reviewed along with building systems integration that maximize energy reduction and efficiency.

Instructor: Gregory W. Massey PE
Fee: $95.00

1:00 pm–3:00 pm, PW-14

**Inspection/Installations of Electric Vehicle Chargers**

This course provides attendees with the essentials of electrical vehicle supply equipment (EVSE) installation that are consistent with safe, sound and successful growth of the EV market. The course reviews necessary steps that must be performed to ensure system capacity of electrical power sources and service equipment and safe installation of EVSE branch circuits and feeders, a review of the various types of EVSE and applicable rules that must be applied to EVSE installations. In addition to the minimum installation requirements of the NEC®, safe work practices and applicable workplace safety requirements will be briefly reviewed. Performance and quality installation standards are integrated into this training program to assist installers and inspectors. Compliance with regulatory agencies is also reviewed specifically as it relates to required work permits, inspections, and approval of installations.

Instructor: Michael J. Johnston
Fee: $95.00

2:00 pm–4:00 pm, PW-15

**Maximize Productivity Utilizing a Best-In-Class Prefab System**

Best-in-class contractors are bringing 25-35% of field labor into the prefabrication shop at an average productivity improvement of 30%. To stay competitive in today’s market, contractors must stop thinking about prefabrication as a custom, once in a lifetime job and start thinking about it like a manufacturer where standard products are built for installation. We will discuss best practices being deployed in the construction industry, 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.

Instructors: Maxim Group
Fee: $95.00
NeCA's expanded management seminar schedule has five special-interest tracks. Attendees can focus on one area such as management or energy solutions while colleagues attend another track, or mix and match the programs that will help you get the results you need. Full course descriptions and speaker bios can be found at www.necaconvention.org.

Sunday, October 13

8:00–8:50 am, M-1 • 9:00–9:50 am, M-10
Fuel Cells: Selecting the Right Technology for the Application
Presenter: Tom Glavinich, Associate Professor, The University of Kansas
The use of stationary fuel cells in distributed generation applications for commercial, institutional, and industrial facilities is becoming more common as a result of improved fuel cell technology and the availability of inexpensive fuels such as natural gas. Matching the right technology to the customer's application is the key to project success. This presentation will provide the electrical contractor with guidance in selecting the technology that will best meet the customer's on-site energy production requirements.

8:00–8:50 am, M-2 • 9:00–9:50 am, M-11
Lighting Retrofits and Relighting – Cost Effective for the Customer, Good for the Environment, and Good Business for Our Nation
Presenter: James R. Benya, PE, FIES FIALD, Principal, Benya Lighting Design
Lighting energy efficiency remains the most cost effective way of saving energy, and should be one of the biggest new business opportunities for electrical contractors in America. Get the facts on the potential and how we might strengthen America through relighting, including major opportunities in manufacturing, installations, and managing electric lighting systems.

8:00–8:50 am, M-3 • 9:00–9:50 am, M-12
5 Ways To Make Your Small Business More Successful
Presenter: David M. Fellman, President, David Fellman & Associates
On a scale of 1-10, how successful is your business? If you are not at 9 or 10, this is a program that can help you to get closer to however you define success. Dave Fellman is the author of The Small Business Book, which covers a wide range of fundamental practices which are proven to make small businesses more successful. In this session, we will focus on 5 which are especially relevant to an electrical contractor's business.

8:00–8:50 am, M-4 • 9:00–9:50 am, M-13
Key Performance Indicators – The Keys to Project Financial Management
Presenter: Christine Rahlf, Associate Director, Maxim Consulting Group, LLC
Effective financial management at the project management level is critical to your firm's financial success. Learn how to identify the key indicators that monitor project performance and allow you to drive responsibility to the project level, affecting the greatest positive change. Discover how to automate processes throughout different levels of your organization so that the correct information is reaching the right staff levels in a timely manner.

8:00–8:50 am, M-5 • 9:00–9:50 am, M-14
Introduction to Lean Construction for the Electrical Contractor
Presenter: Mark Federle, McShane Professor in Construction Engineering & Management, Associate Chair, Department of Civil, Construction and Environmental Engineering, Marquette University
This presentation will review the concepts of lean construction. It provides an overview of lean construction and will help the attendees start developing their thought process shift toward the concepts required to improve productivity through applying lean construction principles.

8:00–8:50 am, M-6 • 9:00–9:50 am, M-15
The Basics of Federal Contracting
Presenter: James F. Nagle, Partner, Oles Morrison Rinker & Baker, LLP
This course will discuss basic contracting concepts that electrical contractors should be familiar with on federal projects, including the federal contracting process; preferential programs on federal projects, such as small business set-asides, hub zones, veteran-owned small business, women-owned businesses and minority-owned businesses; subcontract formation on federal projects with a particular emphasis on mandatory flow-down clauses and negotiated contract clauses; and handling disputes arising out of work on federal projects.

Monday, October 14

8:00–8:50 am, M-19 • 9:00–9:50 am, M-28
Integrating LEDs & Lighting Controls for Increased Energy and Cost Savings
Presenter: Christopher McQuillan, Business Leader – Americas, Lighting Solutions Group, Honeywell
This presentation will explore how rapidly evolving solid-state LED lighting technology provides advanced control opportunities which, combined with greater durability, efficiency and longer life, make LED systems easy to integrate with digital sensors, building systems and global lighting management software. Integrating LEDs and lighting controls not only optimizes energy savings but helps comply with energy metering, provides measurement and verification, while encouraging behavioral change through visualization of energy information.

[EI] — Course is derived from ELECTRI International research
8:00–8:50 am, M-20 • 9:00–9:50 am, M-29

Changes Subpart V and 1910.269
Presenter: David Walls, OSHA, Office of Engineering Safety

The session will provide participants with the latest information about changes in Subpart V and 1910.69 affecting electrical transmission and distribution. Participants will gain access to how OSHA views compliance requirements contained in the new rule.

8:00–8:50 am, M-21 • 9:00–9:50 am, M-30

Strategies for Mitigating Material Escalation Risk
Presenter: Tom Glavinich, Associate Professor, The University of Kansas

Even a small unexpected increase in material prices can have a significant negative impact on project profitability and may become the electrical contracting firm's greatest risk. This presentation will provide practical strategies that the electrical contracting firm can use to effectively manage material price escalation risk. [B]

8:00–8:50 am, M-22 • 9:00–9:50 am, M-31

Achieving a 5-Star Award in Customer Service
Presenter: Richard Flint, CEO, Richard Flint International

Many NECA companies don’t buy into the importance of customer service. The result is a lack of customer loyalty and the loss of repeat and referral business. This course is the result of research with 50 focused companies from 10 different industries that understand what it really means to take care of their customers.

8:00–8:50 am, M-23 • 9:00–9:50 am, M-32

Recent Developments in Integrated Project Delivery for NECA Members
Presenter: Allen W. Estes, III, Partner, Oles Morrison Rinker & Baker, LLP

This course will focus on integrated project delivery (IPD) from an electrical contractor's perspective. We will go over the structure and concept of IPD, to include its implementation on current projects. We will also discuss the pros and cons of IPD, to include an assessment of risks and legal pitfalls. Statistical data, recent developments and project examples will be discussed.

8:00–8:50 am, M-24 • 9:00–9:50 am, M-33

Disaster Recovery Planning Using New Revisions to NFPA 70B
Presenter: Chad Kennedy, P.E., Manager Industry Standards, Schneider Electric

The next edition of NFPA 70B will include a new chapter devoted to recommended practices and principles for disaster recovery. This session will use the revisions to NFPA 70B to focus on the principles required for addressing disaster recovery, and provide real examples where these principles were followed to bring electrical systems back up and functional.

8:00–8:50 am, M-25 • 9:00–9:50 am, M-34

How Employers Can Prepare for More OHSA Whistleblower Investigations
Presenters: Richard Alaniz, Esq., Senior Partner, Alaniz Schraeder Linker Farris Mayes, LLP

As the Occupational Safety and Health Administration (OSHA) beefs up its whistleblower program, employers should brace themselves for more claims and investigations. This presentation will explain the implications of OSHA’s emphasis on whistleblower investigations and inspections, outline the steps companies can use to minimize the number of complaints that employees file, and lessen the impact and liability they face if OSHA targets them.

8:00–10:00 am, M-26

Maintaining an Ethical and Compliant Workplace – What You Don’t Know Can Hurt You
Presenters: Joel S. Hirschtritt, Andrew W. Singer and John-Patrick Curran, Tannenbaum Helpern Syracuse & Hirschtritt LLP

This panel discussion with question and answers will focus on critical employee ethics practices that companies should consider enacting in order to protect the integrity of their business and workforce.

8:00–8:50 am, M-27

NECA Government Affairs 2013 Update
Presenters: Marco Giamberardino, Executive Director, NECA Government Affairs; Kristen Gowan, Director, NECA Government Affairs; Jessica Cardenas, Manager, NECA Government Affairs and EC PAC

There are plenty of issues affecting our nation that must be addressed and Congress is trying to figure out how to work with each other and President Obama to solve some of these tough issues. How will what Congress passes affect NECA contractors? Come find out at this informational session.

TUESDAY, OCTOBER 15

8:00–8:50 am, M-35

Negligent Entrustment Liability in Your Vehicle Fleets
Presenter: John E. Cruickshank, Attorney, Alaniz Schraeder Linker Farris Mayes, LLP

In May of 2012, a jury in Texas awarded a woman $21 million dollars in actual and punitive damages after she was struck by a Coca-Cola sales representative who was talking on her cell phone while operating a company car. What can we learn from the mistakes of Coca-Cola’s risk management team?

8:00–8:50 am, M-36

Economics of On-Site Energy Production Using Natural Gas
Presenter: Tom Glavinich, Associate Professor, The University of Kansas

Natural gas can be used to produce reliable on-site electric energy using engine-generator sets, microturbines, fuel cells, and other emerging technologies that may be competitive on a life-cycle basis with utility delivered electric energy. This presentation will explore the economics of natural gas and its use as fuel to provide a reliable and cost effective primary, auxiliary, and backup on-site electric energy production for the customer. [B]

8:00–8:50 am, M-37

How to Identify and Sell Lighting Retrofits
Presenter: Mary Beth Gotti, Manager, GE Lighting Institute

There are plenty of opportunities to sell lighting retrofits to owners and managers of large, complex properties and small businesses. Whether the lighting is for parking lots or commercial ceilings, energy and maintenance-saving solutions are available that maintain or even improve the quality of light. This presentation will detail ten top retrofit opportunities, and how to quantify benefits in a compelling presentation to close the deal.

8:00–8:50 am, M-38

Business Valuation and the Exit Planning Process
Presenter: Allen Oppenheimer, President, A.M. Oppenheimer, Inc.

Business owners will get practical tools and learn how to package their business to make it attractive in order to improve value; maximize the future potential of the business; organizational planning; how to substantiate goodwill; and more. In addition, the step-by-step process will cover practical aspects of the sale-of-business process; transferring a business to family and employees using an ESOP; targeting and attracting suitable buyers; and negotiating an increase in price on the basis of favorable deal structuring.

8:00–8:50 am, M-39

Success with Difficult People
Presenter: Byron G. Sabol, CEO, Sabol International, Inc.

We all experience individuals whose communications and personality can present roadblocks to effective face-to-face communications and productivity. This presentation draws from 25 years of experience to demonstrate how professionals can learn to effectively communicate and to deal with challenging and difficult personalities.

8:00–8:50 am, M-40

Tax Reform: What You Need to Know
Presenters: Marco Giamberardino, Executive Director, Government Affairs; Kristen Gowan, Director, Government Affairs, NECA

Understand what is happening with tax rates, how corporations are taxed, what energy efficient tax incentives will still be available and how that will translate into opportunities for NECA contractors nationwide.
Manufacturers and distributors often have the best research and development (R&D) teams in the industry. They constantly study trends and develop new technologies that are designed to help electrical contractors be more effective and efficient on the job. Again this year, NECA has partnered with our exhibitors to bring you nineteen (19) technical workshops in the areas of power, improving productivity, alternative energy opportunities, new management tools, security, and life safety.

SUNDAY, OCTOBER 13

12:00–12:50 pm, Room 1, TW-1
Cable Pathway Selection and the National Electric Code
Presenter: Eric J. Sadler, Snake Tray

This presentation discusses the choices one has for Cable Pathways, why one selects one type of pathway over another, and the National Electric Code (NEC) requirements for products and their installation. It is presented by Snake Tray Cable Management Solutions, a leader in innovative cable pathway and electrical distribution products.

12:30–1:20 pm, Room 2, TW-2
Stuxnet, Cybercrime and System Design
Presenter: Paul Rosenberg, on behalf of Jones Bartlett Learning

Stuxnet is a virus designed to destroy controllers and the equipment they operate. We hear continual reports of cyber-attacks. What is really going on? Where are the risks? How can we protect our systems? Find out at this session.

1:00–1:50 pm, Room 1, TW-3
Electrical Safety in the Workplace
Presenter: Chris Pavese, Salisbury by Honeywell

This presentation provides the participant with a basic understanding of safe workplace practices with respect to electrical safety. This seminar will review NFPA 70E and will touch on OSHA CFR 1910.

1:30–2:20 pm, Room 2, TW-4
The Digital Takeoff Takeover
Presenter: Karl Rajotte, Maxwell Systems

Electrical contractors are increasing the speed and accuracy of takeoffs during the digital takeoff takeover. With advancements in construction software, plus Windows 8 and tablets, estimators skip paper blueprints and have precise point and click calculations, automated quantity counting, and quick plan comparisons for easy at-a-glance changes.

2:30–3:20 pm, Room 2, TW-5
Integrating LEDs and Lighting Controls to Increase Energy Savings and Cut Costs in Commercial Facilities
Presenter: Christopher McQuillan, Honeywell Lighting Solutions

Honeywell’s presentation will show how the latest solid-state LED lighting technology can translate to profitable opportunities for today’s increasingly sophisticated contractor. Combining greater durability, efficiency and longer life, LED systems are easily integrated with digital sensors, building systems and global lighting management software to increase energy savings and cut cost.

2:30–3:20 pm, Room 2, TW-6
Integrating LEDs and Lighting Controls to Increase Energy Savings and Cut Costs in Commercial Facilities
Presenter: Christopher McQuillan, Honeywell Lighting Solutions

Honeywell’s presentation will show how the latest solid-state LED lighting technology can translate to profitable opportunities for today’s increasingly sophisticated contractor. Combining greater durability, efficiency and longer life, LED systems are easily integrated with digital sensors, building systems and global lighting management software to increase energy savings and cut cost.

3:00–3:50 pm, Room 1, TW-7
Pre-fabrication + Labor Saving Product System
Presenter: Aaron Jacobs, Orbit Industries + Lighting

Learn the advantages of pre-fabrication and labor saving products in electrical commercial contracting. Prefab systems include: adjustable tile rings, adjustable brackets, pre-fabricated outlet boxes, conduit hanger plates etc.

3:30–4:20 pm, Room 2, TW-8
Back-up Power: Automatic Stand-by Generators
Presenter: Dan Giampetroni, Kohler Generators

The demand for standby generators is growing as power outages are becoming more common due to the aging grid and increase of severe storms. We want to provide electrical contractors with the appropriate knowledge of standby generators vs. portable generators and the value they bring to the home or business.

MONDAY, OCTOBER 14

12:00–12:50 pm, Room 1, TW-9
Can Building Codes Ensure Power Reliability?
Presenter: Bhavesh Patel, ASCO Power Technologies

The impact of Hurricane Sandy and other such events gave code making bodies a real wake-up call. What are the codes mandating facilities to do to ensure electrical continuity? When followed, do they guarantee stay operational during disasters? Learn what to do differently.
12:30–1:20 pm, Room 2, TW-10
Project Delivery with BIM: How to Win More and Make More
Presenters: Michael Delacey and Don Interdonato, Microdesk

Building Information Modeling (BIM) is changing the way all players involved in the building project delivery process do business...for the better! Learn about the latest industry trends in BIM adoption and see how BIM technologies are helping electrical contractors nationwide achieve significant efficiencies and win more work.

1:00–1:50 pm, Room 1, TW-11
Emerging Optical Fiber Cabling Methods
Presenter: Kurt Templeman, Sumitomo Electric

Today’s evolving networks confront increased bandwidth and ever increasing data rate speeds requiring various optical fiber solutions. The three types of cabling solutions including traditional, blown fiber, and blown cable. This hands-on interactive workshop provides the overview of each solution, when, where, and why to best deploy each cabling method, cost and time comparisons, and installation techniques.

1:30–2:20 pm, Room 2, TW-12
Cable Tray Bonding and Grounding…Is There a Difference?
Presenter: Bob Crain, Legrand

This seminar will focus on some differences between bonding and grounding, while providing a detailed look at how it applies to cable tray systems. Information from NEMA, BICSI, UL, NEC and IEC codes/standards will be presented, providing a solid background to understanding bonding, grounding, and best practices for accomplishing each.

2:00–2:50 pm, Room 1, TW-13
Using 3D Laser Scanning to Drive Your Estimating, Detailing, and Field Layout Processes for Renovation Projects
Presenters: Mark Mandarelli, Trimble

In today’s world filled with renovation projects and compressed timelines, the electrical contractor needs tools that address the entire workflow—simply and easily. This presentation demonstrates how electrical contractors working on renovation projects can collect existing conditions data to fuel their estimating and design needs, delivering that data through the installation process. Trimble’s suite of MEP hardware and software solutions follow the transfer of data from: 3D laser scan of as-built conditions to estimating of material quantities to the design/detailing processes and onto the location of stub-ups and installation of cable trays.

2:30–3:20 pm, Room 2, TW-14
Growing Your Revenues with Thermal Imaging
Presenter: Frank Webb, Flir Systems

We will cover the ROI for service providers for thermal imaging scans and attendees will learn the basics of IR imaging and the business case for adding IR as a service. We will also cover some advanced techniques for components operating under different loads and include an Excel based calculator.

3:00–3:50 pm, Room 1, TW-15
RIO System: Retrofit Integrated Optics
Presenter: Ajay Naruka, Venture Lighting International

Venture Lighting presents the RIO as the paradigm shift in street / area lighting offering a simple screw-in solution. The RIO System combines a highly efficient ceramic metal halide light source with an optimized efficient electronic power supply and a purposed glass reflective optic.

TUESDAY, OCTOBER 15

11:00–11:50 pm, Room 1, TW-16
The Real ROI You Will Find from GPS Fleet Tracking
Presenters: Brent Eynon and Phil Eatman, GPS Insights

Attendees will learn about real life ROI that GPS tracking customers have found and we will dive into what they did to achieve that ROI. During the workshop, each attendee will be given an ROI worksheet where they can calculate the ROI they can expect their individual company to receive.

11:30–12:20 pm, Room 2, TW-17
Innovation in Lithium-Ion Cordless Tools
Presenter: Daniel Ball, Milwaukee Electric Tools

This session will review new technology in the advancement of cordless tools as used by the professional electrical contractor.

12:00–12:50 pm, Room 1, TW-18
Growing Beyond New Construction: Customer Partnership Opportunities in Energy Efficiency
Presenter: Glen A. Mazur, American Technical Publishers

Beyond new construction, energy audits and energy-efficiency can be used to establish a profitable partnership with your customer. This fast-paced presentation features hands-on demonstrations and practical strategies for addressing smart technology markets and building business growth in a recovering economy. Learn valuable techniques with this renown author, presenter, and trainer.

12:30–1:20 pm, Room 2, TW-19
Auditing Employees for Safety Program Success
Presenter: Steven J. Abbott, Qualified Safety

Success and functionality of any safety program is largely dependent on whether employees understand the material and information they have been trained in. This presentation will discuss what is required of a qualified person and how auditing of employee’s knowledge and skill is critical to this process.
We’re Stronger Together

Relationships take work. Sometimes things go smoothly, sometimes not so much. But a winning relationship—like the one between Federated and your association—is worth the effort. The result? A solid partnership built on a foundation of mutual respect. That partnership has one primary goal: helping you build the business you imagined.

Visit www.federatedinsurance.com to find a representative near you.
**Friday, October 11**

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

8:00 am – 5:00 pm (Day 1) ............................. LC
PW-1 OSHA ET&D 10 Hour Train-the-Trainer Course—James A. McGowan.......................... DCCC

8:00 am – 10:00 pm ............................. E
PW-2 NECA/AA 104—Installing Aluminum Conductors—Christel Hunter.......................... DCCC

8:00 am – 10:00 am ............................. E
PW-3 Grounding and Bonding —Paul Dobrowsky ................................................... DCCC

10:00 am – 12:00 pm ............................. E
PW-4 NECA/NACMA 120—Installing and MC and AC Cable Systems—Phillip Simmons .................... DCCC

12:00 pm – 3:30 pm
Tour: Wonders of Washington........................................... DCCC

12:00 pm – 4:00 pm
Tour: Georgetown DC’s Gem Neighborhood .............................. DCCC

12:00 pm – 1:30 pm
Pre-Convention Workshop Lunch (requires ticket) .................. DCCC

1:00 pm – 3:00 pm ............................. M
PW-5 Leveraging BIM to Drive Scalable Prefabrication—Maxim Group ...................................... DCCC

1:00 pm – 3:00 pm ............................. E/ES
PW-6 NECA-413 Standard for Installing and Maintaining Electric Vehicle Supply Equipment—Greg Massey .......................... DCCC

1:00 pm – 5:00 pm ............................. E
PW-7 2014 NEC Significant Changes—Michael Johnston ................................................ DCCC

3:00 pm – 5:00 pm ............................. ES/LC
PW-8 Understanding the Smart Grid - Opportunities and Challenges—Mark Earley .......................... DCCC

**Saturday, October 12**

6:30 am – 8:00 am
District 10 Breakfast ........................................................................... Grand Hyatt

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

7:00 am – 8:00 am
Board of Governors Breakfast .................................................... Grand Hyatt

8:00 am – 12:00 pm
Board of Governors Meeting ...................................................... Grand Hyatt

8:00 am – 5:00 pm (Day 2) ................................................. LC
PW-1 OSHA ET&D 10 Hour Train-the-Trainer Course—James A. McGowan.......................... DCCC

8:00 am – 12:00 pm ..................................... M
PW-9 Improving Labor Productivity for Electrical Contractors—David Brown.......................... DCCC

8:00 am – 4:00 pm
NECA Safety Forum ............................................................................... DCCC

8:00 am – 12:00 pm ............................. E/S
PW-10 Temporary Construction Power – Anything Goes?—James T. Dollard Jr. .......................... DCCC

9:00 am – 1:00 pm
Tour: Heroes and History ................................................................ DCCC

9:30 am – 3:30 pm
Tour: Magic of Mount Vernon ......................................................... DCCC

10:00 am – 1:30 pm
Pre-Convention Workshop Lunch (requires ticket) .................. DCCC

1:00 pm – 3:00 pm ............................. E/ES
PW-11 The Crazy World of LEDs and Controlling Them—James Benya ...................................... DCCC

10:00 am – 2:30 pm
Tour: Leading Ladies: First Ladies Up Front................................. DCCC

1:00 pm – 3:00 pm
Pre-Convention Workshop Lunch (requires ticket) .................. DCCC

12:00 pm – 4:00 pm
NECA Energy Forum ............................................................................... DCCC

1:00 pm – 3:00 pm ............................. E/ES
PW-12 The Crazy World of LEDs and Using Them—James Benya ...................................... DCCC

1:00 pm – 3:00 pm ............................. ES

1:00 pm – 3:00 pm ............................. E/ES
PW-14 Inspection/Installations of Electric Vehicle Chargers—Michael Johnston .......................... DCCC

2:00 pm – 4:40 pm ............................. E/M
PW-15 Maximize Productivity Utilizing a Best-In-Class Prefab System—Maxim Group .......................... DCCC

3:30 pm – 4:45 pm ............................. ES/M
ELECTRI International Talent Initiative
Green Energy Challenge .................................................................. DCCC

7:00 pm – 7:30 pm
Presidents Reception (Invitation Only) ............................................ Smithsonian Museum of Natural History

7:30 pm – 10:00 pm
Opening Reception ...................................................... Smithsonian Museum of Natural History

**Sunday, October 13**

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

6:45 am – 7:45 am
Prayer Service .......................................................... DCCC

8:00 am – 10:00 am ............................. S/M
NECA Safety Forum ............................................................................... DCCC

All times subject to change.
<table>
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<tr>
<th>Time</th>
<th>Session</th>
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| 8:00 am – 8:50 am | ES  
M-1 Fuel Cells: Selecting the Right Technology for the Application [EI]—Tom Glavinich .................................................................................. DCCC |
| 8:00 am – 8:50 am | ES  
M-2 Lighting Retrofits and Relighting – Cost Effective for the Customer, Good for the Environment, and Good Business for our Nation—James R. Benya .............................................................................. DCCC |
| 8:00 am – 8:50 am | M  
M-3 5 Ways to Make Your Small Business More Successful—David Fellman .................................................................................. DCCC |
| 8:00 am – 8:50 am | M  
M-4 Key Performance Indicators – The Keys to Project Financial Management—Christine Rahlf .................................................................................. DCCC |
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M-10 Fuel Cells: Selecting the Right Technology for the Application [EI]—Tom Glavinich .................................................................................. DCCC |
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M-15 The Basics of Federal Contracting—James F. Nagle .................................................................................. DCCC |
| 9:00 am – 9:50 am | M  
M-16 Open for Business – Disaster Preparedness—William M. Daly .................................................................................. DCCC |
| 9:00 am – 9:50 am | S  
M-17 Contractors Safety Initiative—Charles J. Kelly .................................................................................. DCCC |
| 9:00 am – 9:50 am | M  
M-18 Is Prefab Making You Money?—Dr. Perry Daneshgari .................................................................................. DCCC |
| 10:15 am – 11:30 am | ES  
Opening General Session—General Michael Hayden .................................................................................. DCCC |
| 10:30 am – 5:00 pm | ES  
Showcase .................................................................................. DCCC |
| 11:30 am – 5:00 pm | ES  
Trade Show Hours .................................................................................. DCCC |
| 12:00 pm – 2:00 pm | ES  
Lunch (requires ticket) .................................................................................. DCCC |
| 12:00 pm – 12:50 pm | ES  
TW-1 Cable Pathway Selection and the National Electric Code—Eric Sadler .................................................................................. Show Floor, Room 1 |
| 12:30 pm – 1:20 pm | M  
TW-2 Stuxnet, Cybercrime and Systems Design—Paul Rosenberg .................................................................................. Show Floor, Room 2 |
| 1:00 pm – 1:50 pm | S  
TW-3 Electrical Safety in the Workplace—Chris Pavese .................................................................................. Show Floor, Room 1 |
| 1:00 pm – 2:30 pm | ES  
Safety Roundtable .................................................................................. DCCC |
| 1:30 pm – 2:20 pm | M  
TW-4 The Digital Takeoff Takeover—Karl Rajotte .................................................................................. Show Floor, Room 2 |
| 2:00 pm – 2:50 pm | M  
TW-5 Myth-busting: The Truth Behind Data Center Marketing Trends—Dave Sterlace .................................................................................. Show Floor, Room 1 |
| 2:30 pm – 3:20 pm | E/S  
TW-6 Integrating LEDs and Lighting Controls to Increase Energy Savings and Cut Costs in Commercial Facilities—Christopher McQuillan .................................................................................. Show Floor, Room 2 |
| 3:00 pm – 3:50 pm | M  
TW-7 Pre-fabrication + Labor Saving Product System—Aaron Jacobs .................................................................................. Show Floor, Room 1 |
| 3:30 pm – 4:20 pm | E/ES  
TW-8 Back-up Power: Automatic Stand-by Generators—Dan Giampetroni .................................................................................. Show Floor, Room 2 |
| 5:00 pm | ES  
Daily Prize Drawing .................................................................................. Show Floor |
| 6:00 pm – 7:00 pm | ES  
Academy Reception  
(Invitation Only) .................................................................................. National Museum of Women in the Arts |
| 7:00 pm – 8:30 pm | ES  
Reception  
(Invitation Only) .................................................................................. National Museum of Women in the Arts |

**Monday, October 1**

7:00 am – 8:00 am  
Business Development Committee Breakfast .................................................................................. DCCC

7:00 am – 8:00 am  
Energy Solutions Task Force Breakfast .................................................................................. DCCC
<table>
<thead>
<tr>
<th>Time</th>
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<td>Workforce Development Committee Breakfast</td>
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<td>Codes &amp; Standards Committee Breakfast</td>
<td>DCCC</td>
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<td>7:30 am – 4:00 pm</td>
<td>Registration</td>
<td>DCCC</td>
</tr>
<tr>
<td>8:00 am – 8:50 am</td>
<td>M-19 Integrating LEDs &amp; Lighting Controls for Increased Energy and Cost Savings—Christopher McQuillan</td>
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<tr>
<td>8:00 am – 8:50 am</td>
<td>M-20 Changes Subpart V and 1910.269—David Wallis</td>
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<td>8:00 am – 8:50 am</td>
<td>M-21 Strategies for Mitigating Material Escalation Risk [EI]—Tom Glavinich</td>
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<tr>
<td>8:00 am – 8:50 am</td>
<td>M-22 Achieving a 5-Star Award in Customer Service—Richard Flint</td>
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</tr>
<tr>
<td>8:00 am – 8:50 am</td>
<td>M-23 Recent Developments in Integrated Project Delivery for NECA Members—Allen W. Estes III</td>
<td>DCCC</td>
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<tr>
<td>8:00 am – 8:50 am</td>
<td>M-24 Disaster Recovery Planning Using New Revisions to NFPA 70B—Chad Kennedy</td>
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<tr>
<td>8:00 am – 8:50 am</td>
<td>M-25 How Employers Can Prepare for More OSHA Whistleblower Investigations—Richard Alaniz</td>
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<tr>
<td>8:00 am – 10:00 am</td>
<td>M-26 Maintaining an Ethical and Compliant Workplace—What You Don’t Know Can Hurt You—Joel S. Hirschtritt, Andrew Singer, John-Patrick Curran</td>
<td>DCCC</td>
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<tr>
<td>8:00 am – 9:50 am</td>
<td>M-27 NECA Government Affairs 2013 Update—Marco Giamberardino, Kristen Gowan, Jessica Cardinas</td>
<td>DCCC</td>
</tr>
<tr>
<td>9:00 am – 9:50 am</td>
<td>M-28 Integrating LEDs &amp; Lighting Controls for Increased Energy and Cost Savings—Christopher McQuillan</td>
<td>DCCC</td>
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<tr>
<td>8:00 am – 8:50 am</td>
<td>M-29 Changes Subpart V and 1910.269—David Wallis</td>
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</tr>
<tr>
<td>8:00 am – 8:50 am</td>
<td>M-30 Strategies for Mitigating Material Escalation Risk [EI]—Tom Glavinich</td>
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<td>8:00 am – 8:50 am</td>
<td>M-31 Achieving a 5-Star Award in Customer Service—Richard Flint</td>
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<td>M-32 Recent Developments in Integrated Project Delivery for NECA Members—Allen W. Estes III</td>
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<td>M-33 Disaster Recovery Planning Using New Revisions to NFPA 708—Chad Kennedy</td>
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<td>M-34 How Employers Can Prepare for More OSHA Whistleblower Investigations—Richard Alaniz</td>
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<tr>
<td>9:30 am – 12:30 pm</td>
<td>Tour: Capital Collection</td>
<td>DCCC</td>
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<tr>
<td>10:00 am – 11:30 am</td>
<td>Lifestyle Program—White House Chefs</td>
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<tr>
<td>10:00 am – 11:30 am</td>
<td>Labor Relations Special Session</td>
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<tr>
<td>10:30 am – 1:20 pm</td>
<td>Showstopper Showcase</td>
<td>DCCC</td>
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<tr>
<td>12:00 pm – 2:00 pm</td>
<td>Lunch (requires ticket)</td>
<td>DCCC</td>
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<tr>
<td>12:00 pm – 12:50 pm</td>
<td>TW-9 Can Building Codes Ensure Power Reliability?—Bhavesh Patel</td>
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<tr>
<td>12:30 pm – 1:20 pm</td>
<td>TW-10 Project Delivery with BIM: How to Win More and Make More—Michael DeLacey, Don Interdonato</td>
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</tr>
<tr>
<td>12:30 pm – 3:30 pm</td>
<td>Tour: Wonders of Washington</td>
<td>DCCC</td>
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<tr>
<td>1:00 pm – 1:50 pm</td>
<td>TW-11 Emerging Optical Fiber Cabling Methods—Kurt Templeman</td>
<td>Show Floor, Room 1</td>
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<tr>
<td>1:30 pm – 2:20 pm</td>
<td>TW-12 Cable Tray Bonding and Grounding...Is There a Difference?—Bob Crain</td>
<td>Show Floor, Room 2</td>
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<tr>
<td>2:00 pm – 2:50 pm</td>
<td>TW-13 Using Laser Scanning to Drive Your Estimating, Detailing, and Field Layout Processes for Renovation Projects—Mark Mandarelli</td>
<td>Show Floor, Room 1</td>
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<tr>
<td>2:30 pm – 3:20 pm</td>
<td>TW-14 Growing Your Revenues with Thermal Imaging—Frank Webb</td>
<td>Show Floor, Room 2</td>
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<tr>
<td>3:00 pm – 3:50 pm</td>
<td>TW-15 RIO System: Retrofit Integrated Optics—Ajay Naruka</td>
<td>Show Floor, Room 1</td>
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<tr>
<td>2:00 pm – 4:00 pm</td>
<td>Women in NECA Meeting and Reception (Invitation Only)</td>
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All times subject to change.
<table>
<thead>
<tr>
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<tr>
<td>3:00 pm</td>
<td>Business Development Meeting and Reception (Invitation Only)</td>
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<tr>
<td>3:00 pm</td>
<td>Future Industry Leaders Reception (Invitation Only)</td>
<td>DCCC</td>
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<tr>
<td>4:00 pm</td>
<td>Daily Prize Drawing</td>
<td>Show Floor</td>
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<tr>
<td>3:00 pm – 5:00 pm</td>
<td>Business Development Meeting and Reception (Invitation Only)</td>
<td>DCCC</td>
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<tr>
<td>3:00 pm – 5:00 pm</td>
<td>Future Industry Leaders Reception (Invitation Only)</td>
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<tr>
<td>4:00 pm</td>
<td>Daily Prize Drawing</td>
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**Tuesday, October 15**

<table>
<thead>
<tr>
<th>Time</th>
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<tr>
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<tr>
<td>8:00 am – 8:50 am</td>
<td><strong>M-35</strong> Negligent Entrustment Liability in Your Vehicle Fleets—John E. Cruickshank</td>
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<td>8:00 am – 8:50 am</td>
<td><strong>M-36</strong> Economics of On-Site Energy Production Using Natural Gas [EI]—Tom Glavinich</td>
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<td>8:00 am – 8:50 am</td>
<td><strong>M-37</strong> How to Identify and Sell Lighting Retrofits—Mary Beth Gotti</td>
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<td>8:00 am – 8:50 am</td>
<td><strong>M-38</strong> Business Valuation and the Exit Planning Process—Allen Oppenheimer</td>
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<td>8:00 am – 8:50 am</td>
<td><strong>M-39</strong> Success with Difficult People—Byron G. Sabol</td>
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<td>8:00 am – 8:50 am</td>
<td><strong>M-40</strong> Tax Reform: What You Need to Know—Marco Giamberardino, Kristen Gowan</td>
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<td>8:45 am – 10:00 am</td>
<td>Exhibitor Focus Group Meeting and Breakfast</td>
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<td>9:00 am – 10:15 am</td>
<td>Closing General Session—Bob Schieffer</td>
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<td>9:30 am – 2:30 pm</td>
<td>Showstopper Showcase</td>
<td>DCCC</td>
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<tr>
<td>10:30 am – 2:30 pm</td>
<td>Trade Show Hours</td>
<td>DCCC</td>
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<tr>
<td>11:00 am – 11:50 am</td>
<td><strong>M-16</strong> The Real ROI You Will Find from GPS Fleet Tracking—Brent Eynon, Phil Eatman</td>
<td>Show Floor, Room 1</td>
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<tr>
<td>11:30 am – 12:20 pm</td>
<td><strong>TW-17</strong> Innovation in Lithium-Ion Cordless Tools—TBD</td>
<td>Show Floor, Room 2</td>
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<tr>
<td>11:30 am – 1:00 pm</td>
<td>Lunch (requires ticket)</td>
<td>DCCC</td>
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<tr>
<td>12:00 pm – 12:50 pm</td>
<td><strong>TW-18</strong> Growing Beyond New Construction: Customer Partnership Opportunities in Energy Efficiency—Glen A. Mazur</td>
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<tr>
<td>12:30 pm – 1:20 pm</td>
<td><strong>TW-19</strong> Auditing Employees for Safety Program Success—Steven J. Abbott</td>
<td>Show Floor, Room 2</td>
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<tr>
<td>2:00 pm</td>
<td>Grand Prize Drawing</td>
<td>Show Floor</td>
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<tr>
<td>8:00 pm</td>
<td>Closing Celebration—Phil Vassar</td>
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</tbody>
</table>

For more information about NECA 2013 Washington DC, visit [www.necaconvention.org](http://www.necaconvention.org). There you will find full descriptions of the technical, management and pre-convention workshops, CEU information, instructor biographies and information about the General Sessions, Opening Reception and Closing Gala. The daily schedule will help you plan your time at the Convention and Trade Show, and information about tours and a list of Washington restaurants will help you plan your time in the city!

For the most current updates about NECA 2013 Washington DC, friend us on Facebook or follow us on Twitter:

[www.facebook.com/NECAConvention](http://www.facebook.com/NECAConvention)

@necaconvention

#NECA13

**DON'T FORGET TO DOWNLOAD THE NECA SHOW APP!** Plan your Convention and Show on your smartphone or tablet! Our NECA 2013 app lets you access information on exhibitors, education tracks, speakers, the schedule and more, and then helps you put that information into a personalized schedule so you won’t miss a thing! You can find our **FREE** app for the iPhone and iPad in the AppStore and for Android phones and tablets in the Android Market by searching for **NECA2013**.

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<table>
<thead>
<tr>
<th>PreConvention</th>
<th>Management</th>
<th>Technical</th>
</tr>
</thead>
</table>

Tracks: E=Electrical; ES=Energy Solutions; LC=Line Construction; M=Management; S=Safety

[ELI]=based on ELECTRI International research

DCCC = Walter E. Washington Convention Center
REGISTERING FOR NECA 2013 WASHINGTON DC: IT MAKES PERFECT BUSINESS SENSE

Where else can you 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? Nowhere else but NECA 2013 Washington DC! 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 a $900 savings!

Member registration fee for NECA 2013 Washington DC includes:

- Energy Forum $145 value
- Five Management Education sessions (250 minutes) $545 value
- Three lunches on the Trade Show floor $125 value
- Opening Reception with heavy hors d’oeuvres and beverages $325 value
- Closing Celebration $150 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 2013 Washington DC $1,960.00
Full member registration - $995.00
Actual Member savings $965.00

We look forward to seeing you October 12–15!
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. in addition to full Convention registration, 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 2013 washington dC with the a la carte menu!

Weekend Packages (NECA members only)

Package #1:

$619

Package #2:

$519

A La Carte

- pre-Convention workshops
  workshop prices vary (see pages 12–13)
- Energy Forum
  Member $145 ($75 with full Convention registration)
  Non-member $599
- Safety Forum
  Member $250
  Non-member $599
- Opening reception $200
- Management Seminars (all 3 days) $545
- Lunch on the trade Show Floor (per day) $28
- trade Show only (includes technical workshops & Showstopper Showcase) $85

www.NECACoNvEntioN.org
TOURS: Discover D.C.

GEORGETOWN: DC’s GEM NEIGHBORHOOD
Friday, October 11, 12:00–4:00 pm  $63 per person
Georgetown is one of Washington DC’s gem neighborhoods, complete with history, culture, grand estates, fine restaurants, and world-class shopping. Begin your day with an overview of Georgetown. From the beautiful canals and waterfront history, to the amazing architecture and political intrigue, this famous neighborhood has many stories. After you see the highlights and history, take a stroll on your own and stop at Dean and Deluca for a coffee and pastry or Georgetown Cupcake to satisfy your sweet tooth. Browse the fabulous shops and sites of Georgetown from unique boutiques to top designers, and every brand in-between.

THE WONDERS OF WASHINGTON
Friday, October 11, 12:30–3:30 pm  $42 per person
Monday, October 14, 12:30–3:30 pm
Washington, DC, located at the confluence of the Potomac and Anacostia Rivers, is one of only three planned federal capitals. George Washington chose this site in 1790, as it lies at the historic mid-point between the northern and southern colonies. Pierre Charles L’Enfant was selected to design the city as the capital for the new United States. That city plan has evolved into a beautiful and exciting showplace for the federal government, with world-class museums, gardens and monuments to this nation’s notable history. You will be introduced to the history and architecture of DC with stories, facts and trivia as you explore monuments, memorials and notable buildings (by coach) such as the White House, Smithsonian Institution Complex and the Washington Monument. Stop at the National Mall, a treasured park that boasts some of the most recognizable buildings in the world. Visit the Lincoln Memorial, Vietnam Veterans Memorial, Korean War Veterans Memorial, the Reflecting Pool and the World War II Memorial.

HEROES AND HISTORY
Saturday, October 12, 9:00 am–1:00 pm  $63 per person
This moving tour will take you to inspiring venues that pay tribute to the military personnel who have fought for our country. You will begin at Arlington National Cemetery, an impressive memorial park that was established after the Civil War as a final resting place for those who died in battle. Among the thousands of white headstones are the graves and memorials of President John F. Kennedy and Jacqueline Kennedy Onassis, Robert Kennedy, President William Howard Taft, the crew of the Space shuttle Challenger, and Pierre L’Enfant, the architect of Washington DC. Supreme Court Justices, and other historical figures. The Tomb of the Unknowns honors all unidentified soldiers who fell in World Wars I and II, Korea and Vietnam, and is guarded 24 hours a day by Tomb Guard Sentinels of “The Old Guard” of the elite U.S. Army 3rd Infantry Division, which performs the Changing of the Guard every half hour during the spring and summer and every hour in the fall and winter and night. Time permitting, guests will visit the WWII Memorial, Vietnam Veterans Memorial, and Korean War Memorial.

THE MAGIC OF MOUNT VERNON
Saturday, October 12, 9:30 am–3:30 pm  $80 per person
George Washington wrote of his beloved Mount Vernon, “No estate is more pleasantly situated than this.” Today you will enjoy the same breathtaking view across the Potomac River that enameled Washington all those years ago. The buildings and beautiful grounds, part of one of the nation’s oldest historic preservation projects, are as meticulously preserved as they were in 1799. These historic grounds reveal Washington’s skill as one of the foremost agriculturists of his day, his discerning taste in his home and its furnishings, and his love of the outdoors. On this special tour you can pay your respects at the tomb of George and Martha Washington and see the innovative Pioneer Farmer site, a working 4-acre farm and recreation of Washington’s 16 treading sided barn. View the inspirational Slave Memorial, and enjoy the interesting outbuildings of the mansion, the lush gardens and panoramic views.

LEADING LADIES: FIRST LADIES UP FRONT
Saturday, October 12, 10:00 am–2:30 pm  $70 per person
On this unique tour, you will receive an exclusive look into the lives of U.S. First Ladies; hear stories of scandal and heroism; and learn how the first ladies influenced their husbands. Your tour begins at The White House where you’ll learn about the first garden on these historic grounds, Eleanor Roosevelt’s victory garden, and view the current first lady’s garden. Next you’ll tour the amazing First Ladies exhibit at the National Museum of American History, which explores the unofficial but important position of First Lady and the ways that different women have shaped the role. The exhibition features more than two dozen gowns from the Smithsonian’s almost 100-year old First Ladies Collection, including those worn by Frances Cleveland, Lou Hoover, Jacqueline Kennedy, Laura Bush, and Michelle Obama. A section titled Changing Times, Changing First Ladies highlights the roles played by Dolley Madison, Mary Lincoln, Edith Roosevelt, and Lady Bird Johnson and their contributions to their husband’s administrations. Your tour concludes at the FDR Memorial which includes the only statue ever to honor a first lady in a presidential memorial. A gourmet boxed lunch is included.

CAPITOL COLLECTION
Monday, October 14, 9:30 am–12:30 pm  $42 per person
Set atop Jenkins Hill overlooking the city of Washington sits the United States Capitol. Its cast iron dome is the most imposing architectural structure in the city and the chief icon of the nation’s identity as a federal republic. Enter this hallowed building and you will be awed by the Rotunda, the symbolic center of the Capitol and of the city itself. Visit Statuary Hall (the original House chamber), the Old Senate chamber and the Crypt, which was intended to be the final resting place of George Washington. Across the street, visit the seat of the judicial branch of our government, the Supreme Court, where nine justices preside in the largest marble building in the world. Your next stop, the Library of Congress Thomas Jefferson Building, is an elegant neoclassical building lavishly decorated in the spirit of the Gilded Age. Three buildings hold the world’s largest library and is home to Jefferson’s handwritten draft of the Declaration of Independence.

EXTRAORDINARY EATS
Monday, October 14, 10:30 am–2:30 pm  $140 per person
Beneath the blue-suit ID-badge aesthetic of Washington sits a rich subculture of all things artistic, innovative, and hip. That part of the District is alive and well in the Northwest neighborhood of Dupont Circle, home to some of D.C.’s most unique shops, galleries, traditions, and, of course, food and drink. Today, you will be stopping at three restaurants in Dupont Circle that highlight its diverse culinary scene and visit restaurants that source local and sustainable ingredients. Meander through Embassy Row to take in the splendor and architectural grandeur of this beautiful neighborhood. This tour is a multiple hour experience that will expand and challenge your palette with an array of flavors, tastes, and textures. Join us and see why Washington is the Foodie Capitol!
ALL BADGES WILL BE PICKED UP AT REGISTRATION.

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 ________________________________  (LAST, FIRST, MI)  
Spouse Nickname for Badge ________________________________  
Spouse Position in Company (if any) ________________________________  
(If registering)  

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

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

ACCOMMODATIONS  DEADLINE FOR ROOM RESERVATIONS IS SEPTEMBER 10, 2013

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 ________________________________  
City ____________________________  State/Province ____________________________  Zip ____________________________  Country ____________________________  Phone ____________________________  Fax ____________________________  
E-mail Address ________________________________  
Hotel Requested (1st choice)__________________  Number of People ____________________________  
Hotel Requested (2nd choice)__________________  Number of People ____________________________  
Hotel Requested (3rd choice)__________________  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 a guarantee of one night’s room and tax either by credit card or check payment.  
Total Deposit $______________

☐ Check Enclosed  ☐ Credit Card (Fill out PAYMENT information above)

IF PAYING FOR HOUSING BY CHECK:

Make check (in U.S. dollars) payable to CMR, 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, CALL 415-979-2291.  
FOR WEEKEND PACKAGE AND A LA CARTE REGISTRATION, VISIT 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 Full 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, lunch all three days of the 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), September 10, 2013.
If you live in the Washington DC 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 full 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 $545. 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 Full 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.

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 September 10, 2013. Between September 11 and September 25, 2013, a $100 fee will be charged for each full registration cancellation. After September 25, 2013, 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 26.
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 2013 Washington DC—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 and 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 and 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

NEW: NECA Full Convention Registrants—All badges can be picked up in the Registration Area at the Convention. They will NOT be mailed.
Please choose one registration method and register ONE TIME ONLY!

EARLY REGISTRATION
(ON OR BEFORE SEPTEMBER 10, 2013)

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<tr>
<td>Non-Member</td>
<td>$1,400</td>
<td>$1,400</td>
</tr>
</tbody>
</table>

REGULAR REGISTRATION
(AFTER SEPTEMBER 10, 2013)

<table>
<thead>
<tr>
<th>Classification</th>
<th>Registrant</th>
<th>Spouse</th>
</tr>
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<tr>
<td>Member</td>
<td>$1,195</td>
<td>$595</td>
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<tr>
<td>Non-Member</td>
<td>$1,400</td>
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</tr>
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</table>

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.
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

Exhibitor List as of May 16, 2013

3M
AboutTime Technologies
ADI
AEMC Instruments
ALL-TEST Pro, LLC
American Conduit by Sapa
American Connectors Inc.
American Fittings Corporation
American Technical Publishers, Inc.
Amprobe
Arlington Industries
ASCO
Atkore International
BD ELECTRICAL
Bender Inc.
Berne Apparel
BICSI
Bridgeport Fittings
Bunry
C/F Data Systems, LLC
CAB (Cambria County Association for the Blind and Handicapped)
CableOrganizer.com
CBM Lighting Mfg.
Cerro Wire LLC - Electrical Distribution Division
Certified Electrical Safetygear (subsidiary of Protective Industrial Products)
Cert-In Software Systems, Inc.
Charles J. Krasnoff Electrical Estimating
Clear-Vu Lighting
Colonial Engraving Co. Inc.
ConEst Software Systems
Contractors Choice Inc.
Copper Development Assoc. Inc.
Cre, Inc.
Crescent Electric Supply
Cummins Onan
Current Tools, Inc.
Data-Basics Inc.
Dexter + Chaney
DRBFIRE
DSG-Canusa
DSM
Eaton Corporation
EC&M Electrical Wholesaling (Penton Media, Inc.)
Eclipse Enterprises, Inc.
Edwards Manufacturing Company
ELECTRI International
Electrical Contractor Magazine
Electrical Prefab Systems, LLC
Electrical Solutions
ElectricSmarts / NetPricer
ElectriTV
E-Mon
Encore Wire Corporation
Energy Squad
ERICO
Ericson Manufacturing Company
eSUB Inc.
Extron Electronics
EYE Lighting International
Facility Results
Federated Insurance
Fire-Lite Alarms by Honeywell
FLIR Systems/Extech Instruments
Fluke Corporation
Ford Commercial Truck
Foundation Software
Fullham Company, Inc.
G & K Services
Gardner Bender
GE Energy
General Cable
Gentex Corporation
GEXPRO
GM Fleet and Commercial
GPS Insight
Graybar
Greenlee, A Textron Company
Harger Lightning & Grounding
Hellind Electronics
Hercules Industries
High Voltage Inc.
Highline Products
Hikoki USA Corporation
Hipotronics, Inc.
Honeywell Lighting Solutions & Electrical Products
ITool Co.
Ideal Industries, Inc.
Infosite Technologies
InterCon Logistics Management
Jonas Software
Jones & Bartlett Learning
K. S. Terminals Inc.
Klein Tools, Inc.
KNIPEX Tools LP
Kohler Generators
L.H. Dottie Company
LED Waves
Legrand
LENOX®
Leviton Mfg. Co., Inc.
Light Efficient Design
LINC Technologies
Lutron Electronics
M. K. Morse Company, The
Madison Electric Products
Marking Services, Inc.
Material Management Software, Inc.
Maxwell Systems Inc.
McCormick Systems, Inc.
Megger
MHT Lighting
Microdesk
Milbank
Milspec Industries
Milwaukee Electric Tool Corp.
Musco Lighting
National Association of Electrical Distributors (NAED)
NECA Energy Solutions
NECA
Networkfleet, Inc.
NFPA (National Fire Protection Association)
Niedax Inc.
Nissan North America
NJATC
NJATC FR Apparel
Northwest Lighting Systems Co.
Oldcastle Enclosure Solutions
Orbit Industries & Lighting
Panduit Corp.
Pencoll Plastics
Penn Union corp
Pepco and Delmarva Power C&I Energy Savings Program
PG LifeLink
Power & Tel
Project DocControl
Prysmian Group
QSSI/Duraguard
Qualified Safety
RAB Lighting
Ram Commercial Trucks
RANDL Industries, Inc.
Reel-O-Matic, Inc.
RELECTRIC
Rexel, Inc.
RoseWater Energy Group
Royal Building Products
Runtal North America, Inc.
Russelectric Inc.
Salisbury by Honeywell
Schneider Electric
Service Wire Co.
Siemens Industry, Inc.
Skypatrol
Snake Tray
Solomon Corporation
Solon Manufacturing Company
Southland Electrical Supply
Southwire/Maxis
Sta-Down Conduit Retaining Device
Stark Safety Consultants
Stiebel Eltron
Strip Technology, Inc.
Sumitomo Electric Lightwave Corp.
Sunbelt Transformer Ltd.
Superior Essex
T & R Electric Supply
TEGEN SELECT®
TenCate Protective Fabrics
The Electric Current
Thomas & Betts
Trade Service
Trench Grader
Trimble
Triple Crown Products
Underground Devices Inc.
Underwriters Laboratories (UL)
United Copper Industries
Utility Equipment Leasing Corp.
Venture Lighting International, Inc.
Viewpoint Construction Software
Viribright Lighting Inc.
Vision InfoSoft
Werner Co.
Westex Inc.
Wheatland Tube Company
Wireless Matrix
XtraLight Manufacturing

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