#1 EVENT
FOR ELECTRICAL PROFESSIONALS

NECA
PHILADELPHIA
SEPT 29 - OCT 2, 2023

PENNSYLVANIA
CONVENTION CENTER

THE OFFICIAL NECA
2023 PHILADELPHIA
SHOW GUIDE
ENTERING THE MARKET AS A “PRIME” RISK MITIGATION

- Design
- Estimating
- Engineering
- Labor
- Manage 3rd party subs (ie: steel canopies)
- Monitoring
- O&M
- Purchasing
- Manage Paperwork
  - Federal / Utility / State
- Identify/Capture
  - IRA Funds

HOW DO YOU MANAGE CONSTRUCTION RISK?

- Does your supplier take risk on the steel portion of your project?
- Turn estimating into a project expense
- Estimate labor hours and evaluate with contractor.
- Manage all disciplines of Engineering to ensure full scope is covered.
- Execution strategy that creates minimal customer disruption.

SUMMING IT ALL UP!
DO YOUR SUPPLIERS TAKE CONTRACT RISK WITH YOU?

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HOW DOES SALES BECOME A JOB EXPENSE?

- Does your supplier provide boots on the streets sales team?
- Can you identify markets to secure IRA bonus funds?
- Do you have sales assistance to elevate your success?
- Does your team provide a turnkey solution?
- Can your team outline the financial incentives for the project?

“Day & Night Solar designed, engineered and procured all the equipment for our Solar Roof Top Canopy including the contracts for the structural steel. They were heavily involved with the actual construction adaptation of our new roof top canopy to the existing structure while holding a guaranteed price. When it was all said and done, the team was successful in receiving approvals on all associated permits, field inspections from the City of San Francisco, San Francisco’s Fire Department and Pacific, Gas & Electric (PG&E), our utility company.”

- Wayne Huie - President / CEO

WHAT DOES YOUR SUPPLIER OFFER YOU?

618.344.4001
info@dayandnightsolar.com
www.dayandnightsolar.com

Day & Night Solar • 1605 Eastport Plaza Drive, Suite 135 • Collinsville, IL 62234
The National Electrical Contractors Association is proud to host NECA 2023 Philadelphia, the electrical construction industry's largest convention and trade show. In addition to the hundreds of exhibitors sharing the latest products and services on the trade show floor, there will be more educational sessions and networking opportunities offered than ever before.

The NECA Convention and Trade Show unites thousands of contractors and exhibitors to not only build long-term relationships but to promote professional development. The more solutions our exhibitors can introduce to our contractors, the more we uplift our industry.

I’d like to thank our 12 Premier Partner companies for their quality, consistent offerings to our membership and support in this year’s convention. I’d also like to thank the Ambassador- and Affiliate-level sponsors of the NECA Industry Alliance Network for expanding our array of solutions with increased access and attention to our contractors. Live product demonstrations and trade show education further prove their commitment to our industry through their presence at NECA events and is critical for a beneficial, successful convention experience.

I cannot wait to see you all at NECA 2023 Philadelphia, the City of Brotherly Love. Read more to see all the incredible things we have in store for you over these unforgettable days.

David Long
CEO, NECA

THE MOST COMPREHENSIVE ESTIMATING SOFTWARE
FOR ELECTRICAL, LOW VOLTAGE, & DATACOM
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- Largest items database and most pre-built NEC-compliant assemblies of any electrical estimating software
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SEE US AT NECA '23 BOOTH #2412!
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Wiring is as easy as... PUSH. CLICK. DONE!

Decora Edge delivers the trusted performance and contemporary appearance of traditional Decora® devices in a new, easier-to-install and safer design. The devices are designed with innovative installation features such as color-coded lever terminals for faster, efficient wiring; a larger strap with a unique tongue and groove alignment for quicker trim-out on multi-gang installations, and no exposed metal parts for safety. Decora Edge makes installation faster, saving you time and money on every job.

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OPENING GENERAL SESSION

JAY WRIGHT
Former Villanova Head Basketball Coach, 
CBS Sports College Basketball Analyst
Saturday, September 30 • 10:00 am–11:30 am

Two-time Naismith Coach of the Year, National Championship winning coach and member of the Naismith Memorial Basketball Hall of Fame Jay Wright will join NECA 2023 Philadelphia to talk about how motivation and leadership can help lead you to success. Wright, who retired from Villanova in 2022 after 21 years as the head coach of a team that achieved 14 NCAA Tournament appearances and two national titles, is widely regarded as one of the best to ever coach college basketball.

SUNDAY GENERAL SESSION

JULIUS “DR. J” ERVING
Legendary Professional Basketball Player
Sunday, October 1 • 10:00 am–11:30 am

Julius Erving—Dr. J—is considered one of the most talented players in the history of the NBA and one of the game’s best dunkers. His talent, hard work and determination took him from the public housing projects to the Philadelphia 76ers, where he played his entire career. He was an 11-time All-Star, the 1981 NBA MVP and, in 1983, he led the 76ers to an NBA title. He is one of very few professional players in history to score more than 30,000 points in his career. In 1993 he was inducted into the Basketball Hall of Fame and was named to the NBA’s 50th Anniversary All-Time team. In 1994, Erving was named by Sports Illustrated as one of the 40 most important athletes of all time.

CLOSING GENERAL SESSION

ROBYN BENINCASA
World Champion Eco-Challenge Adventure Racer, 
New York Times Best-Selling Author
Monday, October 2 • 1:15 pm–2:30 pm

When the challenges are steep and the competition fierce, Robyn Benincasa will inspire you to grab life with one hand, grab your teammates with the other and achieve audacious goals that you could never accomplish alone. Benincasa is a 20+ year veteran San Diego firefighter, a World Champion Adventure Racer, a 2014 CNN Hero, a Guinness World Record Endurance Kayaker, a best-selling author and founder of The Project Athena Foundation—she definitely knows a thing or two about creating human synergy, or as she puts it, “That magic that allows groups of ordinary people to accomplish extraordinary things together.”
Arlington’s new, one-piece Snap2It® steel connectors offer easy, secure installation. And save time! Just push the cable into the connector and rotate it clockwise.

Available in 3/8” trade size, both connectors install into a 1/2” knockout, and are Listed for steel and aluminum AC, HCF, MCI and MCI-A cable. The tinted 40STS has more room inside for easier cable insertion.

In Canada both connectors are Listed for use with AC90 and ACG90 cable.

• Tested to UL 514B and Listed to meet UL ground fault requirements
• Removable Unscrew the connector counterclockwise to remove it from the cable. Remove the connector from the box using a flat blade screw driver. Release the snap tangs from the inside of the box while pulling the connector out of the knockout.
• Packed in heavy-duty, 200 piece boxes
Formed in 1967 and fronted by iconic vocalist Kevin Cronin since 1972, REO Speedwagon jump-started the rock movement in the Midwest. “Hi Infidelity,” released in 1980—with hits “Keep On Loving You” and “Take It On the Run”—spent 15 weeks at No. 1, and earned the RIAA’s 10X Diamond Award for U.S. sales of more than 10 million units. Cronin and bandmates Bruce Hall (bass), Dave Amato (guitar) and Bryan Hitt (drums) are still electrifying audiences in concert. Sponsored by ABB

OPENING RECEPTION
FRIDAY NIGHT LIGHTS!
Friday, September 29 • 7:30 pm–9:30 pm
Milwaukee Tool Afterparty • 9:30 pm–10:30 pm
The 2023 NECA Opening Reception gets home-field advantage at the Philadelphia Eagles’ Lincoln Financial Field! Make a game plan to enjoy the concourse, find action on the sidelines, or run your route through awesome experiences in the stadium’s premium club spaces—and don’t miss a behind-the-scenes look at the post-game press conference and home team locker rooms!

CLOSING RECEPTION
REO SPEEDWAGON
Monday, October 2 • 7:00 pm–9:30 pm
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Visit us at the NECA Show 2023
Booth 1336
NECA Industry Innovation

NECA Industry Innovation is dedicated to driving innovation and technological advancements in the electrical construction industry. We collaborate with contractors, industry stakeholders and technology providers to identify emerging trends and strategic opportunities.

Innovation Zone
Welcome to the Innovation Zone, where we will highlight the ever-changing landscape of construction technologies and showcase solutions and best practices. Learn from industry leaders, specialized experts and contractors at the cutting-edge of innovation.

Innovation Overload Podcast
The Innovation Overload Podcast will be recording live on the NECA Show Floor. Check out stories and case studies from your own community and learn how innovation can make a difference. Join us live at the times listed below as our expert guests share their best wisdom and strategic maneuvers:

- **Saturday, September 30:** 11:30 am, 1:00 pm, 2:30 pm, 4:00 pm
- **Sunday, October 1:** 11:30 am, 1:00 pm, 2:30 pm
- **Monday, October 2:** 9:00 am, 10:30 am

Innovation Education
Innovation is part of everything we do and there will be several education sessions that will help you gain the knowledge and tools necessary to enhance your business practices and stay competitive in a rapidly evolving industry. This year, there are multiple education opportunities; see the schedule for topics and times.
Electrical Solutions for Your Facility

Appleton™ Electrical and Lighting Products, and SolaHD™ Power Quality Products by Emerson decrease maintenance needs across your facility while keeping safety at the forefront.

Our Appleton LED solutions provide adequate and comfortable lighting for workers while eliminating costly maintenance of legacy lighting systems. Engineered to combat corrosion, Appleton fittings, control stations and enclosures, are capable of withstanding moisture prone environments resulting in greater product lifetime. Our SolaHD power quality solutions deliver controlled, reliable power throughout your facility.

When it comes to keeping personnel safe and maximizing productivity, count on Emerson for all your electrical and power needs.

Learn more at: www.appleton.emerson.com
The 2022 winning team from Iowa State University

THIRD ANNUAL

Electrical Contracting Innovation Challenge
Friday, September 29 • 1:30 pm–3:30 pm

The Electrical Contracting Innovation Challenge (ECIC) is ELECTRI International’s annual challenge for NECA Student Chapters. Student Chapter teams agree that the ECIC, which focuses on innovation and creativity, stimulates them to think about problem-solving in inventive ways. This year’s finalists are from Iowa State University, University of Wisconsin–Madison and Wayne State University.

This year, each student team worked with its faculty advisor and local NECA chapters and contractors to deliver a proposal containing various project manager tasks for the Oglethorpe University Emerson Student Center. Students put themselves in the shoes of electrical contractors and performed various tasks related to constructing the project assigned to them. Students used a scope-of-work letter as a guide to prepare their proposal. The teams have tackled challenges that project managers face when completing a project. These challenges include creating a schedule of values, a detailed schedule, change orders, submittal logs, a handoff meeting agenda, prefab plans and more.

The NECA Project Excellence Awards
Sunday, October 1 • 10:00 am–11:30 am

The annual NECA Project Excellence Awards acknowledge the extraordinary work performed throughout the year by NECA contractors in 13 project categories. Join us as we celebrate the 2023 recipients during Sunday’s General Session, and make sure to visit www.necapea.com to view all of the winners.

Women in NECA and Future Leaders Forum
Sunday, October 1 • 2 pm–4 pm

The Women in NECA + Future Leaders forum is a valuable and empowering experience for people who are looking to develop their leadership skills, network with like-minded individuals and gain insights into the challenges and opportunities in our industry. Join us to hear from industry leaders and to learn from your peers through panel discussions. No matter your professional role, the WIN+FL forum has something valuable to offer!
2023 NECA ATV GIVEAWAY

Visit us at Booth #1205 and enter for a chance to win A BRAND NEW 2023 ATV!

NO PURCHASE NECESSARY. Legal residents (48 US and D.C.), 18+, and who are electrical trade professionals. NOT OPEN TO THE GENERAL PUBLIC. Sweepstakes ends 10/2/2023. For entry and Official Rules visit atkore.com/atvgiveaway
CONVENTION EDUCATION

SATURDAY, SEPTEMBER 30
8:00 am–9:50 am, Room 126A
Cybersecurity Concerns for Electrical Contractors
Nick Espinosa, Security Fanatics

There is an increasing threat of cyberattacks, particularly ransomware, that can have a tremendous impact on small businesses. We will explore common entry points for cybercriminals, such as phishing emails and weak passwords, and discuss practical strategies to strengthen cybersecurity defenses.

8:00 am–9:50 am, Room 119B
Ownership Transition: Build Bridges For Future Success
Bill Mandel, Fox Rothschild LLP; Laura Howard, Fox Rothschild LLP

Early planning and a long-term transition plan are critical to success. This session will explain the process of creating an ownership transition plan, including the benefits of clear performance criteria. Learn how to avoid common pitfalls and establish a plan to fit your firm’s values and culture.

8:00 am–9:50 am, Room 123
Project Financial Controls Processes to Drive Project Transparency
Stephane McShane, Maxim Consulting Group

The majority of construction firm revenue flows through the project operations team. This session will help project managers learn basic financial information to connect performance to the business. Learn about earned value management, the early warning signs for underperforming projects and proactive project management.

8:00 am–9:50 am, Room 119A
R&D Case Studies
Moderated by Jason Thurner, NECA

New technologies and processes can offer solutions to complex challenges and improve productivity. In this panel discussion, you’ll hear from innovative electrical contractors who have applied cutting edge technologies and design methodologies in their business.

8:00 am–9:50 am, Room 122A
Top 20 2023 NEC Changes that Impact Electrical Contractors
Mark Earley, Alumni Code Consulting

Every three years the National Electrical Code® is updated to reflect the newest installation practices utilized by the electrical industry, bringing about hundreds of changes. This presentation provides attendees with a thorough review of the most significant changes in the 2020 NEC.

8:00 am–9:50 am, Room 120AB
Building Business Relationships and Making the Most of Networking Opportunities: One Conversation at a Time
Debra Fine

In a competitive business world more emphasis is placed on developing personal business relationships than before. A leader who cannot cultivate connection with colleagues, referral sources or clients/customers will lose an opportunity for success. Learn research-proven techniques to feel more at ease at receptions, networking events, and other work-related functions.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 120C
Are You Getting the Most Out of NECA?
David Roberts, Dave Orman, Ted Uppole and Jonathan Mandl, NECA

You’re part of the premier association for electrical contractors and have access to invaluable content, programming and opportunities—but what should you focus on? This session will help you prioritize which programs and services will have the most immediate effect on your business.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 121C
Dealing with Delay and Impact: From Contract Negotiations to Claims
J.T. Gallagher Hendrick, Phillips, Saltzman & Siegel PC

Construction delays can result in substantial costs. This session will identify practical steps that a contractor can take at various stages of a project, from bid to close-out, that will increase the chance of successfully obtaining additional time and compensation.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 124
Practical Approaches to Worker Impairment: Cannabis Legalization & Beyond
Lauren Rayner Davis, Rottenberg Lipman Rich, PC

This presentation will shed light on how to approach worker impairment on the job to keep your job sites safe and drug-free. The construction industry faces unique challenges with the legalization of cannabis in multiple states and more prevalent accessibility of other substances that can affect worker impairment. This session will cover optimal approaches for contractors to effectively respond to impaired workers on the job.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 125
Successful Succession Planning
Roy Cohen, Cohen Seglias; Shane Snyder, Cannon & Wendt Electric; Rob Bresnahan, Jr., Kuharchik Construction, Inc.; Michael Wojtowicz, B.W. Electrical Services

There are options for successfully passing on your business. This session will discuss the various options for owners. Learn the return details and professional help required for private equity and competitor acquisition, an employee stock option plan, leveraged buyout and estate planning.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 121A
Know your Rights: Management Rights
Ryan Courtney, NECA

The management tight clause appearing in all NECA/IBEW construction agreements has existed for decades. It provides employers the freedom and ability to direct their jobs as they see fit. This session will discuss your rights as a contractor in the collective bargaining agreement.

SUNDAY, OCTOBER 1
8:00 am–9:50 am, Room 125
IT Software & Hardware Vendor Selection: How to Find a Partner Not a Vendor
Matt Lamb, Rosendin Electric Inc.

This breakout session is a journey through three vital steps. First, learn to identify the genuine problem beyond surface data and anticipate future needs. Next, find an authentic vendor partner, distinguish salespeople from collaborators, and validate through hands-on experience. Finally, navigate the realm of real solutions versus vaporware by conducting demos and practical trials.

8:00 am–9:50 am, Room 126A
Contract Killer Instinct: Identifying Key Clauses to Mitigate Construction Risk
Jacob Perskie and Ronald Williams, Fox Rothschild LLP

Construction contracts can contain clauses that pose a significant financial risk to contractors, and deserve careful scrutiny. This session will examine “killer clauses” and explain how to draft and negotiate to mitigate risk. Learn to identify problematic terms and clearly communicate concerns to legal counsel, as well as negotiate contested clauses to reach agreement.
8:00 am–9:15 am, Room 123
How to Fix a Broken Project: Habits and Practices of a Superstar Project Manager
Lori Wisniewski Azzara, Tony Byler and Dan Fierstein, Cohen Seglias

A good project manager can achieve a healthy bottom line, even in turbulent projects. This session for superstar project managers will explain how to identify early warning signs of problem projects, and understand the most important provisions in the contract. You’ll also learn the best practices for change order management and navigating supply chain challenges.

MONDAY, OCTOBER 2

8:00 am–8:50 am, Room 119A
What is a Digital Twin and Why Should I Care
Moderated by Amanda Harbison, ELECTRI International

Digital twins, virtual replicas of physical assets and systems, can revolutionize the way electrical contractors design, construct and maintain electrical infrastructure. This session will demystify digital twins, providing an understanding of their applications.

8:00 am–8:50 am, 121A
Navigating Through a Divided Government
Marco Giambardino and Jared Karbowsky, NECA

Republicans control the House of Representatives, while Democrats control the Senate and a Presidential race looms large. Learn how this divided Congress will work with the Administration on issues important to your business.

8:00 am–9:50 am, Room 119B
Navigating the Transition to an Energy Efficient World
Moderated by Jeff Beavers, NECA

Sustainability technologies, such as power over ethernet, fault-managed power and DC microgrids, are rapidly evolving and gaining acceptance. This panel will address new technologies, first-hand experiences deploying and using them, and future applications.

8:00 am–8:50 am, Room 120AB
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8:00 am–9:50 am, Room 120A
Technology’s Impact on Electrical Codes and Standards
Moderated by Kyle Krueger, NECA

The National Electrical Code contains rules that can be applied to today’s electrical installations and systems. This session will provide a real-world look at how to apply the NEC to installations and systems. Learn more about electric vehicle charging, power over ethernet utilization equipment and expanding deployment of energy management systems.

8:00 am–8:50 am, Room 122A
Safety Roundtable
Moderated by Wesley Wheeler and Michael Starner, NECA

The 2023 NECA safety roundtable will include discussion on OSHA leading indicator initiatives, updates on proposed OSHA heat regulations, and a preview of the topics for the NECA Safety Professionals Institute. The discussion will be around leading safety differently with a focus on human performance and situational awareness.

8:00 am–9:50 am, Room 120A
Breaking the Silence about Mental Health
Dr. Keith Dempsey

For too long the stigma around mental health has hindered workplace productivity and morale, leading to poor job performance and low talent retention. As important as someone’s physical health, the brain is one of the body’s largest organs and needs to be prioritized as such. This session extends the topic of mental health as a core human concern. Explore how the lack of language and dialogue around mental health can be harmful and how to inspire participants to break the cycle of shame and begin to heal.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 119A
Crisis! Are You Ready?
Anthony Huey, Reputation Management Associates

You can never be sure when crisis will strike, but it could put your firm’s hard-earned reputation on the line. This session will show you how to arm yourself with a reputation-saving crisis response framework. Learn how to control social media and win in the court of public opinion.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 120C
Estate and Business Succession Planning
Landon Long, Evans & Davis; Stewart Van Duzer, Federated Insurance

Planning for a time when you’re no longer running your business can be overwhelming. This session will discuss how you can avoid frustration, taxation and litigation when the time comes to exit your business.

8:00 am–8:50 am • 9:00 am–9:50 am, Room 119B
The Incredible Power of Empathy
Nic Bittle, Work Force Pro

We all share common emotions and personal problems, but these are often pushed aside on the job site. This session will discuss how leaders can show they care without sacrificing productivity. Learn to lead with empathy to increase influence and avoid costly pitfalls.

8:00 am–8:50 am, Room 124
Innovation in Practice
Moderated by Tahira Ali, NECA

We know innovation can streamline business, but how do you implement it? In this panel discussion, leading contractors will share their experiences using research, collaborative development and pilot programs. How to evaluate and deploy productivity software, train and empower workers and grow your market share will be discussed.

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8:00 am–9:50 am, Room 120AB
Strategic Planning for your Organization
Ronald Bailey, NECA

Planning for your company’s future is a critical task. This session will discuss the process of developing a strategic plan, establishing business objectives and addressing any organizational gaps. The practical steps to tie the plan to your budget and the benefits of a strategic plan for your organization will be discussed.

8:00 am–8:50 am, Room 126A
How Lighting Controls Can Revolutionize Service and Maintenance
Collin Weiner, CalEnergy Corp.

In the era of smart buildings and advanced technology, lighting control systems have emerged as a game-changer in the realm of facility management. This session offers a deep dive into the transformative capabilities of lighting control systems.

8:00 am–8:50 am, Room 123
Labor Relations: Learn by Doing
Ryan Courtney, NECA

Labor Relations is a vast topic to learn and master. The laws, interpretations and contracts number in the thousands and substantially impact this ever-evolving field. This session will work through some real-world labor-relations challenges with subject matter experts.
TRADE SHOW EDUCATION: LEADERSHIP

SATURDAY, SEPTEMBER 30
12:00 pm–12:50 pm, Show Floor, Booth 133
**Managing Change**
Morgan Traynor, Procore
Change is a constant factor in business, but how you deal with unexpected or overwhelming change can be the difference on whether or not your company survives. This session will identify the stages of change while correlating challenges and remedies, as well as discuss how to implement a practical change management model built for buy-in and results.

1:00 pm–1:50 pm, Show Floor, Booth 133
**Keep the Conversation Going**
Debra Fine
Harnessing the art of conversation is an ability that will solidify business deals and connections and gain visibility for your company through networking opportunities. Learn the tools for “active” listening, body language awareness, approaching new people, making positive first impressions and mingling skills that will help build relationships.

2:00 pm–2:50 pm, Show Floor, Booth 133
**Retaining Talent**
Stephane McShane, Maxim Consulting Group
In this time of critical workforce shortages, it is imperative that we develop the skills necessary to attract and keep the best candidates. This session will provide tools to attract the best candidates in a workforce shortage and keep them until retirement. Learn how to outline effective onboarding and training methodologies to create continuous employee improvement, career path mapping and more.

3:00 pm–3:50 pm, Show Floor, Booth 133
**Heavy Metal Summer Experience: How to Attract the Next Generation to Our Trades**
Angie Simon, Heavy Metal Summer Experience
Predictions say that up to 40% of our industry will retire in the next five years, bringing recruitment efforts at the top of the list when addressing workforce development. This session will touch on the challenge and share the story about this organization that is attempting to excite the next generation about the construction industry.

4:00 pm–4:50 pm, Show Floor, Booth 133
**Servant Leadership**
Paula Simmons, Southwire
A servant-leader focuses primarily on the growth and well-being of people and their communities. While traditional leadership generally involves the accumulation and exercise of power by one at the “top of the pyramid,” servant-leaders share power, put the needs of others first and help people develop and perform as highly as possible.

SUNDAY, OCTOBER 1
12:00 pm–12:50 pm, Show Floor, Booth 133
**Coping with Burnout and Stress: Searching for Mechanisms To Preserve My Mental Wellness**
Dr. Keith Dempsey
In today’s demanding and fast-paced work environment, burnout can be common and detrimental to business concentration. This session will help participants identify the signs of burnout and the cumulative effects they have on mental health. This session will introduce intentional and consistent practices that promote wellness and reduce stress and anxiety.

Congratulations, Chuck!
The Central Indiana Chapter is honored to congratulate Chuck Fairchild on his induction to the NECA Academy of Electrical Contracting! Well deserved, Chuck!

NECA Boston Congratulates
Alan Scharfe
On receiving The Comstock Award and being named to the Academy in Philadelphia!

His leadership and accomplishments in advancing the electrical industry on behalf of NECA Boston, as well as the entire electrical industry, are exemplary.
A solid relationship between workers and management is key when striving for maximum performance, and a large part of that relationship is built on trust. In this session, become informed on how to bridge the gap between the field and the office with trust, how to build a leadership team who values trust and how to avoid destroying it with those you value the most.

To grow an apprenticeship program, servant leadership is necessary to achieve world-class education, customer service and facilities. Learn why putting the needs and objectives of the team ahead of one's own benefit will improve the organization. Attendees will gain tools to embrace servant leadership to drive greater engagement, accountability and morale.

Whether it be your team, business partners or potential customers, the ability to draw your audience in with the “it factor” is critical to a prosperous outcome. This session identifies the three traits of successful leaders and how to immediately implement those traits to gain personal or organizational magnetism. Discover the power of perception and first impressions and learn how to make a connection with anyone.

The best way to lead naturally and effectively is by being your authentic self, in a manner that garners respect and trust, instead of mimicking other successful people. “Be You” Management teaches what’s wrong with trying to lead like someone else, what your natural leadership style is and why it is important.

Developing a successful internship program can create future employees. This session will explore strategies and guidelines to optimize the internship experience within the electrical contracting industry. Effective recruitment and selection techniques to attract talented interns and the importance of setting clear expectations, providing mentorship.

Amidst the current workforce shortage, the Veterans Electrical Entry Program (VEEP) can be a great resource. By bringing recently separated veterans into the electrical industry via VEEP, employers gain a work ethic, discipline and skillset that is unparalleled. Find out how this program can help obtain the manpower your business needs.

The Eastern Illinois Chapter of NECA would like to extend our sincerest congratulations to Greg Outsen on being named to the NECA Academy of Electrical Contracting.

We thank you for your years of service to our Chapter and the electrical industry. This honor is well deserved!
SATURDAY, SEPTEMBER 30
12:00 pm–12:50 pm, Show Floor, Booth 139
Field Labor Productivity: Your Key to an Early Warning System
Stephane McShane, Maxim Consulting Group
Preserving and increasing profit can come down to your team’s ability to measure labor performance during a project. This session will discuss the project setup and financial controls necessary to create real-time data for the project team. Learn the required reporting for a proactive project, how to use the data and apply principles to engage the project team.

1:00 pm–1:50 pm, Show Floor, Booth 139
EV Grid to Charger: How Electrical Contractors Can Capitalize on the EV Mega-Trend
Matthew Young, ABB
EV charging is transforming the electrical market, and contractors can position themselves to win. This session will explore EV market drivers, electrification opportunities and charge management. Learn how to prepare your business, where to look for revenue opportunities and details on certifications for installation and maintenance.

2:00 pm–2:50 pm, Show Floor, Booth 139
Negotiating Construction Contract Terms
Adam Handfinger, Document Crunch
Negotiating contract terms can be a daunting task, especially when faced with general contractors who hold significant leverage. This session will cover best practices for negotiating contract terms while minimizing the risk of disputes and litigation.

3:00 pm–3:50 pm, Show Floor, Booth 139
Productivity Reboot: 6 Ways to Up Your Game
Andy Lambert, Milwaukee Tool
There is a perceived lack of evolution in construction industry productivity. This session will define productivity and its true impact. Learn steps to evolve past the stigma and make a big impact on your firm’s productivity.

4:00 pm–4:50 pm, Show Floor, Booth 139
How the Rural Broadband, 5G and Other Fiber Applications Are Changing and Creating Jobs
Sean Kelly, Light Brigade
OSP fiber applications are creating a high demand for skilled workers and a new way for companies to make revenue. In this session, attendees will learn about the Rural Broadband Initiative, 5G Rollout, fiber optic sensing, co-ops and utilities specific requirements to each.

SUNDAY, OCTOBER 1
12:00 pm–12:50 pm, Show Floor, Booth 139
Improving and Tracking Labor Productivity with Material Management
Matt McDaniel, Remarcable Inc.; Dave Gralike, Guarantee Electrical Co.
Establishing processes that provide early measurement of material and labor costs is important to the bottom line. Learn how an EC has integrated estimating software, ERP and purchasing software to create automated, real-time information that ensures material cost and quantities are consistent with the estimate quotes, while providing a more accurate assessment of labor units and completion.

TRADE SHOW EDUCATION: CONTRACTOR SOLUTIONS

Congratulations, Ricky!
The Georgia Chapter of NECA would like to congratulate you on your induction into the 2023 NECA Academy of Electrical Contracting. We wish to express our gratitude for your dedication and contribution to the Chapter and the industry.
1:00 pm–1:50 pm, Show Floor, Booth 139
**Leaning On Your Distributor for Construction Technology**
*Mike Carroll, Graybar*

There are key emerging technologies that can provide a better customer experience for electrical contractors when working with manufacturing partners. This session will discuss how these new technologies can provide great value and productivity improvements.

2:00 pm–2:50 pm, Show Floor, Booth 139
**Eliminating Diesel Generators in Commercial High-Rise Buildings**
*Matt Conger, Sinclair Digital Services, Inc.*

In cases where the generator is used rarely, it is possible to utilize a Battery Energy Storage System (ESS) for UL 924-compliant emergency egress power. This session will discuss the most common applications for ESS and available tax credits. Learn the applicable codes for using ESS for emergency egress power and applications to replace a diesel generator.

3:00 pm–3:50 pm, Show Floor, Booth 139
**The Evolving Landscape of Contractors, Wireless Solutions Firms and Building Owners Working Together**
*Mark Parr, Bandwidth Logic; Sam Gilson, Wesco; Brendan Delaney, Advanced Network Services*

New building wireless systems offer a problem-solving opportunity for ECs, and some contractors are changing how they approach roles and duties. This session will evaluate the second largest commercial office building in the United States, where firms worked together to solve problems for the building owners and managers. Learn more about Distributed Antenna Systems (DAS), the impact of 5G technology and how IoT networks are evolving.

**MONDAY, OCTOBER 2**
9:30 am–10:20 am, Show Floor, Booth 139
**Means and Methods: The Gray Area of BIM**
*Trevor Owen, Hilti*

Digitizing workflow from initial concept to operations is an opportunity to improve productivity. This session will cover digital project design for better planning and collaboration. With a look at the industry labor shortage, learn how standardization and prioritizing people and organizational structure can help achieve business excellence.

10:30 am–11:20 am, Show Floor, Booth 139
**Presenting and Selling PoE Lighting and Automation**
*Tyler Andrews, PoE Texas*

Power over ethernet lighting is growing by 30% year over year and can help grow your revenue. This session will cover the value proposition and target markets for PoE. Learn how to speak to existing and prospective customers and communicate effectively about PoE lighting systems.

11:30 am–12:20 pm, Show Floor, Booth 139
**Design, Fabrication, Installation: Lean & Productivity Savings Methodologies**
*Bill McNamara, DeWalt Anchors & Fasteners*

The lean fabrication process requires collaboration. This session will offer concrete examples of how to execute efficient, on-time, productive delivery of hangers and systems in a collaborative manner. Learn how lean processes and product solutions support overall job-site safety.

On his selection as the Robert L. Higgins Association Executive Distinguished Service Award recipient and induction into the Academy of Electrical Contracting, Greg consistently demonstrates a passion to promote and advocate for the NECA contractors he represents and focuses on improving procedures and implementing new programs to aid NECA contractors in their businesses. Greg is respected by all who work with him. He works with each Chapter member to determine their needs and how NECA can best support their unique business.
**SATURDAY, SEPTEMBER 30**
12:00 pm–12:50 pm, Show Floor, Booth 129

**Staying Cyber Secure**
Johnny Leiberman, Worklyn Partners, NetXperts, Quadrant Information Security; Tim Femister, NetXperts

The opportunity for cyberattacks has increased as ECs grow more dependent on technology for company information and customer data. In this session, IT and operational technology experts will discuss the five fundamental elements required to provide secure electrical contracting.

1:00 pm–1:50 pm, Show Floor, Booth 129

**Optimize Your Execution: Tips for Driving Electrical Fabrication Success**
Ron King, Trimble

A fabrication plan can help win jobs and improve customer satisfaction. In this session learn how technology can lead to successful fabrication by integrating project management, production and change order systems. Gain advice on how to keep track of established metrics which provide a basis for alignment across teams while ensuring resilient margins.

2:00 pm–2:50 pm, Show Floor, Booth 129

**Testing? Why?**
Gary E. Walls, Utilities Instrumentation Service

New projects and existing clients are impacted by industry change in the increased clarifications from codes with adjustments coming from the NEC, NFPA 70E/B, ANSI and NETA. This session will discuss two case studies to understand why testing and commissioning is more prevalent today.

**3:00 pm–3:50 pm, Show Floor, Booth 129**

**New Sensing Technology To Address Medium-Voltage Power Quality Issues**
Pruthvish Shah, 3M

What if the grid could alert you to a problem before you knew there was one? In this session, learn about the end user power quality issues, the changes to the grid that are creating these challenges and solutions available to help solve these problems.

**4:00 pm–4:50 pm, Show Floor, Booth 129**

**Cybersecurity Concerns in Building Automation**
Nick Espinosa, Security Fanatics

There is an evolving landscape of cyber threats that face ECs. This session will discuss the potential vulnerabilities in digital systems, such as building automation and control systems, and explore effective measures to mitigate these risks. Attendees will gain valuable insights on implementing robust cybersecurity practices, safeguarding sensitive data and more.

**SUNDAY, OCTOBER 1**
12:00 pm–12:50 pm, Show Floor, Booth 129

**Making Daily Data Informed Decisions**
Mark Lotspeich, Dynalectric-Oregon; Carrie Struss, Milwaukee Tool

Using data to make well-informed decisions can impact an organization’s success. Learn techniques to gather data, the difference between data-driven and data-informed decisions and making a personal action plan.

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**Congratulations, Tony!**

The Northeastern Illinois Chapter, NECA commends Anthony B. Mulizio for being inducted into the fellows of the Academy of Electrical Contracting!

Thank you for the many years of service to our industry!
1:00 pm–1:50 pm, Show Floor, Booth 129
**Understanding the Changing Landscape of Fluorescent Lighting**
Tom Shearer, Lutron

The ever-evolving regulatory landscape of fluorescent and LED lamps is challenging and impacts decisions on projects with installed lighting and lighting control systems. This session will discuss changes in legislation affecting fluorescent lamps, the landscape surrounding legislative decisions and how it effects your upcoming projects and customers.

2:00 pm–2:50 pm, Show Floor, Booth 129
**BIM Tips to Maximize Project Success**
Sarvesh Kekatpure, Naman Patwari, Niladri Samadder Pinnacle Infotech

Pick the brain of industry experts and your professional peers when it comes to sharing BIM best practices. Absorb BIM/CAD kickoff meeting best practices, software tricks to maximize detailers’ time and ideas to increase spooling time and decrease errors.

3:00 pm–3:50 pm, Show Floor, Booth 129
**Simplifying EV Charging Deployment Through Integrated EV Charging**
Joseph Cappeta, Eaton

This session will explore ways to deploy EV charging through various forms that can reduce costs, streamline installation and satisfy customers. Learn how incorporating EV charging technology into power distribution systems can transform installation. Understand the commissioning process of EV chargers and how to plan and budget for this additional process.

**MONDAY, OCTOBER 2**
9:30 am–10:20 am, Show Floor, Booth 129
**Understanding Your Technology Workforce**
Jonathan Marsh, Steel Toe Consulting LLC

Today’s workforce includes more than human labor; the role technology plays in business operations makes it a huge asset to company productivity. This session will discuss how the connection between personnel and technology can create a strong workforce and empower people.

10:30 am–11:20 am, Show Floor, Booth 129
**NFPA 70B Standard for Electrical Equipment Maintenance**
Vince Della Croce, Siemens

Don’t fall behind when it comes to overseeing electrical equipment maintenance. This session will discuss the specific NFPA 70B requirements, from definitions to the electrical maintenance program and testing to business opportunities for customer service.

11:30 am–12:20 pm, Show Floor, Booth 129
**Evaluating Emerging Technologies**
Jonathan Marsh, Steel Toe Consulting LLC

This session will examine new tools and systems entering the market and how they can provide an advantage to your business. Learn how to protect your company and what common missteps to avoid when working with young or emerging software.

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**Congratulations, Marco!**

The National Electrical Contractors Association extends congratulations to Marco Giamberardino for his Abraham Lincoln Leadership Award and for being inducted into the Academy of Electrical Contracting. We honor Marco for his years of service to the association!
THURSDAY, SEPTEMBER 28

7:00 am — 5:00 pm
Registration .................................................. Broad Street Atrium

8:00 am — 5:00 pm
Advanced Management Skills—Mark Federle ........................................... 123

8:00 am — 5:00 pm
Business Structure, Succession and Estate Planning—R. David O’Brien ................................. 125

8:00 am — 12:00 pm
Creating and Maintaining an Effective Employer Safety Program for Construction—Wes Wheeler ................................. 121C

8:00 am — 5:00 pm
Electrical Contractor Essentials: Business and Field Operations (Day 1 of 2)—R. David O’Brien, James Fagan, Mike Carroll, Mark Federle, Tauhira Ali, Ryan Wetzel, Mike Russell, Lou La Brie...115A

8:00 am — 5:00 pm
Field Leadership Essentials Train-the-Trainer (Day 1 of 2)—Jay Jones, David Woodard, Emily Huesman ........................................... 115C

9:30 am — 5:00 pm
NECA-NAED Electric Vehicle Symposium ........................................... 122B

1:00 pm — 5:00 pm
Employee Engagement: From Safety Leadership and Communication to Understanding Total Worker Health—Keith Wheeler ........................................... 121C

FRIDAY, SEPTEMBER 29

7:00 am — 5:00 pm
Registration .................................................. Broad Street Atrium

7:30 am — 8:30 am
Board of Governors Breakfast ........................................... Terrace Ballroom

8:00 am — 5:00 pm
Field Leadership Essentials Train-the-Trainer (Day 2 of 2)—Jay Jones, David Woodard, Emily Huesman ........................................... 115C

8:00 am — 5:00 pm
Electrical Contractor Essentials: Business and Field Operations (Day 2 of 2)—R. David O’Brien, James Fagan, Mike Carroll, Mark Federle, Tauhira Ali, Ryan Wetzel, Mike Russell, Lou La Brie...115A

8:00 am — 12:00 pm
2023 NEC Changes that Impact Electrical Contractors—Jim Dollard ........................................... 121C

8:00 am — 5:00 pm
Project Financials That Every Project Manager Needs to Know—Stephane McShane ........................................... 125

8:00 am — 5:00 pm
Construction Suicide Prevention Outreach and Mental Health Program Train-the-Trainer—Alex Yannacone ........................................... 123

8:30 am — 12:00 pm
Board of Governors Meeting ........................................... Terrace Ballroom

1:00 pm — 5:00 pm
Effectively Applying Codes and Standards to Installations and Workplace Scenarios—Kyle Krueger ........................................... 121C

1:30 pm — 3:30 pm
ELECTRI International Electrical Contracting Innovation Challenge ........................................... 126A

6:00 pm — 7:00 pm
NECA Innovation Institute Reception (invitation only) ........................................... Lincoln Financial Field

7:00 pm — 7:30 pm
NECAPAC Reception (invitation only) ........................................... Lincoln Financial Field

7:30 pm — 9:30 pm
Opening Reception—Friday Night Lights! ........................................... Lincoln Financial Field

9:30 pm — 10:30 pm
Opening Reception After Party ........................................... Lincoln Financial Field

SATURDAY, SEPTEMBER 30

7:00 am — 5:30 pm
Registration .................................................. Broad Street Atrium

8:00 am — 8:50 am
● Successful Succession Planning [CL]—Roy Cohen, Shane Snyder, Rob Bresnahan, Michael Wojtowicz ........................................... 125

8:00 am — 8:50 am
● Dealing with Delay and Impact: From Contract Negotiations to Claims—J.T. Gallagher ........................................... 121C

8:00 am — 9:50 am
● Cybersecurity Concerns for Electrical Contractors [EI]—Nick Espinosa ........................................... 126A

8:00 am — 9:50 am
● Top 20 2023 NEC Changes that Impact Electrical Contractors—Mark Earley ........................................... 122A

8:00 am — 8:50 am
● Practical Approaches to Worker Impairment: Cannabis Legalization & Beyond—Lauren Rayner Davis ........................................... 124

Tracks:

- Business Best Practices
- Business Development
- Financial Management
- Leadership & Communication
- Productivity
- Project Management
- Recruiting & Retaining
- Standards, Safety & Regulations
- Technology
- Updates

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

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8:00 am — 9:50 am
- Project Financial Controls Processes to Drive Project Transparency—Stephane McShane

8:00 am — 8:50 am
- Are You Getting the Most Out of NECA?—David Roberts, Dave Orman, Ted Uppole, Jonathan Mandl

8:00 am — 8:50 am
- Own Your Rights: Management Rights—Ryan Courtney

8:00 am — 8:50 am
- Building Business Relationships and Making the Most of Networking Opportunities: One Conversation at a Time—Debra Fine

8:00 am — 9:50 am
- R&D Case Studies [CL]—Jason Thurner, Mod.

9:00 am — 9:50 am
- Are You Getting the Most Out of NECA?—David Roberts, Dave Orman, Ted Uppole, Jonathan Mandl

9:00 am — 9:50 am
- Successful Succession Planning [CL]—Roy Cohen, Shane Snyder, Rob Bresnahan, Jr., Michael Wojtowicz

10:00 am — 11:30 am
- Opening General Session—Jay Wright

10:30 am — 5:00 pm
- Showstopper Showcase

11:30 am — 5:00 pm
- NECA Show

11:30 am — 12:15 pm
- Innovation Overload

12:00 pm — 12:50 pm
- Staying Cyber Secure—Johnny Leiberman, Tim Femister

12:00 pm — 12:50 pm
- Field Labor Productivity: Your Key to an Early Warning System—Stephane McShane

12:00 pm — 12:50 pm
- Managing Change—Morgan Traynor

1:00 pm — 1:45 pm
- Innovation Overload

1:00 pm — 1:50 pm
- Optimize Your Execution: Tips for Driving Electrical Fabrication Success—Ron King

1:00 pm — 1:50 pm
- EV Grid to Charger: How Electrical Contractors Can Capitalize on The EV Mega-Trend—Matthew Young

1:00 pm — 1:50 pm
- Keep the Conversation Going—Debra Fine

2:00 pm — 2:50 pm
- Retaining Talent—Stephane McShane

2:00 pm — 2:50 pm
- Negotiating Construction Contract Terms—Adam Handfinger

2:30 pm — 3:15 pm
- Innovation Overload

3:00 pm — 3:50 pm
- Heavy Metal Summer Experience: How to Attract the Next Generation to Our Trades—Angie Simon

3:00 pm — 3:50 pm
- Productivity Reboot: 6 Ways to Up Your Game—Andy Lambert

3:00 pm — 3:50 pm
- New Sensing Technology To Address Medium Voltage Power Quality Issues—Pruthvish Shah

4:00 pm — 4:45 pm
- Innovation Overload

4:00 pm — 4:50 pm
- How the Rural Broadband, 5G and Other Fiber Applications are Changing and Creating Jobs—Sean Kelly

4:00 pm — 4:50 pm
- Servant Leadership—Paula Simmons

4:00 pm — 5:00 pm
- Cybersecurity Concerns in Building Automation [EI]—Nick Espinosa
SAFETY MADE SIMPLE

In the field it’s known as “cheating” compliance – workers rolling up their sleeves, loosening buttons, or wearing non-compliant workwear altogether.

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SCHEDULE-AT-A-GLANCE

4:00 pm — 6:00 pm
DEI&B Reception (invitation only) ........................................... 117

5:00 pm — 7:00 pm
Academy Reception (invitation only) ........................................ Bellevue Hotel

SUNDAY, OCTOBER 1

7:00 am — 8:00 am
Connecting by Faith and Prayer
Sponsored by Federated Insurance ............................................ 115A

7:00 am — 4:00 pm
Registration ............................................................................ Broad Street Atrium

7:30 am — 10:00 am
Business Development Round Table ........................................ 115C

8:00 am — 8:50 am
The Incredible Power of Empathy—Nic Bittle .................... 119B

8:00 am — 8:50 am

Estate and Business Succession Planning—Stewart Van Duzer, Landon Long ......................................................... 120C

8:00 am — 9:50 am

Breaking the Silence About Mental Health—Dr. Keith Dempsey ................................................................. 120AB

8:00 am — 9:50 am

Technology’s Impact on Electrical Codes and Standards [CL]—Moderated by Kyle Krueger ..................... 122A

8:00 am — 9:50 am

Safety Roundtable [CL]—Moderated by Wesley Wheeler and Michael Starner ......................................................... 121C

8:00 am — 8:50 am

Crisis! Are You Ready?—Anthony Huey ................................ 119A

8:00 am — 9:50 am

Innovation in Practice [CL]—Moderated by Tauhira Ali ....... 124

8:00 am — 9:50 am

How to Fix a Broken Project: Habits and Practices of a Superstar Project Manager—Lori Wisniewski Azzara, Tony Byler, Dan Fierstein ......................................................... 123

8:00 am — 9:50 am

Contract Killer Instinct: Identifying Key Clauses to Mitigate Construction Risk—Jacob Perskie, Ronald Williams .... 126A

8:30 am — 4:00 pm
Showstopper Showcase ............................................................. Show Floor, PCC

9:00 am — 9:50 am

The Incredible Power of Empathy—Nic Bittle .................... 119B

9:00 am — 9:50 am

Estate and Business Succession Planning—Stewart Van Duzer, Landon Long ......................................................... 120C

9:00 am — 9:50 am

Innovation Overload ................................................................. Innovation Zone, Show Floor, PCC

10:00 am — 11:30 am

Sunday General Session—Julius “Dr. J” Erving .... Terrace Ballroom

11:30 am — 4:00 pm
NECA Show ............................................................................ Show Floor, PCC

11:30 am — 12:15 pm

Innovation Overload ................................................................. Innovation Zone, Show Floor, PCC

12:00 pm — 12:50 pm

Coping with Burnout and Stress: Searching for Mechanisms to Preserve My Mental Wellness—Dr. Keith Dempsey ................................................................. Show Floor, Booth 133

12:00 pm — 12:50 pm

Improving and Tracking Labor Productivity with Material Management [CL]—Matt McDaniel, Dave Gralike ................................................................. Show Floor, Booth 139

12:00 pm — 12:50 pm

Making Daily Data Informed Decisions [CL]—Carrie Struss, Mark Lottspeich ............................................................. Show Floor, Booth 129

1:00 pm — 1:45 pm

Innovation Overload ................................................................. Innovation Zone, Show Floor, PCC

1:00 pm — 1:50 pm

Leaning On Your Distributor for Construction Technology—Mike Carroll ................................................................. Show Floor, Booth 139

1:00 pm — 1:50 pm

A Leaders Guide To Building Trust—Nic Bittle .................... Show Floor, Booth 133

1:00 pm — 1:50 pm

Understanding the Changing Landscape of Fluorescent Lighting—Tom Shearer ........................................................ Show Floor, Booth 129

2:00 pm — 4:00 pm
Women in NECA and Future Leaders Forum ....................... 118ABC

2:00 pm — 2:50 pm

BIM Tips to Maximize Project Success—Sarvesh Kekatpure, Naman Patwari, Niladri Samadder ................................................................. Show Floor, Booth 129

2:00 pm — 2:50 pm

Eliminating Diesel Generators in Commercial High-Rise Buildings—Matt Conger ........................................................ Show Floor, Booth 139

2:00 pm — 2:50 pm

The Path to World Class: Servant Leadership in the Apprenticeship—David Nott, Steven Rose ................................................................. Show Floor, Booth 133

2:30 pm — 3:15 pm

Innovation Overload ................................................................. Innovation Zone, Show Floor, PCC

3:00 pm — 3:50 pm

Simplifying EV Charging Deployment Through Integrated EV Charging—Joseph Cappeta ................................................................. Show Floor, Booth 129
MATERIAL MANAGEMENT?

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MONDAY, OCTOBER 2

7:00 am — 1:00 pm  Registration ................................................................. Broad Street Atrium
7:00 am — 8:00 am  2023 Rocky Run ............................................................. Water Works
7:30 am — 8:45 am  Exhibitor Focus Group Meeting and Breakfast .................. PCC
8:00 am — 8:50 am  Navigating Through a Divided Government— Marco Giamberardino, Jared KARBowsky ............................................. 119B
8:00 am — 8:50 am  Navigating the Transition to an Energy Efficient World [CL]— Moderated by Jeff Beavers .............................................121A
8:00 am — 8:50 am  What is a Digital Twin and Why Should I Care [EI] [CL]— Moderated by Amanda Harbison .............................................119A
8:00 am — 8:50 am  Strategic Planning for your Organization— Ronald Bailey .................................................................120AB
8:00 am — 8:50 am  How Lighting Controls Can Revolutionize Service and Maintenance [CL]—Collin Weiner .............................................126A
8:00 am — 8:50 am  Labor Relations: Learn by Doing [CL]— Moderated by Ryan Courtney ................................................................. 123
8:00 am — 1:00 pm  Showstopper Showcase ................................................................ Show Floor, PCC
9:00 am — 1:00 pm  NECA Show ................................................................................... Show Floor, PCC
9:00 am — 9:45 am  Innovation Overload .................................................. Innovation Zone, Show Floor, PCC
9:30 am — 10:20 am  Be You Management [CL]—Sara Currie ............................................. Show Floor, Booth 133
9:30 am — 10:20 am  Understanding Your Technology Workforce— Jonathan Marsh ................................................................. Show Floor, Booth 129
9:30 am — 10:20 am  Means and Methods: The Gray Area of BIM— Trevor Owen ................................................................. Show Floor, Booth 139
10:30 am — 11:20 am  Presenting and Selling PoE Lighting and Automation— Tyler Andrews ................................................................. Show Floor, Booth 139
10:30 am — 11:20 am  NFPA 70B Standard for Electrical Equipment Maintenance— Vince Della Croce ................................................................. Show Floor, Booth 129
11:30 am — 12:20 pm  Internship Best Practices [EI]—Moderated by Joelle Salerno ................................................................. Show Floor, Booth 133
11:30 am — 12:20 pm  Evaluating Emerging Technologies— Jonathan Marsh ................................................................. Show Floor, Booth 129
11:30 am — 12:20 pm  Design, Fabrication, Installation: Lean & Productivity Savings Methodologies—Bill McNamara ................................................................. Show Floor, Booth 139
11:30 am — 12:20 pm  The Veteran’s Electrical Entry Program— Ronald Bailey, Mike Kufchak ................................................................. Show Floor, Booth 133
1:15 pm — 2:30 pm  Closing General Session—Robyn Benincasa ................. Terrace Ballroom
7:00 pm — 9:30 pm  Closing Celebration—REO Speedwagon .............. Fillmore Philadelphia

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Sponsored by ELECTRICAL CONTRACTOR, the NECA Showstopper Showcase features more than 200 entries representing the latest solutions on the market. Here is a selection of the products; all the Showstoppers will be on display in Booth 2400 at NECA 2023 Philadelphia. The winners will be profiled in the January 2024 issue of ELECTRICAL CONTRACTOR magazine.

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Cable Protection Systems Selection Tool: Quickly find the right cable protection solutions with UL Ingress Ratings to match industrial enclosures and application requirements.

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CHARGEPOINT INC.
CP 6000: Prepare for the future of electric mobility with a modular, field-serviceable, connected charging solution.

COINS
Expenses Software: Control spending, reduce errors and automate mobile expense management from submission through reimbursement.

DEWALT
Square Drive Right Angle Attachments: FLEXTORQ 1/4-in. and 3/8-in. square drive modular right-angle attachments

EATON
EV Charging Busway: EV Charging Busway is an innovative overhead, scalable EV charging solution for fleet and last-mile delivery services.

ECM INDUSTRIES
Dino Dies: Set of 3 dies used for crimping up to 1,000 kcmil Cu/Al connectors

FOUNDATION SOFTWARE
WorkMax Insights: WorkMax INSIGHT delivers real-time, accurate productivity and project cost management.

GRIPPLE INC.
UniGrip 6 Hanger: The only single-channel cable fastener/hanger capable of accommodating 1/4-in. cable, and with an 800-lb. SWL.

HARGER LIGHTNING & GROUNDING
Hammer Head: Harger’s HammerHead ground rod clamps are designed to provide a low-resistance, permanent connection with quick and simple installation.

HILTI
PLT 400: Easier-to-use self-leveling and self-calibrating 2-in. construction layout tool for faster stake out on the job site.

HUBBELL INC.
THHN / XHHW All-in-One End Strip Kit: Variable bushings and drill-adaptable tool to end strip the insulation off #1-400MCM THHN / XHHW cable. Bushings available up to 750MCM.

IDEAL ELECTRICAL
Pole Mount Kit: The IDEAL line of auger bits provides an efficient wood-cutting solution for electricians.

ITOOLCO
Mega Bolt: Pulling those remote overhead runs is easy with ITOOLCo’s pole mounted puller kit, compatible with all 3K and 6K models.

JAMESON, LLC
Portable Reel Buck: The Portable Reel Buck is a quick and easy way to set up strand and cable reels up to 54 in. diameter.

KLEIN TOOLS INC.
Electrician’s Combination Square, 12-Inch: Combo square with stainless steel ruler, magnetic quick adjust and panel layout guide

KNIPEX TOOLS LP
Angled Electricians’ Shears: The 45 angled shears provide a more comfortable working position, better sight lines and a nonslip cut.

LAKELAND INDUSTRIES
High Performance Printed Knit Button Down Shirt: New High Performance Diamond Print button down shirt features 16 cal protection, permanent moisture wicking technology, odor and bacteria control and enhanced UPF protection.

LEVITON MFG. CO, INC.
Decora Combination Sensor with Fan Switch: Decora Combination Sensor with Fan Switch replaces a single pole switch for control of a ventilation fan or fan/light combination, or a combination switch for separate control of fan and lighting.

LIGHT EFFICIENT DESIGN
Level 2 48A EV Charger: Simply plug and charge. No internet connection or software required. Selectable 24A-48A charging power.

LIND EQUIPMENT
Jobsite 360: Handles the entire scope of planning and material delivery of temporary power and lighting throughout your project.

Puget Sound Chapter of the National Electrical Contractors Association is honored to congratulate Michael J. Holmes for being inducted into the Academy of Electrical Contracting.

Mike has been an instrumental leader of the Electrical Contracting Industry for 37 years, a dedicated advisor with ELECTRI International, and a long serving member of the Construction Industry Advisory Council with the University of Washington. Mike has tirelessly served on the Puget Sound Chapter Board for 20+ years. His consistent guidance and support have helped NECA and Contractors through numerous industry challenges.

The entire construction and electrical industries have benefited from the time and energy that you dedicated. Congratulations, Mike, from all of the Contractor Members and Staff at Puget Sound Chapter, NECA!
Help Your Employees Make it Home Safe Today

Federated DriveSAFE℠ Telematics helps your employees improve their daily driving habits and return home safe at the end of the day.

Scan to learn more about DriveSAFE TELEMATICS.
Lutron Electronics
Line Powered Pico: Line-powered keypad to provide a battery-free keypad solution for Vive Wireless Lighting Control System.

Milwaukee Tool
Comfort Grip Lineman’s Plier: Provides best leverage for tough cuts and long cut life with smoothest open and close.

Mirow Industries Inc.
M-Hex Conduit Pipe Support: Lightweight PVC conduit pipe support with integrated strut and pipe saddle. This innovative support product boasts a unique design that provides three different options for use.

Miro Industries Inc.
SmarToggle Old-Work Boxes: Morris’ SmarToggle Old-Work Boxes—the only Stud/No-Stud Solution that saves electrical contractors time, money, and labor.

National Safety Apparel
Drifire FR Phoenix Tee: Stand proud and stand out with the Drifire FR Phoenix Tee featuring our exclusive red, white and blue phoenix graphic. This lightweight t-shirt is built to keep you comfortable when things heat up.

NSI Industries
Duro Dyne Dyna-Tite: Able lock suspension system for suspending static loads; including lighting, cable trays, signage and more.

Orbit Industries Inc.
Specialty Lighting Control Relay Enclosure: Nema 1 enclosure with special KO configuration for lighting control relay systems.

Panduit Corp.
Nylon Cloth Die-Cut and Marker Plates: Discover PXE Cassettes: Elevate wire and component organization with nylon cloth die-cuts and marker plates.

Production Products Inc.
Strut Pro Automated Strut Fabricating Machine: Produce strut at a lower cost per foot than you can purchase from a supplier.

PSP Products
EV Load Management Device: Safely allows the addition of EV charger (up to 60A) to undersized electrical services.

Skybender: The first ever EMT bender to be mounted on a lift.

Remarcable
Remarcable: Remarcable is a cloud based application that streamlines procurement and asset management.

Rve

Schneider Electric
Energy Monitor (QO Smart Panel Solution): Schneider Energy Monitor and SquareD Control Relays give smart functionality simply, inexpensively to QO panels.

Snake Tray
Snake-Loc Cable Hanger: All-weather double pocket cable hanger with squeeze lock securely latches onto the messenger wire.

Southwire
Res Concentric Neutral Calculator: Online calculator created by Southwire’s CableTechSupport Services is accessible on Southwire.com.

Sp Products
PVC Slip to Liquidtite Conduit Transition Coupling: Transition from PVC SCH40/80 to Liquidtite Conduit without reaming PVC conduit out.

VARIABLEGRID Adaptive Power Inc.
Varian EEMS: Variablegrid designs and sells Electric Vehicle Energy Management Systems (EVEMS) which allocate power to tenant EVs in multi-unit and single-family residential buildings.

Wheatland Tube, A Division of Zekelman Industries
Zi-Strut: Introducing Zi-Strut—a newly expanded line of domestically made strut and accessories.

Wiha Tools
6 Piece Insulated SlimLine PocketMax Multi-Driver: The SlimLine PocketMax Multi-Driver is the ultimate pocket-sized companion for electricians and professionals working with live circuits.

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Congratulations!
Ryan Landon
McCoy Electric Co., Inc

The Oregon Columbia Chapter, NECA would like to congratulate Ryan Landon on being inducted into the Academy of Electrical Contracting!

Well deserved, Ryan!
HOME CHARGING MADE EASY

Over 25,000 electric cars are powered by RVE’s unique electric vehicle energy management system (EVEMS)

Our EVEMS solution:
✓ Requires no electrical panel upgrade
✓ Is compatible with all chargers and EVs
✓ Simplifies your electricity bill
✓ Has the potential to reduce the cost of electricity
✓ Optimizes electrical capacity in a building
✓ Prepares for future buyer needs
✓ Is 100% future proof

Come see us at booth #215 at the 2023 NECA Show for a chance to WIN A DCC!
NECA Gives Back

The goal of the NECA Adopt-a-School program is supporting children, teachers and their communities. By promoting the electrical industry and helping schools in need, we can support the future of NECA and grow our workforce, all at the same time. This year, NECA Adopt-a-School will focus on Mercy Career & Technical High School in Philadelphia. The Silent Auction will be back with sports memorabilia, exotic travel trips, fine wine and liquor packages, jewelry and more.

Sponsored by 3M

2023 Rocky Run 5K
Monday, October 2 • 7:00 am

The 2023 Rocky Run 5K, hosted by NECA’s Penn-Del-Jersey Chapter, will be held on Monday, Oct. 2 at 7 am along the scenic Schuylkill Trail and conclude with a first-class breakfast at the Historic Philadelphia Water Works, catered by Cescaphe. This year’s proceeds will support the Philadelphia Police Athletic League, which helps underserved children in Philadelphia. The Rocky Run sold out in 2018, so make sure to grab your spot as soon as you can!

Congratulations
CHASE PENDERGRAFT

The Tennessee Chapter, NECA congratulates their Executive Director on his induction to NECA’s Academy of Electrical Contracting.
The Northeastern Line Constructors Chapter congratulates Michael Parkes on being the recipient of the 2023 McGraw Award and his induction into the Academy of Electrical Contractors!
Exhibitors are subject to change. Check the NECA Events app for the most recent list.
THE WESTERN PA CHAPTER OF NECA IS HONORED TO CONGRATULATE

James J. Ferry II

FERRY ELECTRIC COMPANY

ON HIS INDUCTION INTO THE

2023 ACADEMY OF ELECTRICAL CONTRACTING

JIM FERRY EXEMPLIFIES THE CONTRIBUTION & LEADERSHIP THAT THIS HONOR IS INTENDED TO RECOGNIZE. THE ACADEMY OF ELECTRICAL CONTRACTING LIFTS UP OUTSTANDING LEADERS IN THE ELECTRICAL CONTRACTING INDUSTRY, AND IT PRESERVES AND UTILIZES THEIR WEALTH OF EXPERIENCE AND KNOWLEDGE FOR THE BENEFIT OF THE INDUSTRY.

JIM HAS CONTRIBUTED EXCEPTIONAL SERVICE TO THE INDUSTRY AND THE NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION FOR OVER 30 YEARS AND THAT SERVICE IS CONTINUED AND ENHANCED THROUGH HIS FELLOWSHIP IN THE ACADEMY.

HIS KNOWLEDGE, INNOVATION AND HARD WORK HAVE BEEN INVALUABLE TO OUR WPA/NECA CHAPTER AND THE ENTIRE NECA MEMBERSHIP NATIONWIDE.

PLEASE JOIN US IN CONGRATULATING JIM FERRY ON THIS WELL-DESERVED HONOR
Pause for Paws & Claws for a Cause

It has been proven that petting an animal can lower stress. The social interaction between people and their pets increases levels of the feel-good hormone, oxytocin. This year, we are building on the success of Pause for Paws to also include cats and kittens in the Claws for a Cause Zone on the NECA Show Floor. Take a break and have a little fun with dogs and cats while helping a Philadelphia-area animal rescue.

Sponsored by Graybar
EASIEST CUTS. LASTING EDGE.

**NEW**
**LINEMAN’S PLIERS**

**EASIEST CUTS. LASTING EDGE.**

MT550
9" Lineman’s Comfort Grip Pliers (USA)
Also Available: Dipped Grip

MT550C
9" Lineman’s Comfort Grip Pliers w/ Crimper and Bolt Cutter (USA)
Also Available: Dipped Grip

**NEW**
**DIAGONAL PLIERS**

**EASIEST CUTS. LASTING EDGE.**

MT558
8" Diagonal Comfort Grip Cutting Pliers (USA)
Also Available: Dipped Grip
Sizes: 6", 7", & 8"

MT555
8" Long Nose Comfort Grip Pliers (USA)
Also Available: Dipped Grip

**NEW**
**LONG NOSE PLIERS**

**BEST GRIP. EASIEST CUTS.**

**NEW**
**SCREWDRIVERS**

**BEST FIT. MAX GRIP.**

MT202
#2 Phillips 4" Cushion-Grip Screwdriver (USA)
Additional Bit Types & Lengths Available

**NEW**
JOIN
HEAVY DUTY NEWS™

or visit https://qr.mke.tl/2wu3b

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Exclusive Events
Contests
GET THE MOST OUT OF EVERY JOB
WITH SIMpull Solutions® PRODUCTS
MAXIMIZE EFFICIENCY & SAVINGS ON THE JOBSITE

The SIMpull® Circuit Management System offers a variety of innovative solutions designed to optimize branch circuit installations. By themselves, each of these components can help improve your productivity, but when used together provide savings on the time, margins and labor associated will all your circuit pulls!

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