



NECA
2018
PHILADELPHIA
SEPTEMBER 29–OCTOBER 2

CONVENTION AND TRADE SHOW
Pennsylvania Convention Center



#1 EVENT FOR ELECTRICAL PROFESSIONALS

Presented by the National Electrical Contractors Association • www.necaconvention.org



**NECA
2018**
PHILADELPHIA
SEPTEMBER 29–OCTOBER 2



WELCOME TO PHILADELPHIA!

Affectionately known as the City of Brotherly Love, Philadelphia is Pennsylvania’s largest city. It is recognized for its rich history, on display at the Liberty Bell and Independence Hall, which is where the Declaration of Independence and Constitution were signed. Along with other American Revolutionary sites, there are the iconic steps of the Philadelphia Museum of Art, immortalized by Sylvester Stallone’s triumphant run in the 1976 film “Rocky.”

It won’t be difficult to find something for everyone while you’re here. Combined with its abundance of tourist attractions, Philadelphia is home to amazing art installations, jazz venues and architectural landmarks. It also has emerged as one of the country’s finest culinary destinations—it’s not just the cheesesteak capital of the world. More than a decade of development has transformed the region’s dining scene from notable to thriving. At night, Philadelphia is buzzing with activity—it’s an exciting, inviting place to get drinks and hear live music.

Sports fans in the area, moreover, have had a lot to cheer about over the years. As a city, Philadelphia boasts one of the largest collections of championships among professional franchises in America, including the Eagles’ 2018 Super Bowl win!

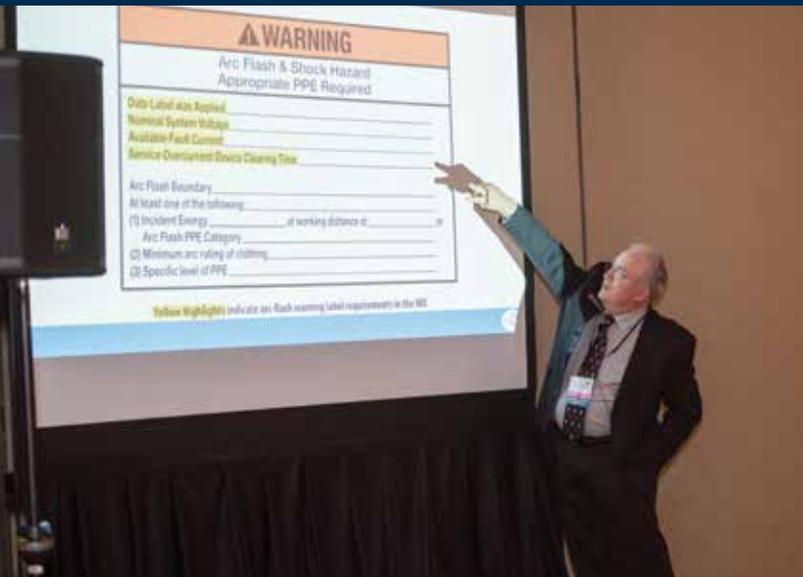
Whatever your plans, have fun and enjoy your stay for **NECA 2018 Philadelphia!**

NECA Premier Partners



NECA EDUCATION

TRAIN FOR TODAY
LEARN FOR TOMORROW



The electrical contracting industry is always changing, and NECA provides the education needed to keep your company on top. This year, attend courses on:

- Business Management
- Labor Relations
- Leadership and Communications
- Project Management
- Standards and Safety
- Technology, Process and Innovation

Choose from our in-depth preconvention workshops, convention education and technical workshops to attend courses on a variety of topics to help grow your business.

“I always leave the NECA Convention education classes re-energized, with new ideas to implement in order to grow and improve my business.

—Emily Martin
Aschinger Electric



A Constitutional Celebration!

Saturday, September 29 • 7:30 pm–9:30 pm
Afterparty • 9:30 pm–10:30 pm, sponsored by Milwaukee Tool

Step inside the National Constitution Center, a landmark in the heart of the City of Brotherly Love, for a patriotic celebration! Located on the Independence Mall, the National Constitution Center is the only museum dedicated to the U.S. Constitution. Through must-see exhibits, timely America's Town Hall programs, and the engaging educational resources, it inspires active citizenship and brings the Constitution to life.

More than 100 multimedia elements let you discover why the Constitution is just as important today as it was more than 200 years ago. Also worth checking out: the 42 life-sized bronze statues of the Founding Fathers, one of the museum's most iconic attractions.

The night will also feature the return of Milwaukee Tool's **Tool Shed Band**, open bars and cuisine, and interactive areas that include a Slow-Mo Station, a modern selfie soirée and more.



OPENING GENERAL SESSION

KELLER RINAUDO

Founder and CEO of Zipline
Sunday, September 30 • 10:15 am–11:30 am

Keller Rinaudo is a robotics and healthcare innovator who is showing the world how drone technology can be used to save lives. He is the CEO and co-founder of Zipline, which manages a system of custom robotic aircraft specifically designed to carry life-saving medical supplies to areas in need. Called a “visionary project” by the World Health Organization and “the new face of the aerospace industry” in *The New York Times*, Zipline uses cutting-edge technology to leapfrog the absence of preexisting infrastructure all over the globe and deliver medical necessities to healthcare professionals and their patients in the most remote parts of the world.

Rinaudo, a graduate of Harvard, is a robotics expert and a former TED main stage speaker. He will speak about how to test solutions quickly to effectively maximize output, how to discover simple solutions to complex problems, how to emerge as a leader in an industry dominated by monopolies, and what technology and robotics mean for the future of business and government.



JON DORENBOS

Long Snapper, Philadelphia Eagles/Magician
Tuesday, October 2 • 1:15 pm–2:30 pm

When Jon Dorenbos left NFL football after more than a decade as a successful long snapper for the Philadelphia Eagles, he ended up trading one calling for another: magic. Dorenbos wowed America with his captivating performances on the NBC hit television show *America's Got Talent*, advancing to the finals and coming in third place in the competition among tens of thousands of competitors.

When he was 12, his picture-perfect family was destroyed after his father murdered his mother. Jon rose through adversity, set goals and executed the necessary steps that were required to find success. He spent the early part of his professional career with the Buffalo Bills and Tennessee Titans before 11 years with the Philadelphia Eagles, where he became one of the most beloved players among teammates and fans.

As an entertainer, Dorenbos is the NFL's "Magic Man." He will speak to NECA 2018 Philadelphia attendees about the importance of discipline, teamwork, perseverance and the acceptance of failure in achieving a common goal.



CLOSING CELEBRATION

Foreigner

Tuesday, October 2 • Doors open at 7:15 pm
Concert starts at 8:15 pm



The Closing Celebration at NECA 2018 Philadelphia will feature celebrated rock band Foreigner, who rank among the highest-selling acts of all time. Boasting 10 multi-platinum albums and 16 Top 30 hits, Foreigner is universally hailed as one of the most popular groups in the world. They have a formidable musical arsenal that continues to propel sold-out tours and album sales exceeding 75 million.

Foreigner is responsible for some of music's most enduring anthems and the worldwide No. 1 hit, *I Want to Know What Love Is*. At the band's core is founder Mick Jones, a member of the Songwriters Hall of Fame. He re-formed the band after a 2002 hiatus and selected lead singer Kelly Hansen to help write a new chapter. One of rock's greatest showmen, Hansen is known for his innate ability to connect with crowds.

The event will take place at the Fillmore Philadelphia—a spectacular venue in the lively Fishtown district. The spacious setting offers more seating, more bars, more bartenders and features a quiet area for people who want to take a little break from the party!

Sponsored by **Thomas & Betts**
A Member of the ABB Group

Christopher Tarbell & Hector Monsegur

Cybersecurity Experts

Monday, October 1 • 10:15 am–11:30 am



Two of the country's leading voices on global cybersecurity issues—men who, for years, were adversaries—will come together to discuss their unique perspectives during the Monday General Session at NECA 2018 Philadelphia.

Ex-FBI special agent Christopher Tarbell is one of the most successful law enforcement officials of all time. Dubbed “the Eliot Ness of online crime” by *Newsweek*, Tarbell is the man responsible for infiltrating the hacker group Anonymous and defeating the notorious dark web drug trafficking site Silk Road, called “the most sophisticated and extensive criminal marketplace on the Internet.” He led the tracking and arrests of two of the most infamous figures in cyberspace: Sabu, who was at one point the most influential hacker in the world, and Dread Pirate Roberts, who was later convicted for his involvement with Silk Road. Tarbell now works as a director for the strategic advisory and consulting firm Berkeley Research Group, LLP.

Tarbell will be joined by one of the men he ultimately tracked down: Sabu. Also known as Hector Monsegur, the black hat highlighted critical vulnerabilities in numerous organizations. Monsegur later began working with the U.S. and commercial security executives around the world, helping them prevent hundreds of cyberattacks. In securing clients in wide-ranging arenas such as technology, healthcare, finance, government, and other industries, his unmatched technical experience educates operators and guides research. Monsegur now works as Director of Assessment Services with Rhino Security Labs, making regular media appearances.

THE NECA PROJECT EXCELLENCE AWARDS



Last year, seventeen companies were recognized by a panel of their peers as winners of the first-ever NECA Project Excellence Awards. These awards are a recognition of the extraordinary work performed throughout the year by NECA contractors in eleven different project categories. Come be part of this year's excitement as NECA recognizes the 2018 winners. Make sure to visit the Project Excellence Awards website (www.necapea.com) to view all of the winners.

NINTH ANNUAL

Green Energy Challenge

Saturday, September 29 • 1:30 pm–3:30 pm

The ELECTRI International/NECA Green Energy Challenge is an annual highlight showcasing NECA Student Chapters. With 17 Student Chapters registered for the 2018 competition, ELECTRI is connecting hundreds of students with real-world challenges and asking them to develop real solutions. The teams accomplish this with the assistance of NECA members and Chapters.

The 2018 competition challenged teams to design an energy upgrade for a facility in their community that provides community service. Teams were expected to develop a relationship with those who benefit from the services. A jury of electrical contractors and industry partners selected three finalists. At the NECA Convention, each finalist team will make a 15-minute oral presentation to determine the competition's overall winner for 2018. Iowa State University won the Green Energy Challenge for the fourth year in a row in 2017.

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 at the NECA Convention. Join us as we watch our industry's future live and in person.



NECA BUSINESS DEVELOPMENT SEMINAR

Saturday, September 29 • 3:30 pm–5:00 pm

The world is changing, and if we don't want to be left behind, our industry must change with it. This seminar will cover both strategy—how NECA's financing solutions can help grow market share and your business through internal capital expansion and project financing; and technology—contractor opportunities in the IoT and Smart Cities space.



CONNECTING BY FAITH AND PRAYER

Sunday, September 30 • 7:00 am–8:00 am (transportation provided)

Join us in the beautiful, historic Chapel of Four Chaplains where we will hear from industry leaders like Larry Bradley, Executive Secretary-Treasurer at National Electrical Benefit Fund. A portion of the service will be dedicated to each faith represented by the four Chaplains.

- Connect through Fellowship and Prayer
- Strengthen faith through testimony
- Express faith through worship

Sponsored by



STUDENT/CONTRACTOR MEET-AND-GREET

Saturday, September 29 • 3:00 pm–5:00 pm

The Meet-and-Greet replaces the Student Chapters Job Fair but continues as a NECA Student Chapter recruitment program. This mixer will offer students an opportunity to interact with contractors and learn about different companies and jobs.

All NECA contractors interested in promoting their companies and recruiting at the college level are encouraged to participate. The focus of this mixer is to connect students to contractors to establish relationships and help build a pipeline of future electrical workers.

WIN/FUTURE LEADERS ROUNDTABLE

Monday, October 1 • 2:00 pm–4:00 pm

This year's Women In NECA and Future Leaders Roundtable will focus on important topics affecting our industry today, workforce shortage, recruiting and retaining, diversity and inclusion. All members of the WIN and Future Leaders groups are invited to join in the discussions.

A joint reception sponsored by the NECA Penn-Del-Jersey Chapter and Graybar will be held immediately after the WIN/FL Roundtable at 4:00 pm at the Field House Sports Bar near the Convention Center.

Sponsored by



NECA ROCKY FUN RUN

Monday, October 1 • 7:00 am (transportation/breakfast provided)
\$50 per person/sign up when registering online

Join us for the NECA Rocky Fun Run. A 5K run or walk that will take place on the Schuylkill River, beginning and ending at the waterworks event venue. Have your photo taken with the Rocky statue after the run. Registration is required and all proceeds benefit The Susan G. Komen Foundation in recognition of breast cancer awareness month.

Sponsored by



SPECIAL PRECONVENTION WORKSHOP

ELECTRICAL CONTRACTOR LEADERSHIP, *Presented by* THE NEXT ACADEMY



September 28–29 • 8:00 am–4:00 pm

Join us for this two-day session, which provides a preview of the Academy and will take emerging and senior leaders in the electrical contracting industry through a few of the key organization areas you should be focusing on in your company, including:

- Enabling Leadership
- The Keys to Building Vibrant Organizations
- Preparing for Innovation and Disruption in a V.U.C.A. World
- Negotiating for a Better Future

View a full description of this special preconvention opportunity at www.necaconvention.org.

The NEXT Academy is an intimate 12-month training ground built specifically for Electrical Contractors to help prepare leaders to meet today's complex challenges. For more information on the NEXT Academy, visit www.nextleadershipacademy.org.



LABOR RELATIONS TRACK

Back by popular demand, NECA brings you three days of labor relations sessions!

Sunday's session will look at the recruitment process to examine what is working for us and what is working for the other trades, ways we can attract the next generation and how we can ensure we're getting the right applicants.

On Monday, a NECA member will discuss how they have brought more CW/CEs into their company through a comprehensive training and mentoring program.

We'll discuss union craft wage and fringe rates, trends and outlook with the Construction Labor Research Council on Tuesday.

Sunday, September 30, 2018

Join nearly 2000 apprentices for the NECA Apprentice Appreciation Day at NECA 2018 Philadelphia! We have planned a special program for apprentices working at all levels of electrical construction from first year to fifth year. Following the workshop, all participants can visit the NECA Show floor, FREE!

Program Highlights:

10:00am – 11:30am

Apprentice Workshop

Moderator: Jeff Scarpello, *NECA Penn-Del-Jersey Chapter*

Opening Remarks

John Dougherty, *Business Manager, IBEW Local 98*

Todd Stafford, *Executive Director, electrical training ALLIANCE*

Mike Neill, *Director of Apprentice Training, IBEW Local 98 ATEI*

Keynote: Leadership in the Industry

Michael Callanan, *mc3 - Michael Callanan Consulting Company*

11:30am – 12:15 pm

Town Hall Meeting with Q&A

Lonnie Stephenson, *IBEW President*

David Long, *NECA President*

John Grau, *NECA CEO*

Moderator: Geary Higgins, *NECA VP, Labor Relations*

12:15 pm – 1:00 pm

Lunch provided in Meeting Room

12:15 pm – 5:00 pm

Trade Show

Transportation sponsored by



LINEMAN PAVILION

The Line Construction Advancement Fund (LCAF), Northeastern Apprenticeship Training program (NEAT) and the New York State Lineman's Safety Training Fund will be conducting demonstrations on the trade show floor utilizing their **Mobile Transformer Training Trailer** and **Mobile High Voltage Test Lab**. Topics include:

- Transformer connections and configurations
- Personal Protective Grounding Simulations
- High Voltage Testing or Rubber Gloves & Sleeves
- Di-electric testing of hot sticks
- Hi-Pot testing

Select exhibitors will have outside products on the show floor.



PRECONVENTION WORKSHOPS

These preconvention workshops present an in-depth look at many of the leading issues in our industry today, from new industry standards to financial issues to managing risk. These collaborative, interactive sessions will provide you with the tools you need to stay on top.

All preconvention workshops will be held prior to the start of the full convention program and require separate, advance registration fees. Full course descriptions and speaker bios are available at www.necaconvention.org. *Classes fill up, so be sure to register early!*

FRIDAY, SEPTEMBER 28

8:00 am–4:00 pm, PW-1
(Two-day course continues Saturday, 8:00 am–4:00 pm)

Electrical Contractor Leadership, Presented by the NEXT Academy

Michael Callanan, *Michael Callanan Consulting Company*
Fee: \$299

There can be no doubt that the leadership capacity and capabilities of an organization will critically impact its sustainability and profitability. This course will focus on the key organizational areas you should be focusing on in your company including; enabling leadership, the keys to building vibrant organizations, preparing for innovation and disruption in a V.U.C.A. world and negotiating for a better future.

SATURDAY, SEPTEMBER 29

8:00 am–4:00 pm, PW-2

Developing Your Strategic Plan

Mark Federle, *Marquette University*; Chris Jaskiewicz, *HopeStar LLC*
Fee: \$225

Building off of NECA's Executive Management Institute, this class will take a deeper look at how small to mid-sized electrical contractors can focus on growing their business by finding new or enlarging existing opportunities. This course will discuss how you can take a leadership role in developing a strategic plan for activities and resource allocation to enable smart growth. *Previous attendance at the Executive Management Institute is recommended, but not required.*

8:00 am–12:00 pm, PW-3

Develop Your Next Field Leaders

Nic Bittle, *Work Force Pro*
Fee: \$175

What is your plan to develop the field leadership your company needs? Between retirements and a good economy, many companies recognize that they need to do more to identify journeymen and even apprentices, who will make good foreman in the future. This program will discuss how to identify potential leaders early in their career and develop them.

8:00 am–12:00 pm, PW-4

Financial Essentials for Non-Financial Managers

Anthony Stagliano, *CBIZ MHM, LLC*
Fee: \$195

It is critical for non-financial managers and construction project leaders to have a solid understanding of the financials throughout the lifecycle of a project. This course will discuss detailed elements for financial tracking, monitoring, communicating and adjusting as a project evolves, while carefully balancing budget and forecasting financials. Participants will walk away with the ability to identify the financial risks inherent on each project and plan for them.

8:00 am–12:00 pm, PW-5

Significant Changes to 2018 NFPA 70E

James Dollard, *Philadelphia Electrical JATC*
Fee: \$215

Every three years, the National Fire Protection Association updates the 70E Standard for Electrical Safety in the Workplace. This course will discuss the significant changes in the 2018 edition of NFPA 70E to ensure that attendees keep up with their shared responsibilities for compliance. Attendees will receive a copy of the *NFPA 70 Standard* and the *Significant Changes to the NFPA 70E* guide.

1:00 pm–5:00 pm, PW-6

Build a Mentorship Program That Will Stick

Nic Bittle, *Work Force Pro*
Fee: \$175

Mentorship is not just a buzz word. We need mentors because of the wisdom, knowledge and insights locked away inside the minds of our best and brightest—many of whom will be retiring soon. This course will help you identify how to build a successful mentorship program that will stick and provide you with a road map to take back to your company and implement.

1:00 pm–5:00 pm, PW-7

Marketing Strategies in an Environment of Uncertainty

Jon Zelinsky, *Prasino Energy, LLC*
Fee: \$175

How do we gain and protect market share? How can we transfer knowledge about our business in succession planning? How do we find and secure more work from customers who value what we do? This course will help you identify and implement simple marketing process and tools to help you become a better choice in the eyes of your customers and a stronger competitor in your market.

1:00 pm–5:00 pm, PW-8

Modern Marketing: How Your Brand Can Grow Your Business

Sima Dahl, *Sway Factory*
Fee: \$175

In today's hyper-networked, social media powered, 24/7 economy, your business reputation is more important than ever. But the undeniable truth is that the actions of your staff, or their inaction, may be tarnishing your stellar reputation. This course will discuss the interconnectedness of personal branding and business branding, how to prioritize your online brand-building activity, ways to develop content that can be repurposed by your entire team and steps you can take to attract more opportunity and win business faster.

1:00 pm–5:00 pm, PW-9

Power Quality: Solutions for Today

Charles Mello, *cdcmello Consulting LLC*
Fee: \$175

Today, more than ever, new technologies are providing greater connectivity and continuity of service. However, disruptive events can create problems for electronic equipment and result in damaged data. This course will provide a preview of the new National Electrical Installation Standards' recommended practice on power quality. The latest methods and technologies that can be utilized by electrical contractors to provide these services will be discussed, opening doors to assist current and new customers as they strive to meet the electrical power quality demands of today.

NECA's Convention is all about providing you with access to the best speakers in the country on topics that are relevant to you. No matter your area of interest, NECA makes it easy for you to identify the education programs that are right for you.

Convention education sessions are included in the full registration package or can be purchased as a standalone. Full course descriptions and speaker biographies are available at www.necaconvention.org.

SUNDAY, SEPTEMBER 30

8:00–9:50 am, E-1

2018 Government Affairs Update

Marco Giamberardino, *NECA*

The 2018 mid-term elections are coming fast and the results could dramatically reshape the political landscape for years to come. NECA's Government Affairs team will discuss the latest events in Washington on the legislative and regulatory fronts. This update will also provide a detailed overview of the 2018 election and what the results could mean for the electrical construction industry.

8:00–9:50 am, E-2

Building a Mad Scientist: Driving New Innovation

Jeff Sample, *JBKnowledge*

Electrical contractors should become "mad scientists," disrupting the status quo and experimenting with the hope of breaking down inefficiencies. This session will discuss how to create a culture of innovation in your company by giving your teams the tools and space to creatively solve problems with technology.

8:00–9:50 am, E-3

Documentation that Makes the Company Money

Anwar Hafeez, *SDC & Associates, Inc.*

Accurate, timely and complete documentation on every project is key to protecting profit. This session will discuss how proper documentation can prevent out-of-sequence work, added work and work with multiple demobilizations from financially impacting your company.

8:00–9:50 am, E-4

Safety Roundtable

Michael Johnston and Wesley Wheeler, *NECA*

Effective safety services and products are essential to NECA members and often make the difference between an outstanding safety record and getting awarded a contract and not. Join us for a discussion on safety philosophies and how safety is integrated into the products and services that Premier Partners provide to help NECA members improve safety in daily operations.

8:00–8:50 am, E-5 • 9:00–9:50 am, E-11

Crafting Your Elevator Pitch

Sima Dahl, *Sway Factory*

When someone asks what you do, how do you answer? Do you give your job title? Your company name? What people want to really know is how you can help them. This session will discuss how you can craft an elevator pitch that will pique their interest, open a meaningful dialog and position yourself in their memory long after the handshake.

8:00–8:50 am, E-6 • 9:00–9:50 am, E-12

Developing Company Leaders Through Mentoring

Kathy Jo Van, *KJ Company*

Mentoring benefits individuals at all levels of experience, enhances leadership skills and provides many benefits for both the mentee and the mentor. This session will discuss mentoring best practices and how to develop and implement a mentoring program, providing you with actionable tools to create a program within your own company.

8:00–8:50 am, E-7 • 9:00–9:50 am, E-13

The Electrical Contractor as an Integrator

Michael McLin and Walead Atiyeh, *Maxim Consulting Group*

The installation of low voltage cabling and devices can be an opportunity for electrical contractors as technology adoption in infrastructure, industrial and commercial projects advances. This session will discuss how electrical contractors can bring a solutions-oriented approach to client needs, serving as an integrator, to position themselves to capture this growing segment of the market. **[EI]**

8:00–8:50 am, E-8 • 9:00–9:50 am, E-14

Practical Continuous Improvement

David Moeller, *Graybar*; Quintinus Henry, *Graybar*

A collaborative approach to continuous improvement can have a substantial impact on many construction processes. This session will discuss details on how to initiate process improvement and examples of high-value improvements that delivered actual results.

8:00–8:50 am, E-9 • 9:00–9:50 am, E-15

Recruiting: It's Time for a New Approach

Nic Bittle, *Work Force Pro*; Carl Britton Jr., *In Their Face Marketing*

What are you doing to attract the best talent? For many, recruitment is a challenge and finding people who want to create a career in our industry is difficult. This session will discuss how to appeal to the next generation, develop cost-effective recruiting systems and make sure applicants are the right fit before hiring them.

8:00–8:50 am, E-10 • 9:00–9:50 am, E-16

Risk Identification and Mitigation

Mark Federle, *Marquette University*

The risks you face on a daily basis can have consequences on cost, schedule and quality. This session will discuss how to identify and manage risk to help you understand how they can impact your projects and business.

MONDAY, OCTOBER 1

8:00–9:50 am, E-17

Become Invincible to Lawsuits and Save Thousands in Taxes

Larry Oxenham, *American Society for Asset Protection*

The law is full of tips and tricks to help electrical contractors end up on the right side of lawsuits, taxes and insurance. This session will discuss potential sources of lawsuits, how to protect your assets and reduce your liability and strategies to reduce taxes during company transitions.

8:00–9:50 am, E-18

Best Practices to Grow the Pie

Dave Fabulich, *Taft Electric*; Steve Rose, *Rosendin Electric*

NECA contractors can grow our market share by working together to improve our companies. In this session, two NECA contractors will discuss best practices in safety, prefabrication, software, lean, packaging and vendor management to help all NECA members gain a bigger piece of the pie.

8:00–9:50 am, E-19

Evaluating Labor Performance

Gene Conway, *Tricomm Services Corporation*

Every electrical contractor has the challenge of objectively evaluating the contribution of their workers to ensure they are accurately estimating productivity. This session, presented by a NECA member, will discuss policies to capture data, performance metrics, how to analyze the data and the challenges of implementing performance reviews.

8:00–8:50 am, E-20 • 9:00–9:50 am, E-28

A Look at 2018 NEC Significant Changes

James Dollard, *Philadelphia Electrical JATC*

Every three years, the National Fire Protection Association updates the *70E Standard for Electrical Safety in the Workplace*. This session will discuss some of the most significant changes in the 2018 edition of NFPA 70E to ensure that attendees keep up with their shared responsibilities for compliance.

8:00–8:50 am, E-21 • 9:00–9:50 am, E-29

Attracting and Retaining Managerial Workforce

Ben Bigelow, *University of Oklahoma*

The workforce shortage is perhaps the most pressing challenge contractors face right now and many are asking where we can find more individuals to fill our managerial roles. This session will discuss strategies for more effective recruitment and retention, based on the unique characteristics found when studying gender, ethnicity and age. **[EI]**

8:00–8:50 am, E-22 • 9:00–9:50 am, E-30

Developing Tomorrow's Leaders Today

Nic Bittle, *Work Force Pro*

How often have you seen the “best” person be promoted into a leadership role, only to be unprepared for their new responsibilities? This session will discuss how you can create leadership development plans to help these new leaders succeed. The skills and qualities great leaders possess and how to develop these skills in individuals will be discussed.

8:00–8:50 am, E-23 • 9:00–9:50 am, E-31

Implementing an IoT-Enabled Worksite

Jeff DiLullo, *United Rentals*

With an increasing demand and a shrinking skilled worker pool, we are at the right time to implement the IoT technologies that can dramatically increase safety and productivity on jobsites. This session will provide you with what you need to know to get your transformative initiatives off the ground by discussing work ready solutions and the journey to get technology, behavior and workflow in line.

8:00–8:50 am, E-24 • 9:00–9:50 am, E-32

Motivating and Mentoring CW/CEs

Mike Reiser and Laura Waldo, *VEC, Inc.*

With the goals of producing a more qualified and knowledgeable workforce and addressing labor shortages, this session will highlight how one NECA member recruits, hires, trains and mentors CW/CEs. Steps for developing a comprehensive training and mentoring program, recruiting strategies and creating a path forward for these individuals will be discussed.

[EI]—Course is derived from ELECTRI International research

8:00–8:50 am, E-25 • 9:00–9:50 am, E-33

Strategic Planning for Your Electrical Construction Business

Kathy Jo Van, *KJ Company*

Effective strategic planning combines leadership, insight and vision with tactical execution and benchmarks to ensure your business moves forward in the desired direction. This session will provide valuable experience based on insights from industry experts, roundtable discussions and templates you can use to develop and implement a strategic plan for your company.

8:00–8:50 am, E-26 • 9:00–9:50 am, E-34

Supply Chain Disruption: The Value of Subcontractor Procurement

Heather Moore and Perry Daneshgari, *MCA Inc.*

Some customers have the belief that purchasing materials themselves will lower their cost of construction, however, the price and perceived advantages of direct purchasing have little to do with final installed cost. This session will discuss the impact of anyone other than the electrical contractor buying material, creating talking points for you with owners, general contractors, vendors and your internal team. **[EI]**

8:00–8:50 am, E-27 • 9:00–9:50 am, E-35

The Value of Ergonomics

Jake Thomas, *Greenlee*

Ergonomics can play a significant role in the prevention of musculoskeletal disorders. This session will look at the root causes of these injuries, their costs, job task factors that exacerbate risk and the impact of ergonomics in the development and prevention of these injuries.

TUESDAY, OCTOBER 2

8:00–8:50 am, E-36

Change Orders Made Simple

Drew Dewalt, *Rhumbix*; Greg Long, *Long Electric*

Change orders are an essential part of every construction project, but they can come with their own set of problems. This session will discuss the risks of change orders, what can make change orders successful or unsuccessful and strategies to automate change orders and tracking to improve success rates. **[EI]**

8:00–8:50 am, E-37

Forces Driving Change in the NEC

Michael Johnston, *NECA*

The National Electrical Code has been the cornerstone of the electrical industry for over 120 years and it is an ever-changing document trying to keep up with the times. This session, presented by the Chair of the NEC Correlating Committee, will provide a first look at some areas of growth and progression in the new NEC in response to new technologies and other forces shaping the electrical codes and standards of today.

8:00–8:50 am, E-38

Planning Your Future: Business Succession and Estate Planning

Clifton Guise, *Halbruner, Hatch & Guise LLP*; Nathan R Sannes, *Federated Insurance*

Business owners spend a lifetime building a successful company and protecting what you have worked hard to achieve can be a challenge, especially when considering succession and estate planning. This session will discuss ways you can avoid frustration, taxation and litigation when the time comes to exit your business.

8:00–8:50 am, E-39

Prime Contracting and Inventory Financing with ECAP

Christopher Smith, *California/Nevada LMCC*; Ramsay Stevens, *Buildify Inc.*; Mir Mustafa, *NECA*

Electrical contractors in the NECA family can go from subcontractors in the built-environment to being the prime contractor. This session will discuss energy auditing, conceptual design, financing, project performance insurance, bonding, subcontractor management, project management and profitability. Case studies of previous successful projects, presented by NECA member contractors, will be discussed.

8:00–8:50 am, E-40

Recruiting, Retaining and Growing Employees

Ryland Marek, *3M Company*

Electrical construction companies will find it increasingly difficult to find, recruit and retain top talent. This session will discuss what tactics are being used by top companies to ensure they get and keep the best employees.

8:00–8:50 am, E-41

Wages, Workers and Winning Scoreboards

Carey Peters, *Construction Labor Research Council*

Wages and workers are continually on the mind of all electrical contractors. This session will discuss union craft wage and fringe rates, trends and outlooks and the results of a national labor supply study, in which electricians were shown to have the greatest shortage. Winning scoreboards, data-based tools to help you score wins at the bargaining table will also be presented.

TECHNICAL WORKSHOPS

Manufacturers and distributors often have the best research and development 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, and again this year NECA exhibitors will bring you the latest and greatest.

Technical workshops are included with trade show registration. Full course descriptions are available at www.necaconvention.org.

SUNDAY, SEPTEMBER 30

1:00–1:50 pm, TW-1

It's Time to Think Outside the Grey Box

John Forsyth and Duke Dunsford, *Schneider Electric*

The Internet of Things (IoT) is enabling both hardware and software solutions that will improve every aspect of electrical distribution systems. In order for electrical contractors to take full advantage of this opportunity they need to think outside the grey box and retool their service model.

1:30–2:20 pm, TW-2

Emerging Technologies to Deliver Power and Data

Clint Strong, Steve Batchelder and Steven Melton, *Connectrac*

No matter their age, commercial buildings are expected to have more power and connectivity. This session will discuss the emerging technologies that allow seamless and subtle integration of power and cables into any surrounding, whether new construction or retrofit.

2:00–2:50 pm, TW-3

Wireless Lighting Control Made Easy

Jim McGrath, *Crestron*

Whether it is a new installation or retrofit system, the lighting market will continue to expand. This session will discuss simple and scalable wireless lighting control systems that are easy to design, set-up and manage.

2:30–3:20 pm, TW-4

Asset Tracking in the Digital Age

Mike Piazza and Tom Bamford, *WESCO - Hi-Line*

This session will discuss how to create better safety, accuracy and efficiencies, including how RFID and mobile apps apply to tools and safety equipment tracking.

3:30–4:20 pm, TW-5

Planning for a Power Over Ethernet Environment

Bob Crain, *Legrand*

Explore the evolving code and regulatory landscape pertaining to Power Over Ethernet (PoE) installations. This session will discuss the associated ramifications of PoE to ensure preparedness for safe and long-lasting installations. Current and proposed TIA and NEC standards, data cable fill charts and PoE power ampacity limitations will also be discussed.

4:00–4:50 pm, TW-6

New Ways to Visualize 3D Models

Saeed Eslami, *Visual Live 3D, LLC*

This session will discuss and demonstrate how users can now visualize their 3D models using augmented reality to overlay their design model to existing conditions. This allows users to find issues such as clash or interaction and communicate real-time with the team.

MONDAY, OCTOBER 1

12:00–12:50 pm, TW-7

Advances in Load Center Technologies and End-of-Life GFCI Breaker Limitations

Rob Spragis, *Leviton*

Load centers really haven't changed much over the years and traditional GFCI breakers can compromise safety by providing power even after they fail. This session looks at advances made in load centers including: addressing GFCI failure, simplified installation features, what LED status indicators can tell you and new cosmetic designs.

12:30–1:20 pm, TW-8

Leveling the Playing Field

Jeff Burmeister and Joe Guzman, *Kahua*

Electrical contractors face complex and dynamic challenges with new technology appearing everyday. Separating truly valuable potential solutions from distractions can be difficult. This session will discuss emerging technologies, trends and best practices to help level the playing field and grow your business.

1:00–1:50 pm, TW-9

Reliable Jobsite Connectivity is Driving Productivity and Reducing Costs

Michael Minc, *Stanley Black & Decker*

Technology on the jobsite has become the catalyst for massive productivity gains and cost-out strategies for electrical contractors. This session will discuss how bringing reliable internet connectivity directly onto your jobsite rather than keeping it isolated to the jobsite office or trailer can further these gains.

1:30–2:20 pm, TW-10

Third Level Telematics: How to Drive Success by Connecting Data & Strategy

Antonio Fernandez and Mike Doner, *GPS Insight*

This session will discuss the evolution of telematics from a location based solution to a higher level focus on driving success by connecting data to strategic initiatives. Real life situations to show how a valued partner used flagger force traffic control services to become an industry leader will be discussed.

2:00–2:50 pm, TW-11

Safety and Ergonomics to Improve Productivity on the Jobsite

Raffi Elchemmas, *Milwaukee*

Electrical contractors must remain vigilant about employee fatigue and how it relates to jobsite injuries. This session will discuss the correlation between fatigue and productivity and show how recovery time and fatigue rates can be mapped to improve productivity and decrease ergonomic injuries.

2:30–3:20 pm, TW-12

Compression Connections and Cloud Based Technology

George B. Robertson and Marc Licata, *Thomas & Betts*

This session will discuss trends in crimp technology and future innovations. Foolproof connections, crimp data storage and cloud based information make crimping easier and safer.

3:00–3:50 pm, TW-13

Key Considerations When Buying Surplus Equipment

Jay Adams, *ReELECTRIC*

Surplus equipment is used by many electrical contractors to keep their projects on time and on budget. This session will discuss why so many contractors use surplus equipment, what certifications are available, how to select a reliable vendor and how to avoid pitfalls during procurement.

TUESDAY, OCTOBER 2

9:30–10:20 am, TW-14

The Last Line of Defense: PPE to Improve Your Company's Safety Culture and Bottom Line

Scott Francis, *Westex*

Electrical contractors don't need to choose safety over the bottom line. This program will discuss considerations for selecting personal protective equipment that provides compliance, safety, an improved safety culture and bottom line initiatives.

10:00–10:50 am, TW-15

Next Generation Power Distribution in the Commercial Environment

Earl G. Geertgens, *Free Axez*

This session will discuss how Adaptive Cabling Distribution can provide flexibility for both IT and power infrastructures to meet the needs of today's modern buildings. This technology will help eliminate the need for core drilling and power poles with easy lay-in installation and simple and profitable relocations.

10:30–11:20 am, TW-16

Support Selection: The Right Support for the Right Application

Robb Davis, *Roof Sleeper Support/Miro Industries*

This session will help attendees understand rooftop elements in order to select the support system to meet code requirements and protect the roofing system.

11:00–11:50 am, TW-17

Expand Your Skillset to Join the e-Mobility Revolution

Diego Aulet-Leon, *Tritium*

This session will cover the basics of installing the latest electric vehicle charging infrastructure in three simple to understand steps. Consider joining the e-mobility revolution and open up new business opportunities.

11:30 am–12:20 pm, TW-18

OSHA Silica Regulations: Impact & Best Practices

Khadija Talley and Ben Laures, *Hilti*

This session will help attendees learn about OSHA §1926.1153, the Respirable Crystalline Silica Regulation and how to successfully implement a compliance program for electrical construction employees. We will discuss the impact this regulation has already had on the industry as well as best practices and options for compliance.

THE NECA SHOW: ALL THINGS ELECTRICAL

The NECA Show is the largest event in the electrical construction industry. Whether you are looking for traditional power and safety resources, energy efficiency tools, alternative energy sources, lighting, heavy equipment, line equipment or the latest advances in technology, we've got it all. You'll find what you need to succeed at the NECA Show. Don't Miss:

TECHTOPIA, the place for all things digital and disruptive

Learn how technology is changing how we conduct business. Discuss your ideas and questions with company experts on AR/VR, BIM Cave, Drones, IoT, Mobile Apps, Pre-Fab, Robotics, Software, and experience real-time demonstrations.

- Listen to any of the 18 short TECH Talks
- Ask our digital tech experts for assistance with your LinkedIn profile
- Learn which apps can benefit your work and home life

Product Presentation Theater

Select manufacturers will give informative, short presentations highlighting their products' capabilities and solutions. These short TED Talk-type sessions will take place in an open presentation area on the NECA Show floor.

NECA Health Zone

Stress and an unhealthy lifestyle can affect your company's bottom-line. Visit the NECA Health Zone for:

- Tips about balancing a busy lifestyle
- Healthy cooking demonstrations
- Managing stress
- Chair Massage

Technical Workshops

Sit in on any of the 18 Technical Workshops featuring cost-cutting, safety regulations, and labor-saving measures to help retain your competitive edge in the market.



NECA Show Hours:

- Sunday, September 30
11:30 am–5:00 pm
- Monday, October 1
11:30 am–4:00 pm
- Tuesday, October 2
9:00 am–1:00 pm

NECA SHOWSTOPPER SHOWCASE



Be among the first to see the newest products, technology and services at the NECA Showstopper Showcase and Awards. Sponsored by ELECTRICAL CONTRACTOR magazine, the Showstopper Awards are the most prestigious recognition for manufacturers in the electrical construction industry. The Showcase features over 200 entries representing the latest solutions on the market. These innovative advancements aid electrical contractors on the job and in the office.

A "MUST SEE", the Showstopper Showcase opens one hour before the NECA Show each day.

Friday, September 28

- 7:30 am–5:00 pm
Registration PCC
- 8:00 am–4:00 pm (Day 1)
PW-1 Electrical Contractor Leadership, Presented by
the NEXT Academy—Michael Callanan, Sr. PCC
- 12:00 pm–1:00 pm
Preconvention Workshop Lunch (requires ticket) PCC

Saturday, September 29

- 7:00 am–5:00 pm
Registration PCC
- 7:00 am–8:00 am
Board of Governors Breakfast PCC
- 7:00 am–8:00 am
District 10 Breakfast PCC
- 8:00 am–4:00 pm (Day 2)
PW-1 Electrical Contractor Leadership, Presented by
the NEXT Academy—Michael Callanan, Sr. PCC
- 8:00 am–4:00 pm
PW-2 Developing Your Strategic Plan—
Mark Federle, Chris Jaskiewicz PCC
- 8:00 am–12:00 pm
PW-3 Develop Your Next Field Leaders—Nic Bittle PCC
- 8:00 am–12:00 pm
PW-4 Financial Essentials for Non-Financial
Managers—Anthony Stagliano PCC
- 8:00 am–12:00 pm
PW-5 Significant Changes to 2018 NFPA 70E—
James Dollard PCC
- 8:30 am–12:00 pm
Board of Governors Meeting PCC
- 8:30 am–1:30 pm
Tour: Historic Philadelphia & Mural Arts leaves from PCC
- 9:00 am–5:30 pm
Tour: Winterthur & Longwood Gardens leaves from PCC
- 12:00 pm–1:00 pm
Preconvention Workshop Lunch (requires ticket) PCC

Tracks:

- Business Management
- Labor Relations
- Standards & Safety
- Technology, Process and Innovation
- Leadership and Communications
- Project Management

[EI] = based on ELECTRI International research
PCC = Pennsylvania Convention Center

- 1:00 pm–5:00 pm
PW-6 Build a Mentorship Program That Will Stick—
Nic Bittle PCC
- 1:00 pm–5:00 pm
PW-7 Marketing Strategies in an Environment
of Uncertainty—Jon Zelinsky PCC
- 1:00 pm–5:00 pm
PW-8 Modern Marketing: How Your Brand Can
Grow Your Business—Sima Dahl PCC
- 1:00 pm–5:00 pm
PW-9 Power Quality: Solutions for Today—
Charles Mello PCC
- 1:30 pm–3:30 pm
ELECTRI International Talent Initiative
Green Energy Challenge PCC
- 2:00 pm–5:00 pm
Tour: Brews & Spirits of Philly leaves from PCC
- 3:00 pm–5:30 pm
Student/Contractor Meet-and-Greet PCC
- 3:30 pm–5:00 pm
Business Development Seminar PCC
- 7:00 pm–7:30 pm
NECAPAC Reception (*invitation only*) National Constitution Center
- 7:30 pm–9:30 pm
Opening Reception National Constitution Center
- 9:30 pm–10:30 pm
Opening Reception Afterparty
sponsored by Milwaukee Tool National Constitution Center

Sunday, September 30

- 7:00 am–8:00 am
Connecting by Faith and Prayer
sponsored by Federated Insurance and
NECA Penn-Del-Jersey Chapter Chapel of Four Chaplains
- 7:30 am–5:30 pm
Registration PCC
- 8:00 am–9:50 am
E-1 2018 Government Affairs Update—
Marco Giamberardino PCC
- 8:00 am–9:50 am
E-2 Building a Mad Scientist: Driving New Innovation—
Jeff Sample PCC
- 8:00 am–9:50 am
E-3 Documentation that Makes the Company Money—
Anwar Hafeez PCC
- 8:00 am–9:50 am
E-4 Safety Roundtable—Moderators: Michael Johnston,
Wesley Wheeler PCC

All times subject to change.

SCHEDULE-AT-A-GLANCE

- 8:00 am–8:50 am
E-5 Crafting Your Elevator Pitch—Sima Dahl PCC
- 8:00 am–8:50 am
E-6 Developing Company Leaders Through Mentoring—
Kathy Jo Van PCC
- 8:00 am–8:50 am
E-7 The Electrical Contractor as an Integrator **[EI]**—
Michael McLin, Walead Atiyeh PCC
- 8:00 am–8:50 am
E-8 Practical Continuous Improvement—
David Moeller, Quintinus Henry PCC
- 8:00 am–8:50 am
E-9 Recruiting: It's Time for a New Approach—
Nic Bittle, Carl Britton Jr. PCC
- 8:00 am–8:50 am
E-10 Risk Identification and Mitigation—Mark Federle PCC
- 8:00 am–9:45 am
ELECTRI International Development and
Enhancement Committee PCC
- 8:00 am–10:00 am
Business Development Roundtable (*invitation only*) PCC
- 8:30 am–12:30 pm
Tour: Eastern State Penitentiary & City Ghostleaves from PCC
- 9:00 am–9:50 am
E-11 Crafting Your Elevator Pitch—Sima Dahl PCC
- 9:00 am–9:50 am
E-12 Developing Company Leaders Through Mentoring—
Kathy Jo Van PCC
- 9:00 am–9:50 am
E-13 The Electrical Contractor as an Integrator **[EI]**—
Michael McLin, Walead Atiyeh PCC
- 9:00 am–9:50 am
E-14 Practical Continuous Improvement—
David Moeller, Quintinus Henry PCC
- 9:00 am–9:50 am
E-15 Recruiting: It's Time for a New Approach—
Nic Bittle, Carl Britton Jr. PCC
- 9:00 am–9:50 am
E-16 Risk Identification and Mitigation—Mark Federle PCC
- 10:00 am–1:15 pm
Apprentice Appreciation Day PCC
- 10:15 am–11:30 am
Opening General Session—Keller Rinaudo PCC
- 10:30 am–5:00 pm
Showstopper Showcase Show Floor
- 11:30 am–5:00 pm
NECA Show PCC

- 12:00 pm–2:00 pm
Lunch (requires ticket) PCC
- 1:00 pm–1:50 pm
TW-1 It's Time to Think Outside the Grey Box—
John Forsyth, Duke Dunsford Show Floor
- 1:30 pm–2:20 pm
TW-2 Emerging Technologies to Deliver Power and Data —
Clint Strong, Steve Batchelder, Steven Melton Show Floor
- 1:00 pm–2:30 pm
ELECTRI Council Meeting PCC
- 1:00 pm–5:30 pm
Tour: Philadelphia Museum of Art &
Rocky Meet and Greetleaves from PCC
- 2:00 pm–2:50 pm
TW-3 Wireless Lighting Control Made Easy—
Jim McGrath Show Floor
- 2:30 pm–3:20 pm
TW-4 Asset Tracking in the Digital Age—
Mike Piazza, Tom Bamford Show Floor
- 2:30 pm–4:30 pm
Student Chapter Summit PCC
- 3:30 pm–4:20 pm
TW-5 Planning for a Power Over
Ethernet Environment—Bob Crain Show Floor
- 4:00 pm–4:50 pm
TW-6 New Ways to Visualize 3D Models—
Saeed Eslami Show Floor
- 5:00 pm
Daily Prize Drawing Sports Zone, Show Floor
- 6:00 pm
Academy of Electrical Contracting 50th Anniversary
Celebration (*invitation only*) Franklin Institute

Monday, October 1

- 7:00 am
Rocky Fun RunSchuylkill River Trail
- 7:00 am–8:00 am
Committee Breakfasts:
Business Development, Workforce Development,
Codes & Standards, Management Development,
Government Affairs, Safety Task Force PCC
- 7:00 am–8:00 am
Program Review Committee PCC
- 7:30 am–4:00 pm
Registration PCC

All times subject to change.

<p>8:00 am–9:50 am E-17 Become Invincible to Lawsuits and Save Thousands in Taxes—Larry Oxenham PCC</p>	<p>9:00 am–9:50 am E-31 Implementing an IoT-Enabled Worksite—Jeff DiLullo PCC</p>
<p>8:00 am–9:50 am E-18 Best Practices to Grow the Pie—Dave Fabulich, Steve Rose PCC</p>	<p>9:00 am–9:50 am E-32 Motivating and Mentoring CW/CEs—Mike Reiser, Laura Waldo PCC</p>
<p>8:00 am–9:50 am E-19 Evaluating Labor Performance—Gene Conway PCC</p>	<p>9:00 am–9:50 am E-33 Strategic Planning for your Electrical Construction Business—Kathy Jo Van PCC</p>
<p>8:00 am–8:50 am E-20 A Look at 2018 NEC Significant Changes—James Dollard PCC</p>	<p>9:00 am–9:50 am E-34 Supply Chain Disruption: The Value of Subcontractor Procurement [EI]—Heather Moore, Perry Daneshgari PCC</p>
<p>8:00 am–8:50 am E-21 Attracting and Retaining Managerial Workforce [EI]—Ben Bigelow PCC</p>	<p>9:00 am–9:50 am E-35 The Value of Ergonomics—Jake Thomas PCC</p>
<p>8:00 am–8:50 am E-22 Developing Tomorrow's Leaders Today—Nic Bittle PCC</p>	<p>9:30 am–1:30 pm Tour: Italian Food and South Philly leaves from PCC</p>
<p>8:00 am–8:50 am E-23 Implementing an IoT-Enabled Worksite—Jeff DiLullo PCC</p>	<p>10:15 am–11:30 am Monday General Session: Hector Monsegur, Chris Tarbell PCC</p>
<p>8:00 am–8:50 am E-24 Motivating and Mentoring CW/CEs—Mike Reiser, Laura Waldo PCC</p>	<p>10:30 am–4:00 pm Showstopper Showcase PCC</p>
<p>8:00 am–8:50 am E-25 Strategic Planning for your Electrical Construction Business—Kathy Jo Van PCC</p>	<p>11:30 am–4:00 pm NECA Show PCC</p>
<p>8:00 am–8:50 am E-26 Supply Chain Disruption: The Value of Subcontractor Procurement [EI]—Heather Moore, Perry Daneshgari PCC</p>	<p>12:00 pm–2:00 pm Lunch (requires ticket) PCC</p>
<p>8:00 am–8:50 am E-27 The Value of Ergonomics—Jake Thomas PCC</p>	<p>12:00 pm–12:50 pm TW-7 Advances in Load Center Technologies and End-of-Life GFCI Breaker Limitations—Rob Spragis Show Floor</p>
<p>8:15 am–6:00 pm Tour: Pennsylvania Dutch leaves from PCC</p>	<p>12:30 pm–1:20 pm TW-8 Leveling the Playing Field—Jeff Burmeister, Joe Guzman Show Floor</p>
<p>9:00 am–9:50 am E-28 A Look at 2018 NEC Significant Changes—James Dollard PCC</p>	<p>1:00 pm–5:00 pm Tour: Museum of American Revolution PCC</p>
<p>9:00 am–9:50 am E-29 Attracting and Retaining Managerial Workforce [EI]—Ben Bigelow PCC</p>	<p>1:00 pm–1:50 pm TW-9 Reliable Jobsite Connectivity is Driving Productivity and Reducing Costs—Michael Minc Show Floor</p>
<p>9:00 am–9:50 am E-30 Developing Tomorrow's Leaders Today—Nic Bittle PCC</p>	<p>1:30 pm–2:20 pm TW-10 Third Level Telematics: How to Drive Success by Connecting Data & Strategy—Antonio Fernandez, Mike Doner Show Floor</p>
	<p>2:00 pm–2:50 pm TW-11 Safety and Ergonomics to Improve Productivity on the Jobsite—Raffi Elchemmas Show Floor</p>
	<p>2:00 pm–4:00 pm Women in NECA (WIN)/Future Leaders Roundtable PCC</p>
	<p>2:30 pm–3:20 pm TW-12 Compression Connections and Cloud Based Technology—George B. Robertson, Marc Licata Show Floor</p>

Tracks:

- Business Management ■ Labor Relations ■ Standards & Safety
- Technology, Process and Innovation ■ Leadership and Communications
- Project Management

[EI] = based on ELECTRI International research
 PCC = Pennsylvania Convention Center

SCHEDULE-AT-A-GLANCE

3:00 pm–3:50 pm

TW-13 Key Considerations When Buying Surplus Equipment—Jay Adams Show Floor

4:00 pm–5:00 pm

Future Leaders/WIN Reception (*invitation only*), sponsored by Graybar, NECA Penn-Del-Jersey ChapterField House Sports Bar

4:00 pm

Daily Prize Drawing Sports Zone, Show Floor

5:00 pm–6:30 pm

ELECTRI International Reception (*invitation only*)Philadelphia Academy of Fine Arts

Tuesday, October 2

7:30 am–1:00 pm

Registration PCC

7:30 am–8:45 am

Exhibitor Focus Group Meeting and Breakfast..... PCC

7:30 am–9:30 am

ELECTRI Talent Initiative Committee Meeting PCC

8:00 am–8:50 am

E-36 Change Orders Made Simple **[EI]**—Drew Dewalt, Greg Long PCC

8:00 am–8:50 am

E-37 Forces Driving Change in the NEC—Michael Johnston... PCC

8:00 am–8:50 am

E-38 Planning Your Future: Business Succession and Estate Planning—Clifton Guise, Nathan R. Sannes PCC

8:00 am–8:50 am

E-39 Prime Contracting and Inventory Financing with ECAP—Christopher Smith, Ramsay Stevens, Mir Mustafa PCC

8:00 am–8:50 am

E-40 Recruiting, Retaining and Growing Employees—Ryland Marek PCC

8:00 am–8:50 am

E-41 Wages, Workers and Winning Scoreboards—Carey Peters PCC

8:00 am–1:00 pm

Showstopper Showcase PCC

9:00 am–1:00 pm

NECA Show..... PCC

Tracks:

- Business Management ■ Labor Relations ■ Standards & Safety
- Technology, Process and Innovation ■ Leadership and Communications
- Project Management

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9:30 am–10:20 am

TW-14 The Last Line of Defense: PPE to Improve Your Company's Safety Culture and Bottom Line—Scott Francis..... Show Floor

10:00 am–10:50 am

TW-15 Next Generation Power Distribution in the Commercial Environment—Earl G Geertgens..... Show Floor

10:30 am–11:20 am

TW-16 Support Selection: The Right Support for the Right Application—Robb Davis Show Floor

11:00 am–11:50 am

TW-17 Expand Your Skillset to Join the e-Mobility Revolution—Diego Aulet-Leon..... Show Floor

11:30 am–12:20 pm

TW-18 OSHA Silica Regulations: Impact & Best Practices—Khadija Talley, Ben Laures..... Show Floor

11:30 am–1:00 pm

Lunch (requires ticket) PCC

1:15 pm–2:30 pm

Closing General Session—Jon Dorenbos..... PCC

2:30 pm

Grand Prize Drawing Closing General Session

7:15 pm doors open; 8:15 pm concert

Closing Celebration—Foreigner sponsored by Thomas & Betts The Fillmore Philadelphia

Visit www.necaconvention.org for full course descriptions, instructor biographies and information about the General Sessions, Opening Reception and Closing Celebration, plus information about tours and a list of Philadelphia restaurants to help you plan your time in the city!

For the most current updates about NECA 2018 Philadelphia, friend us on Facebook and follow us on Twitter and Instagram:



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DON'T FORGET TO DOWNLOAD THE FREE NECA EVENTS APP! The NECA Events app lets you access information on exhibitors, education, speakers, the schedule and more, and then helps you put that information into a personalized schedule so you won't miss a thing! Search for the **FREE NECA EVENTS** app in iTunes and Google Play.

Saturday, September 29

Historic Philadelphia and Mural Arts

8:30 am–1:30 pm • Fee: \$185

A professional guide will share the history and lore of the Historic District—Independence Hall, the Liberty Bell, President's House, Franklin Court, Christ Church, Betsy Ross House and Elfreth's Alley. Following the immersion into historic Philadelphia, move to the Asian Arts Initiative to work with Mural Arts Philadelphia on painting panels of parachute cloth of an actual mural in process. You will literally leave your mark on Philadelphia!

Witherthur and Longwood Gardens Tour

9:00 am–5:30 pm • Fee: \$180

The legacy of Henry Francis duPont (1880-1969), Winterthur is an experience to enjoy, share and remember. Take a self-guided tour through duPont's remarkable collection in the 16 period rooms and a tram ride through the gardens. At Longwood Gardens, immerse yourself in breathtaking surroundings and rich history. Here, amid 1,050 outdoor acres and 20 indoor gardens, you'll find perfection at every turn. Spend some time enjoying the water gardens, arboretum, bonsai displays, desert house, and much more. *Lunch is included.*

Brews and Spirits of Philly

2:00 pm–5:00 pm • Fee: \$195

Discover the modern-day beer and spirits renaissance happening in the Kensington neighborhood of Philadelphia with a tour and tasting at each stop. Learn about the incredible history and resurgence of the area—from its past as the manufacturing hub of the city to today's thriving artist and creative community revitalizing the area. Many brewers and distillers take direct inspiration from the drinks of the past, paying homage to brews made by some of the Founding Fathers of our country.

Sunday, September 30

Eastern State Penitentiary and City Ghost Tour

8:00 am–12:30 pm • Fee: \$85

Known for its grand architecture and strict discipline, Eastern State Penitentiary was once the most famous and expensive prison in the world. Its vaulted, sky-lit cells once held many of America's most notorious criminals, including bank robber "Slick Willie" Sutton and Al Capone. After a guided tour of the Eastern State Penitentiary, join a costumed storyteller in the Historic District for a ghost tour. The tour features a combination of history, folklore, and ghost stories based on the book, *Ghost Stories of Philadelphia, PA*.

Philadelphia Museum Of Art and Rocky Meet & Greet

1:00 pm–4:30 pm • Fee: \$105

Philadelphia's art museum is a landmark building housing a world-renowned collection. The museum brings the arts to life, inspiring visitors—through scholarly study and creative play—to discover the spirit of imagination that lies in everyone. Come enjoy a guided tour across the long hallway. Following the behind-the-scenes tour, meet Rocky! The Rocky impersonator will pose for pictures and take a run up the Art Museum steps, just like in the movie!

Monday, October 1

Pennsylvania Dutch (Amish Country) Tour

8:15 am–6:00 pm • Fee: \$160

Visit the countryside and learn about the history, traditions, and culture of the simple, unique way of life of the Amish within Lancaster County. First, travel deep into the heart of the oldest Amish community in the world to visit the Homestead, where you can learn of Amish traditions and practices, plain clothing and life without electricity. After a short ride to Intercourse, PA, stroll through the quaint Kitchen Kettle Village for lunch, and then visit the 42 shops built around the nationally celebrated Jam & Relish Kitchen. Sample pepper jams, watch fudge being rolled, go for a horse-drawn carriage ride or listen as Banjo Jimmy plays a tune.

Italian Market Food and South Philly Tour

9:30 am–1:30 pm • Fee: \$90

Weave through the unique 9th Street Italian Market and the neighboring streets to discover the essence of Philadelphia. Discover the rich heritage that typifies the last 4 or 5 generations. Sample the cheeses, balsamic, pasta, olives, prosciutto, preserves and meats, mixed with gelato, pastries and other sweet treats. After walking through the Italian Market, get to know the real South Philly from a local perspective.

Museum Of American Revolution and Colonial Chocolate Demo

1:00 pm–5:00 pm • Fee: \$100

Check out the Immersive galleries, dynamic theaters, and recreated historical environments that bring to life the events, people, and ideals of our nation's founding and engage people in the history and continuing relevance of the American Revolution, and then move on to the Betsy Ross House to experience colonial chocolate making. Meet an 18th-century chocolate maker and learn about the history of chocolate in colonial Philadelphia. The demonstration features techniques that were used in the 18th century and includes a sample of American Heritage hot chocolate drink, inspired by a colonial recipe.

Post-Convention Tour, October 3–6

The History and Culture of the Brandywine Valley

Fee: \$1,398 pp double/\$1,747 pp single

Enjoy a tour of the Brandywine valley and its historical sites, gardens and museums. This tour requires separate registration through American Travel Association. Contact Geoff or Phebe Robertson, phone 706-663-2171 or email travelata@aol.com.

For more information, visit www.necaconvention.org/philadelphia/tours.



CUSTOMIZE YOUR EXPERIENCE WITH A LA CARTE AND WEEKEND PACKAGES!

We're making it easier than ever to access the education, networking and the new products and technologies you need to help your business grow. In addition to full Convention registration, NECA members can choose a weekend package that encompasses a range of offerings. Also, members and nonmembers alike can fully customize their time with the a la carte menu!

Weekend Package (NECA members only)

Saturday and Sunday events, including Opening General Session, Opening Reception, Convention Education, NECA Show, Technical Workshops, Showstopper Showcase, lunch on the Show floor and Daily Prize Drawing Tickets \$619

A La Carte

- Preconvention Workshops Workshop prices vary (see pages 10–11)
- Convention education (all three days) \$575
- Lunch on the NECA Show floor (per day) \$30
- NECA Show only (includes Technical Workshops and Showstopper Showcase) \$85
- Streaming of select convention education \$185
- Opening Reception and Closing Celebration tickets sold on site *(limited availability)*

REGISTERING FOR NECA 2018 PHILADELPHIA: IT MAKES PERFECT BUSINESS SENSE

Where else can you participate in educational sessions geared to the needs of NECA contractors, connect with manufacturers and service providers you rely on, and meet up with your fellow contractors? Only at NECA 2018 Philadelphia. 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 savings of more than \$1,000!

Member registration fee for NECA 2018 Philadelphia includes:

Business Development Meeting	\$145 value
2,470 minutes of Convention Education sessions	\$575 value
Streaming of select Convention Education sessions	\$185 value
Three lunches on the NECA Show floor	\$90 value
Opening Reception with heavy hors d'oeuvres and beverages	\$350 value
Closing Celebration	\$235 value
Three General Sessions	\$365 value
14 hours of exclusive NECA Show access	\$250 value
900 minutes of Technical Workshops on the NECA Show floor	\$105 value

Full member registration	\$1,215
Value of NECA 2018 Philadelphia	\$2,300
Member savings	\$1,085

FEES

EARLY REGISTRATION (ON OR BEFORE AUGUST 1, 2018)

	REGISTRANT	SPOUSE
Member	\$1,215	\$600
Non-member	\$1,875	\$1,875

REGULAR REGISTRATION (BEGINNING AUGUST 2, 2018)

	REGISTRANT	SPOUSE
Member	\$1,415	\$800
Non-member	\$1,875	\$1,875

Full Convention registration includes: Opening Reception, Convention Education, Technical Workshops, NECA Show, lunch all three days of the NECA Show, admittance to General Sessions and Closing Celebration.

This year only! Full Convention registration includes Online Streaming of select convention education courses.

Registering for the Full Convention also entitles you to admission to the NECA Show all three days as well as any of the Convention Education sessions at no additional charge.

REGISTERING CHILDREN

Registration for children attending the NECA Show must be completed online. Children may visit the NECA Show floor all three days, but must be registered and accompanied by a responsible adult at all times.

CHILD PRICING

Child 16+	\$455
Child 7-15	\$100
Child 6 and under	\$0

PRECONVENTION WORKSHOPS

Preconvention Workshop fees are in addition to full Convention registration. For course descriptions, see pages 10 & 11.

PW-1	Electrical Contractor Leadership presented by the NEXT Academy	\$299
PW-2	Developing Your Strategic Plan	\$225
PW-3	Develop Your Next Field Leaders	\$175
PW-4	Financial Essentials for Non-Financial Managers	\$195
PW-5	Significant Changes to 2018 NFPA 70E	\$215
PW-6	Build a Mentorship Program That Will Stick	\$175
PW-7	Marketing Strategies in an Environment of Uncertainty	\$175
PW-8	Modern Marketing: How Your Brand Can Grow Your Business	\$175
PW-9	Power Quality: Solutions for Today	\$175

CONVENTION EDUCATION ONLY

If you are not registering for the full Convention but you wish to attend any of the Convention Education classes (see Pages 11-13), you can pay a flat fee of **\$575**. This fee also entitles you to admission to the NECA Show all three days at no additional charge.

TRADE SHOW ONLY

Admission to the NECA Show all 3 days is available for **\$85**. The NECA Show is included if you are registering for Convention Education, Preconvention Workshops or the Full Convention.

WEEKEND PACKAGE ONLY

Includes Saturday and Sunday events including Opening Reception, Opening General Session, Convention Education, NECA Show, Technical Workshops, Showstopper Showcase, lunch on the Show floor and Daily Prize Drawing Tickets. The Weekend Package is for NECA members only for **\$619**.

REGISTRATION, PAYMENT AND CANCELLATION INFORMATION

All registrations must be made online at www.necaconvention.org or by telephone (1-800-368-6322).

Course availability is based on number of registrants.

For registration support or assistance contact: **NECA Registration & Housing**
c/o Convention Management Resources
101 Mission St., Suite 200
San Francisco, CA 94105
1-800-368-6322 tel • 1-415-293-4745 fax
<https://neca.cmrushelp.com>

Cancellation policy: Cancellations in this section refer to the cancellation of the registration in its entirety.

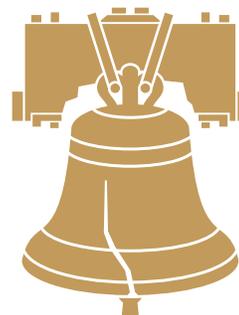
- Cancellations received on or before **August 1, 2018** will receive a full registration refund.
- All Full Meeting, Weekend Package and Convention Education registration (including individual guest registrations) cancellations received between **August 2 and September 12, 2018** will be refunded in full minus a \$100 processing fee.
- Paid NECA Show cancellations (main attendee and individual guests) received between **August 2 and September 12, 2018** will be refunded minus \$50 processing fee.
- Cancellations received after **September 12, 2018**, will not be refunded.

Cancellations must be made in writing via fax to **(415) 293-4745**, **Attn: NECA Registration**, or visit the NECA Registration & Housing Support Center to submit your request: <http://neca.cmrushelp.com/customer/portal/emails/new>.

- Select the case category—Registration
- Select the registration topic—Cancelled Registration
- Complete the personal information fields
- Request the cancellation in the message field including your registration confirmation number (found on your original confirmation).

Refunds: Check refunds will be issued six to eight weeks after the convention date. Refunds will NOT be issued for cancellations received after **September 12, 2018**. Credit card refunds will be processed within six to eight weeks after receiving the cancellation.

No-Shows: Refunds will NOT be issued to participants who do not attend the Convention and do not cancel their registration by **September 12, 2018**.



NECA
2018
PHILADELPHIA
SEPTEMBER 29–OCTOBER 2



EXHIBITOR LIST

There are many ways to get product and supplier information, but only the NECA Show allows you to test a manufacturer or distributor's claim easily and at your convenience. 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 market developments, develop new business contacts, and solve specific problems.

Exhibitor list as of May 30, 2018

3M

ABM Electrical Power Solutions
Advanced Test Equipment Rentals
AEMC Instruments
Akron Electric
ALL-TEST Pro, LLC
American Conduit
American Polywater Corporation
American Technical Publishers, Inc.
Applied Software
Arlington Industries
Atkore International
Automation Research Group
BD ELECTRICAL
B.E.G. Controls
Beyond LED Technology
BIM Cave by Sanveo Inc.
Black Stallion, Inc.
BREX Lighting
Bridgeport Fittings
Bulldog Manufacturing LLC
Burlington Safety Laboratory Inc.
Burndy
Business Information Group, Inc.
C/F Data Systems, LLC
Cable Ferret, Inc.
Calpipe Industries, Inc.
Capital One
Cembre
Cementex Products, Inc.
Cerro Wire LLC
Cert-In Software Systems, Inc.
Chalfant Manufacturing Company
Chevrolet Commercial Vehicles
COINS
Colonial Engraving
Commerce Bank
Conductix-Wampfler
Conduit Repair Systems, Inc.
ConEst Software Systems
Connector Manufacturing Company
Connectrac
Conntek ISI
CFMA
Contractors Choice Inc.
Copper Development Assoc. Inc.
Corellian Software
Crescent Electric Supply
Crestron Electronics, Inc.
Cummins Sales & Service
Current Tools, Inc.
Day & Night Solar
DEWALT - POWERS - PROTO
DiamondBack Truck Covers

DuPont

Eaton
EC&M Electrical Wholesaling
Eclipse Tools
Electri Foundation
Electrical Contractor Magazine
Electrical Industry Certifications Association
electrical training Alliance
ElectricTV.net
Emergent Safety Supply
Empire Level
Encore Wire Corporation
Energy Storage & Microgrid Training & Certification - ESAMTAC
Enerlites, Inc.
Ericson Manufacturing Company
Estimating 101
eSUB Construction Software
EV Charge Solutions
FARO Technologies Inc
Federal Pacific
Federated Insurance
Field e Fex
Flagger Force Temporary Traffic Control Services
FLIR Systems
Fluke / Amprobe
Forterra Building Products
Foundation Software
Frank M. Vaccaro & Associates, Inc.
FreeAxez
Functional Devices, Inc.
Gardner Bender
Garvin Industries
General Cable
Gexpro
Gibson Stainless & Specialty, Inc.
GPS Insight
Graybar
Greenlee, A Textron Company
GTP Services, LLC
Harger Lightning & Grounding
Hepacart, Inc.
Hercules Industries
High Voltage Inc.
Hilti
Hitachi Cable America
I.L. Industria di Leivi srl
Ideal Industries, Inc.
ILSCO
iToolco
Jameson, LLC
Jonas Construction Software
Kahua, Inc

Kelly's 5 Distribution LLC

Kist Corp
Klein Tools, Inc.
KNIPEX Tools LP
KVA Network
L.H. Dottie Company
LaborChart
LDPI - INC
LEDone Distribution
Legrand
Leviton Mfg. Co., Inc.
Lind Equipment
LS Cable & System U.S.A., Inc.
Lutron Electronics
MAC Products, Inc.
Makita USA
Maple Armor Fire Alarm Device Co. Ltd.
Marvel Union Office Furniture
Master Locators, Inc
Material Management Software, Inc.
McCormick Systems, Inc.
Midsun Specialty Products
Milspec Industries
Milwaukee Tool
MonoSystems
Mosaic Learning
Mount Vernon FR
National Real Estate Advisors
NECA Penn-Del-Jersey Chapter
Nehrwess, Inc.
NFPA
NICHIFU AMERICA INC
Nicolaudie America Inc.
nVent
Orbit Industries, Inc.
Pac-Van, Inc
Panduit Corp.
Patriot Industries
Patton International LTD
PENTA Electrical Safety Products
Philips
Pinnacle Infotech Inc.
PlanGrid
PlotterStore
Potomac Testing Inc.
Powering America (NECA-IBEW)
Prime Solution
ProBuilt Professional Lighting
Procure
Professional Plastics
Quik-Pull Inc.
Rack-A-Tiers Mfg. Inc.
RELECTRIC
RIDGID

Rocket Rack

Rooftop Sleeper Support
Rough-In Ready
Schneider Electric
SGS North America
Showstopper Showcase
Slabach Enterprises
Snake Tray
Solomon Corporation
Sonepar USA
Southwire
SP Products
Special Fleet Service
Specified Technologies, Inc.
Spring Lighting Group
Starco Lighting Inc.
Sunbelt Transformer Ltd.
Superior Tray Systems
Suttle
T & R Electric Supply
TBBK Direct Leasing
Tectopia
Tefelen
TEquipment.NET
The Stoll Agency, Inc
Thomas & Betts
ToolWatch Corp.
Topaz Lighting & Electric
Topcon Positioning Group
Trimble
Trinity Power
Tritium
TwisTarp
Tyndale Company
Ugly's Electrical References
UL LLC
U-Mark, Inc.
Underground Devices Inc.
United Rentals
Utility Solutions Inc.
Vericom Volt
Viewpoint Construction Software
Vision InfoSoft
Visual Live 3D
Voltec Power & Lighting
Werner Co.
WESCO Distribution, Inc.
Western Tube
Westex by Milliken
Wheatland Tube
Windsor Wire
Wiremaid USA
Zenith American Solutions