

GATEWAY TO INNOVATION

52ND ANNUAL IEC NATIONAL
CONVENTION & IEC ELECTRIC EXPO 2009

Convention // October 21-24, 2009

Expo // October 22-23, 2009

Renaissance St. Louis Grand & Suites
Hotel at America's Center

St. Louis, Missouri



Independent Electrical
Contractors

www.ieci.org

ST. LOUIS SERVES AS IEC'S GATEWAY TO INNOVATION

The Independent Electrical Contractors (IEC) is honored to hold its 52nd Annual IEC National Convention & Electric Expo in St. Louis, Missouri, an all-American city packed with live blues, one-of-a-kind shopping, numerous ethnic and American restaurants, and beautiful Mississippi riverfront trails.

St. Louis is the home to the Gateway Arch, built in 1965 as a monument to President Thomas Jefferson, stands 635 feet high as testimony to Jefferson's dream of a continental United States. It is also the home to the Graybar International Headquarters, the official host and premier sponsor of the 52nd Annual National Convention & Electric Expo.

At the IEC National Convention & Electric Expo you will:

- Hear about innovative business ideas
- Network with the nation's best Electrical Contractors
- Learn techniques to improve your workforce productivity and strengthen your bottom line

Whether you're interested in gaining knowledge from the cutting-edge educational sessions, exploring the Electric Expo featuring the industry's top manufacturers and service providers, or networking with electrical contracting colleagues from around the country, this year's IEC National Convention in St. Louis will be your Gateway to Innovation.

"Last year was my first IEC convention. Considering that I am relatively new to the Electrical Contracting business, I came out of the experience with some great tools to implement to help the company I work for grow."

— Serge Howard of J. Beischel Electric in Cincinnati, Ohio

SCHEDULE AT-A-GLANCE*

MONDAY, OCTOBER 19

1:00 p.m. – 5:00 p.m. Executive Committee Meeting**

TUESDAY, OCTOBER 20

8:00 a.m. – 12:00 p.m. Apprenticeship & Training Committee Meeting
12:00 p.m. – 4:00 p.m. IEC Foundation Trustees Meeting**
1:00 p.m. – 4:00 p.m. Workforce Development Committee Meeting
4:00 p.m. – 7:00 p.m. IEC Registration Desk Open
4:30 p.m. – 6:00 p.m. President's Advisory Council Meeting**

WEDNESDAY, OCTOBER 21

6:45 a.m. – 3:00 p.m. IEC Foundation Tom Jones Memorial Classic Golf Tournament
7:00 a.m. – 7:30 p.m. IEC Registration Desk Open
8:00 a.m. – 8:00 p.m. Exhibitor Set-Up
9:00 a.m. – 3:30 p.m. Chapter Executive Directors Council Meeting
10:00 a.m. – 4:00 p.m. Technology Center Tour
2:30 p.m. – 5:30 p.m. National Apprentice of the Year Competition: Briefing & Exam
3:00 p.m. – 5:00 p.m. LiveWires Hospitality Suite Open
4:00 p.m. – 6:00 p.m. Committee Meetings (multiple meetings – see IEC website for details)
5:00 p.m. – 6:00 p.m. First-Time Attendee Reception
6:00 p.m. – 7:30 p.m. Welcome Reception

THURSDAY, OCTOBER 22

7:00 a.m. – 8:30 a.m. Gold Card Members-Only Breakfast
7:00 a.m. – 7:00 p.m. IEC Registration Desk Open
7:30 a.m. – 8:30 a.m. Continental Breakfast
7:30 a.m. – 10:30 a.m. IEC-CNA Safety Award Interviews
7:30 a.m. – 5:00 p.m. National Apprentice of the Year Competition: Wire-Off
8:30 a.m. – 10:00 a.m. IEC University Sessions
8:30 a.m. – 10:00 a.m. Platinum Partner Council
10:00 a.m. – 10:30 a.m. Refreshment Break
10:15 a.m. – 12:00 p.m. Keynote General Session
12:00 p.m. – 1:30 p.m. Lunch in Expo Hall
12:00 p.m. – 5:00 p.m. IEC Electric Expo
12:00 p.m. – 5:00 p.m. LiveWires Silent Auction
1:00 p.m. – 3:00 p.m. IEC-CNA Safety Award Interviews II
3:00 p.m. – 5:00 p.m. IEC Apprentices at Expo
4:00 p.m. – 6:00 p.m. Chapter Training Directors Meeting

4:00 p.m. – 6:00 p.m.
5:00 p.m. – 6:00 p.m.
5:00 p.m. – 6:50 p.m.

PAC/PEF Committee Meeting
New Industry Partner Orientation
Basic Safety Training Sessions

FRIDAY, OCTOBER 23

7:00 a.m. – 8:30 a.m. Leadership Awards Breakfast
7:00 a.m. – 6:00 p.m. IEC Registration Desk Open
8:00 a.m. – 4:00 p.m. National Apprentice of the Year Competition: Conduit Bending & Troubleshooting
8:30 a.m. – 10:00 a.m. IEC University Sessions
9:00 a.m. – 12:00 p.m. LiveWires Optional Activity TBD
10:00 a.m. – 10:30 a.m. Refreshment Break
10:30 a.m. – 12:00 p.m. IEC University Sessions
12:00 p.m. – 1:30 p.m. Lunch in Expo Hall
12:00 p.m. – 1:50 p.m. Basic Safety Training Sessions
12:00 p.m. – 4:00 p.m. Career Day
12:00 p.m. – 4:00 p.m. LiveWires Silent Auction
12:00 p.m. – 4:00 p.m. IEC Electric Expo
2:00 p.m. – 4:00 p.m. IEC Apprentices at Expo
4:00 p.m. – 8:00 p.m. Exhibitor Tear-Down
4:30 p.m. – 6:00 p.m. Regional Caucuses**
7:00 p.m. – 10:00 p.m. Platinum Partner Party – World's Fair

SATURDAY, OCTOBER 24

7:00 a.m. – 6:00 p.m. IEC Information Desk Open
7:30 a.m. – 8:30 a.m. Continental Breakfast
7:30 a.m. – 8:45 a.m. Budget Overview
7:30 a.m. – 8:45 a.m. Steering Committee Meeting**
8:00 a.m. – 11:30 a.m. National Apprentice of the Year Competition: Wrap Up
8:30 a.m. – 10:00 a.m. IEC University Sessions
9:00 a.m. – 11:00 a.m. Board of Directors Business Meeting
9:00 a.m. – 3:00 p.m. LiveWires The Garden and Saint Charles Tour
10:00 a.m. – 10:30 a.m. Refreshment Break
10:30 a.m. – 12:00 p.m. IEC University Sessions
12:00 p.m. – 1:00 p.m. Lunch – optional
1:00 p.m. – 2:30 p.m. IEC University Sessions
2:00 p.m. – 2:30 p.m. House of Delegates Sign-In
2:30 p.m. – 4:00 p.m. House of Delegates/Annual Membership Meeting
3:00 p.m. – 4:30 p.m. IEC University Sessions
6:30 p.m. – 10:00 p.m. President's Reception & Awards Gala

*Subject to change. Visit www.ieci.org for the most current schedule and the latest information about all convention activities.

**Closed meeting.

EDUCATIONAL SESSIONS

IEC University will provide 40 educational sessions in St. Louis. Whether you are a contractor, estimator, project manager, field electrician, instructor, or apprentice, you'll find a number of relevant, high-quality sessions that meet your needs. Can't attend them all? Don't worry; most sessions will be recorded and available, with handouts, for a nominal cost.

Given the large number of sessions, we have organized them into seven topical tracks to help you identify the sessions of most interest.

- **Technical, Code & Safety:** topics important to field employees, managers, and owners, including safety, code-related requirements, and equipment operation and maintenance
- **Green Issues:** timely issues relating to energy efficiency, recycling, and other environmentally-related topics
- **Management & Marketing:** leadership training; managing foremen, electricians, apprentices, and staff; administrative tools; techniques for setting and meeting business goals; and marketing strategies
- **Estimating & Project Management:** estimating, sales, customer service, finance, technology, and project management
- **Industry Issues:** external issues such as labor relations, economic and legal issues, political affairs, construction trades, general contracting, and long-term industry trends

THURSDAY, OCTOBER 22

Building Superior Contractor Performance

8:30 a.m. — 10:00 a.m. ■

Building superior performance for your contracting firm requires a comprehensive approach integrating various initiatives and processes to create sustainable, long-term, profitable growth. The foundation of this process begins with a sound strategic plan and then requires attention to functional details to ensure the successful execution of the plan to drive both short and long-term results.

PRESENTER: Andrew Patron, FMI, Raleigh, North Carolina

The Faces of Your Business

8:30 a.m. — 10:00 a.m. ■

An outstanding employee can significantly increase business profits. On the other hand, one 'bad hire' can potentially ruin a business. This presentation will give an overview of a comprehensive hiring program with sample forms and checklists to help businesses conduct proper background checks and comply with employment related laws.

PRESENTER: Dave Cameron, Federated Insurance, Owatonna, Minnesota

Green Opportunities in a Challenging Economy

8:30 a.m. — 10:00 a.m. ■

This session will provide participants with hands-on learning experiences that showcase new technologies and the latest "green" solutions for existing or new installations. This hands-on session will provide participants with an opportunity to build circuits that include energy-saving lamps and lighting controls, motor drives, and PLCs.

PRESENTER: Glen Mazur, American Technical Publishers, Orland Park, Illinois

Lighting Controls

8:30 a.m. — 10:00 a.m. ■ ■

If you read any newspaper or trade publication today you know that green construction is the name of the game. Participants in this session will learn how the proper use of new-generation lighting controls and building-automation devices can play a major role in the greening of America by helping improve the energy efficiency of residential and commercial occupancies.

PRESENTER: Tom Degnan, Leviton Manufacturing, Little Neck, New York

Staying Union-Free in a Pro-Union World

8:30 a.m. — 10:00 a.m. ■

This session will focus on why IEC members are merit shop and union-free. Discussion will include new ideas and approaches that contractors can use to remain that way. The IBEW has new friends in Washington that are changing the laws to make it easier to organize electrical contractors. Learn what the changes are in labor and employment law and gain awareness of IBEW's new organizing tactics.

PRESENTER: Phillip Russell, Constangy, Brooks and Smith, Tampa, Florida

Technological Advances in Estimating & Planning Software

8:30 a.m. — 10:00 a.m. ■

Advancements in computer technology and software have made computers an invaluable asset in estimating and plans management. During this session, panel members representing Accubid, ConEst and McCormick Systems will describe recent developments that are taking computer based estimating and plans management to a whole new level.

PRESENTERS: Panel discussion featuring representatives from Accubid, ConEst, and McCormick Systems



**Keynote General
Session Presented by
Dr. Perry Daneshgari**

Sponsored by:
Graybar
works to your advantage

Thursday, October 22 • 10:30 a.m.

Dr. Perry Daneshgari is an expert in the field of construction management. Author of *Wireless Technology and the Electrical Contractor* and *A Strategy for Improving the Electrical Constructing Industry*, Dr. Daneshgari is prepared to light up St. Louis with his information-rich presentation that is sure to enlighten and engage every single person in the electrical industry. Be prepared to learn information about increasing your company's profitability and efficiency.

FRIDAY, OCTOBER 23

Agile Construction

8:30 a.m. – 10:00 a.m. ■

During the keynote session, participants will have learned how a contractor's increased agility on the jobsite will improve productivity and profitability. In this follow-up session, participants will learn how to establish a useful productivity measuring method. They will experience simple methods and tools for manpower scheduling and tracking; and learn how to identify the obstacles and labor waste which can impact job productivity.

PRESENTER: Dr. Perry Daneshgari, MCA, Inc., Flint, Michigan

Estimating and Digital Takeoff Technology

8:30 a.m. – 10:00 a.m. ■

Estimating software continues to evolve, driving a paradigm towards a paperless society and instantaneous access to information. Participants will gain insight as to how these new products can deliver more precise, uniform estimates, based on electronic file readings so as to achieve a competitive advantage and increased revenues.

PRESENTER: George Hague, ConEst Software Systems, Manchester, New Hampshire

Growing Green: Electrical Systems Opportunities

8:30 a.m. – 10:00 a.m. ■

Sustainability is emerging as a key management and operating initiative. Facilities are the biggest opportunity to meet sustainability initiatives and electrical systems will play a key role in driving (and measuring) energy efficiency and connecting renewable energy sources. Specific product applications will be reviewed and how they contribute to the growing number of LEED Certified buildings. Several examples will demonstrate successes that may be used to help your business "grow green."

PRESENTER: John White, Eaton Corporation, Moon Township, Pennsylvania

Key Aspects of Project Management – Part I

8:30 a.m. – 10:00 a.m. ■

Project management is where contractors make or lose money. Receive an in-depth view of key innovative project management processes that

will maximize profitability and reduce risk. This seminar is recommended for project managers, foremen, management staff, and business owners. This session continues at 10:30 a.m.

PRESENTER: Giovanni Marcelli, Accubid, Concord, Ontario, Canada

Merit Shop & Union Free – New Ideas for New Times

8:30 a.m. – 10:00 a.m. ■

This panel discussion will focus on why IEC members are merit shop and union-free. The panel will also discuss new ideas and approaches that contractors can use to remain merit shop and union-free. This general session discussion will engage all contractors and chapter leaders in a creative dialogue to generate new ideas for new times.

PRESENTERS: Phillip Russell, Constangy, Brooks & Smith, Tampa, Florida; Herb Doyle, Doyle Electric Services, Tampa, Florida

National Electrical Code Updates – Part I

8:30 a.m. – 10:00 a.m. ■

The National Electrical Code is the driving force in our trade, and having a clear understanding of its content, including the changes and updates, is critical for every contractor. PowerPoint and video will drive home the technical specific issues. This session continues at 10:30 a.m. and will be approved for CEUs for license renewal in several states.

PRESENTER: Mike Holt, Mike Holt Enterprises, Groveland, Florida

Key Aspects of Project Management – Part II

10:30 a.m. – 12:00 p.m. ■

A continuation of the 8:30 a.m. session.

National Electrical Code Updates – Part II

10:30 a.m. – 12:00 p.m. ■

A continuation of the 8:30 a.m. session.

Practical Labor Relations Solutions to Protect Your Company

10:30 a.m. – 12:00 p.m. ■ ■

Much has been written and said about the *Employee Free Choice Act* (EFCA – the card-check bill) and the new union agenda over the past year. Contractors will be given many tried and proven strategies and tools to use to survive in the new legislative arena, no matter what Washington does or doesn't do. Contractors will carry away from the presentation most of the skills required to implement a counter-campaign at their companies.

PRESENTER: Marshall Coleman, M.J. Coleman & Associates, Greenville, South Carolina

Photovoltaic Opportunities for Electrical Contractors

10:30 a.m. – 12:00 a.m. ■

Photovoltaic power generation is now a reality. This session will introduce participants to business opportunities that may await them if they decide to add photovoltaic power systems to their product offerings; and provide insight as to some of the important steps contractors need to take before they enter that market. Mr. Auerbach will lead a panel of contractors, instructors, and certification experts as they discuss these topics and seek to answer questions posed by session participants.

PRESENTER: Ezra Auerbach, Executive Director, North American Board of Certified Energy Practitioners (NABCEP), Malta, NY

EDUCATIONAL SESSIONS

Warrior Management

10:30 a.m. – 12:00 p.m. ■ ■

You are building an empire. You go to battle every day fighting to gain larger market share, defeat your competitors, and capture new customers. The obstacles you encounter as a business owner are similar to the challenges that world conquerors faced centuries ago. This presentation shows you how to be a world conqueror—how to utilize warrior management traits to build your business empire.

PRESENTER: Brad Dawson, LTV Dynamics, Catharpin, Virginia

Electrical Grounding & Bonding – Part I

8:30 a.m. – 10:00 a.m. ■

This presentation will cover the most significant aspects of electrical grounding and bonding as detailed in Article 250 of the 2008 National Electrical Code. In addition, participants will get a first glimpse of changes in grounding and bonding requirements that have been proposed for the 2011 edition of the Code. This session continues at 10:30 a.m.

PRESENTER: Phil Simmons, Simmons Electrical Services, Olympia, Washington

Practical Labor Relations Solutions to Protect Your Company

8:30 a.m. – 10:00 a.m. ■ ■

A repeat of the Friday, October 23, 10:30 a.m. – 12:00 p.m. session

The Proactive Work Style

8:30 a.m. – 9:30 a.m. ■

Michael Brunner defines the “proactive work style” as “the work style learned and applied by a positive, motivated person who is consciously seeking to control and influence the outcome of his or her work through a personal commitment to the continuous application of his or her ability – common sense, basic intelligence, skill, experience, education and training.” Participants in this session will learn how to have a proactive work style and make good things happen.

PRESENTER: Michael Brunner, Construction Consulting Service, Fishers, Indiana

What You Should Expect from an Estimating System

8:30 a.m. – 10:00 a.m. ■

This session will cover all sizes of estimating systems for any size shop—small or large—even yours! The session will feature how to break out a job so that you can manage the work and explore all the tools to help you takeoff the job quickly, accurately, and efficiently. Look at different options for updating your material prices and finding your different labor factors.

PRESENTER: Paul Wheaton, McCormick Systems, Chandler, Arizona

Growing Green – Electrical Systems Opportunities

10:30 a.m. – 12:00 p.m. ■

Sustainability is emerging as a key management and operating initiative. Facilities are the biggest opportunity to meet sustainability initiatives and electrical systems will play a key role in driving (and measuring) energy efficiency and connecting renewable energy sources. Specific product applications will be reviewed and how they contribute to the growing number of LEED Certified buildings. Several examples will demonstrate successes that may be used to help your business “grow green.”

PRESENTER: John White, Eaton Corporation, Moon Township, Pennsylvania



SATURDAY, OCTOBER 24

Developing a Superior Construction Foreman

8:30 a.m. – 10:00 a.m. ■ ■

The foreman is the key to the success of any project. While many foremen understand the basics of their job, most have not been exposed to what it takes to have an outstanding career. This presentation will teach the beginning foreman, as well as the seasoned one, how to become the best.

PRESENTER: Bill Bledsoe, Construction Industry Training, Fort Walton Beach, Florida

Energy-Saving Technologies

8:30 a.m. – 10:00 a.m. ■

This session will describe the basic concepts behind environmentally responsible products and their energy savings. The focus will be on four different equipment categories (efficient transformers, variable frequency drives, lighting control panels, and LED lighting) that contribute to environmentally preferable construction via the energy savings they can provide.

PRESENTER: Robert Hansen, General Electric, Overland Park, Illinois

Electrical Grounding & Bonding – Part II

10:30 a.m. – 12:00 p.m. ■

Continuation of Part I from 8:30 a.m.

Lighting Controls

10:30 a.m. – 12:00 p.m. ■ ■

A repeat of the Thursday, October 22 session.

On-Screen Estimating – Taking Off Digital Drawings

10:30 a.m. – 12:00 p.m. ■

This seminar is a course in taking off on-screen and getting away from paper drawings. On-screen estimating covers numerous file types, i.e., pdf, tiff, jpg, dwg, dxf, cpc, and many others. This session will include everything from importing a file all the way through to creating a proposal. See how fast, easy, and accurate it is.

PRESENTER: Paul Wheaton, McCormick Systems, Chandler, Arizona

Warrior Management

10:30 a.m. – 12:00 p.m. ■ ■

A repeat of the Friday, October 23 session.

Backup Power Solutions

1:00 p.m. – 2:30 p.m. ■

This session will review the different types of standby generators which are the most commonly used back up power solution for both portable and fixed-in-place locations. They can involve a very simple mechanical interlocking of two circuits or be as advanced as one using automatic transfer switching. We will cover the recent revisions to the 2008 NEC, impacting the installation of automatic transfer switching for optional standby systems, as well as cover the revenue opportunity for electrical contractors and an enhancement for the services they provide.

PRESENTER: Bill Unseld, Schneider Electric, Lexington, Kentucky

Developing a Superior Construction Foreman

1:00 p.m. – 2:30 p.m. ■ ■

A repeat of the 8:30 a.m. – 10:00 a.m. session.

Wind Energy – Opportunities Blowing in the Wind

1:00 p.m. – 2:30 p.m. ■

The use of wind turbines to generate electricity both commercially, and for individual users, is rapidly growing. Electrical contractors increasingly are being offered the opportunity to get involved in installing the wind turbines and/or connecting them to the user's power system and/or utility grid. Participants in this session will learn the opportunities, and challenges, offered in getting involved in this exciting new segment of the marketplace.

PRESENTER: TBD

Remaining Merit Shop: Learning from Others' Lessons

1:00 p.m. – 2:30 p.m. ■

We will give actual examples of the most common mistakes fellow merit shop electrical contractors have made which have cost them countless dollars and time in court. Then in an open discussion format, we will discuss simple policies and procedures of handling these very sensitive and possibly very costly issues.

PRESENTER: Phil Mussallem, Electrical Staffing, New Haven, Indiana

Selective Coordination

1:00 p.m. – 2:30 p.m. ■

Selective coordination requirements are in the NEC for circuits supplying loads vital for life safety. This session will cover concept of selective coordination, the NEC requirements, some of the application nuances of the requirements, and ways to comply.

PRESENTER: Tim Crnko, Cooper Bussman, Ellisville, Missouri

Budget Attitude or Profit Attitude?

3:00 p.m. – 4:30 p.m. ■

In order for your company to remain in business, it must earn a profit. For self-performing electrical contractors, a large part of earning a profit on every job (and the size of that profit) is determined by the performance of the field supervisor on that job. A large part of the performance of the field supervisor is determined by his or her attitude toward the goal of earning a profit, rather than the goal of staying on budget.

PRESENTER: Michael Brunner, Construction Consulting Services, Fishers, Indiana



"I encourage small electrical contracting companies, the two to three person shops, to attend the national IEC convention. It's the best source of business training that you can get in short, condensed sessions."

– Valerie Murrill, Murrill Electric, LLC

EDUCATIONAL SESSIONS

Energy Conservation Solutions

3:00 p.m. – 4:30 p.m. ■

Electrical utilities are increasingly seeking to partner with customers and contractors to facilitate the installation of various energy efficiency measures. Participants at this session will learn how Ameren, serving approximately 2.4 million customers across Missouri and Illinois, is working with contractors across its service area to promote the purchase and installation of energy efficient equipment and systems.

PRESENTER: TBD

“Green” and How to Sell It

3:00 p.m. – 4:30 p.m. ■

Knowing what green solutions are made of, the right way to apply them, and how to find the expertise in applying them is only part of the picture. Clearly identifying the products you can use is another essential building block. But the ultimate question may be how to sell the Green Solutions that you can so adeptly put out there. This session will pull together the opportunities, the applications, and the pitfalls—so you know what’s happening out there—and what you may be up against.

PRESENTER: Jim Lowe, NAED, St. Louis, Missouri

Improving Safety through Efficiency in the Construction Industry

3:00 p.m. – 4:30 p.m. ■

With the aging of the construction industry workforce and profit margins thinner than ever, the challenges of electrical contracting are increasing. The session provides a focused approach to reducing non-productive time and improving the ability to turn a profit. Discussion points include understanding jobsite exposures, specific job tasks and limitations with in the construction trade that can impact productivity and efficiency.

PRESENTER: Brian Roberts, CNA, Dallas, Texas

Value-Based Service

3:00 p.m. – 4:30 p.m. ■

The objective of this seminar is to outline how an innovative service business can increase profitability by taking great care of its clients while charging a fair rate. Clients expect quality work, reliability, timely response with ethical and professional service and they are willing to pay for it.

PRESENTER: Giovanni Marcelli, Accubid Systems, Concord, Ontario, Canada

Basic Safety Training Classes

Basic Safety Training classes will be held on the following topics: fall protection, fleet safety, an introduction to 70E for apprentices, and electrical safety lockout/tagout.

The basic training classes will be held:

Thursday, October 22

5:00 p.m. – 5:50 p.m.

6:00 p.m. – 6:50 p.m.

Friday, October 23

12:00 p.m. – 12:50 p.m.

Instructor Track

A special educational track has been created for instructors this year. Courses include: The Instructors Role, Developing an Effective Lesson Plan, A Hands on Approach to Teaching, and Teaching the NEC. For additional details and course descriptions visit www.ieci.org.

Chapter Track

Recommended sessions for chapter staff and executives include: The Faces of Your Business, Merit Shop and Union Free, Effective and Efficient Board Meetings, and Dealing with the New IRS Form 990. For additional details and course descriptions visit www.ieci.org.





Platinum Partner World's Fair

Friday, October 23 • 7:00 p.m. – 10:00 p.m.

The Platinum Partner Party is always a convention highlight. You are invited to join in on the fun, food, games, and a few surprises on Friday night, October 23, at the Platinum Partner World's Fair event.

The 1904 St. Louis World's Fair was a show of innovation that changed the industrial world. Electricity made its debut in harnessed displays of power for industry, municipalities, and households, the likes of which had never before been revealed. We will take a step back in time with a taste of what St. Louis presented in 1904.

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President's Reception & Awards Gala

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Saturday, October 24
6:30 p.m. – 10:00 p.m.

This black-tie optional event is the closing celebration in which we honor our distinguished award winners. Plan to start the evening with cocktails and then enjoy an elegant seated dinner followed by live music and dancing!

The evening will feature the following award presentations:

- National Apprentice of the Year
- National Member of the Year
- Industry Achievement Award
- Awards of Excellence in Electrical Construction
- Chapter Executive Director of the Year

We will also swear in our new National Board and Officers, elected earlier that day.

Please visit www.ieci.org for participation details.



National Apprentice of the Year Competition

Sponsored by: **Schneider
Electric**

Each year the nation's best apprentices gather to compete at the IEC Electric Expo. This is your opportunity to meet top apprentices, IEC's future electricians. Watch the apprentices compete during the trade show and see who is titled the 2009 "IEC National Apprentice of the Year." The competition will be judged by teams of journeymen, contractors, inspectors, and others actively involved in electrical industry codes and standards, safety, and training. Don't miss this exciting event.

OPTIONAL EVENTS



IEC Foundation Tom Jones Memorial Classic Golf Tournament

Sponsored by:



Wednesday, October 21
6:45 a.m. – 3:00 p.m.

*Fee: \$175 per person/\$600 per foursome**

The fee includes motor coach transportation to the Glen Echo Golf Course, greens fees, lunch, prizes, and gratuities. Buses will leave the Renaissance at 6:45 a.m. for an 8:00 a.m. shotgun start. Discount for registering before September 15. A portion of the proceeds benefits the IEC Scholarship Fund.

**Price is valid if registered before September 15, 2009. After September 15th price increases to \$200 per person/\$675 per foursome.*

Technology Center Tour

Wednesday, October 21
10:00 a.m. – 4:00 p.m.

Fee: \$59 per person

Sponsored by:



The fee includes bus transportation and lunch. The Schneider Electric Technology Center is a one-of-a-kind facility that offers you a hands-on experience with the latest data center technologies and best practices. Perform “what if” data center design scenarios. Compare the efficiencies offered by new cooling concepts with those of legacy solutions. Consult and collaborate with some of the world’s leading power and cooling researchers. See systems in action at every phase of the network infrastructure spectrum. We will help you solve the data center issues of today and tomorrow.

IEC reserves the right to cancel any optional event that does not meet minimum registration requirements. In the event of a cancellation, all fees will be refunded.

LiveWires Hospitality Suite

Wednesday, October 21

3:00 p.m. – 5:00 p.m.



For all registered spouses/guests. A great time to meet other guests and find out about the many things there are to see and do in St. Louis during your stay.

LiveWires Silent Auction

Thursday, October 22 • 12:00 p.m. – 5:00 p.m.

Friday, October 23 • 12:00 p.m. – 4:00 p.m.

Help the LiveWires raise funds to support a local charity by participating in the silent auction.

Chapters and individuals wishing to donate baskets and/or other items suitable for the auction should contact Nikki Blackwell at IEC National, (703) 549-7351.

LiveWires The Garden and Saint Charles Tour

Saturday, October 24 • 9:00 a.m. – 3:00 p.m.

Fee: \$35 per person

Stroll through this beautiful 79-acre National Historic Landmark where you will see the country’s largest Japanese Garden, the Chinese Garden and the Rose Garden displaying 200 varieties of roses. The Temperate House containing plants of that region and the Climatron, which contains an indoor rain forest.

Next, guests will be transported to Historic Saint Charles to enjoy lunch at a true American Restaurant and Public House. After lunch, enjoy your time strolling through the many craft, antique, and specialty gift shops that line the cobblestone streets or relax in the garden of one of the small wineries.



HOTEL & TRAVEL INFORMATION



Renaissance St. Louis Grand & Suites Hotel

Centrally located in downtown St. Louis, the Renaissance St. Louis Grand & Suites Hotel is an architectural masterpiece. It is just a short walk to upscale Washington Avenue, restaurants, entertainment and nightlife. Located directly across the street from America's Center convention center, and the Edward Jones Dome, it is not far from the famous Gateway Arch.

Please make your hotel reservations as soon as possible, as the convention room block sold out very early the last several years. The special convention rate will expire September 25, 2009, or when the IEC Convention room block is full. To reserve your room at the Renaissance, call (800) 391-1282 and mention "Independent Electrical Contractors" to receive the group rate of \$169 plus tax for a single/double room.

IEC group rates will be honored over the meeting dates and for reservations arriving up to three days prior to the meeting and departures up to three days after the meeting, based on availability.

Please note that a \$250 off-site registration fee will be added to your convention registration fee if you choose not to stay at the IEC host hotel. This fee is waived if your home residence is within 50 miles of the hotel.

The America's Center

The America's Center convention complex is located in the heart of downtown St. Louis across the street from the convention host hotel. The center features 502,000 contiguous square feet of exhibit space in six halls, 83 meeting rooms, the 1,411 fixed-seat Ferrara Theatre, and The Edward Jones Dome.

Lambert-St. Louis International Airport (STL)

No matter what direction you're coming from, getting into and around St. Louis is a breeze. Situated at the geographic hub of the United States, St. Louis is easily accessible via planes, trains, and automobiles, as well as motor coach, riverboats, and bicycles. You can fly into St. Louis from most major U.S. cities in three hours or less, and it's easier than ever to get around once you are there.

The Lambert-St. Louis International Airport averages more than 730 daily departures and arrivals. The airport serves as a hub for American Airlines and Southwest Airlines, and is serviced by all major carriers.

The metro link rail system runs from the airport to downtown St. Louis for \$3.25.

For more information on transportation from the airport to the host hotel, please visit www.ieci.org.

Name _____ Nickname _____
 Spouse/Guest (if attending) _____ Nickname _____
 Spouse/Guest Email _____
 Company Name _____ Chapter (if applicable) _____
 Company Address _____
 City/State/Zip _____
 Office Phone _____ Fax _____ Email _____
 Child(ren)'s Names & Ages (if attending) _____ Nickname(s) _____

REGISTRATION FEES**EARLY** (By 7/31)**REGULAR** (8/1 – 9/14)**LATE** (On or after 9/15 & Onsite)

<input type="checkbox"/> Contractor Member (full convention)	\$645	\$695	\$795
<input type="checkbox"/> Associate/Partner Member (full convention)	\$675	\$725	\$825
<input type="checkbox"/> Chapter Staff (full convention)	\$545	\$595	\$695
<input type="checkbox"/> Instructor (full convention)	\$445	\$495	\$595
<input type="checkbox"/> Apprentice Competitor (full convention)	\$295	\$345	\$445
<input type="checkbox"/> Non-Member (full convention)	\$945	\$995	\$1,095
<input type="checkbox"/> Spouse/Guest (full convention)	\$445	\$495	\$595
<input type="checkbox"/> Spouse/Guest (social events only)	\$345	\$395	\$495
<input type="checkbox"/> Daily (circle day) Thursday Friday Saturday	\$295	\$395	\$495
<input type="checkbox"/> I am a 2009 IEC National Gold Card Member – deduct \$50/member and \$25/guest.*			
<input type="checkbox"/> \$250 pre-registration credit if paid at the 2008 IEC Convention.*			
<input type="checkbox"/> \$250 off-site registration fee if you choose not to stay at the IEC host hotel (waived if home residence within 50 miles of the host hotel).			

*Discount subject to verification.

OPTIONAL EVENTS☐ **IEC Foundation Golf Tournament**

Glen Echo Golf Course, Wednesday
 \$175 per person/\$600 per foursome**

☐ **Technology Center Tour**

Schneider Technology Center, Wednesday
 \$59 per person x _____ (# of people) = \$ _____

☐ **LiveWires Tour**

The Garden & Saint Charles, Saturday
 \$35 per person x _____ (# of people) = \$ _____

Special Needs and/or Dietary Restrictions _____

**Price is valid if registered before September 15, 2009. After September 15th price increases to \$200 per person/\$675 per foursome.

REGISTRATION PAYMENT

Amount Due \$ _____ ☐ Check enclosed (Payable to IEC) ☐ Charge my credit card: ☐ AMEX ☐ MasterCard ☐ Visa
 Account Number _____ Exp. Date _____
 Name on Card _____ Company _____
 Card Billing Address _____
 Signature _____ Card Billing Zip _____

CANCELLATION POLICY: Cancellations and substitutions must be made in writing by email directly to meetings@ieci.org (or faxed to (703) 549-7448 or mailed to IEC National, 4401 Ford Ave, Suite 1100, Alexandria, VA 22302). Full refunds will be issued for written cancellations received by 8/21/09. Cancellations received between 8/22/09 and 9/25/09 will be assessed a \$100 cancellation fee per registrant. No refunds will be given on or after 9/26/09, except for documented medical emergencies. No fee for substitutions. All refunds will be processed after the close of the convention.



REGISTER ONLINE AT WWW.IECI.ORG OR SEND REGISTRATIONS TO:

IEC National Meetings Department, 4401 Ford Ave, Suite 1100, Alexandria, VA 22302 – fax (703) 549-7448.

Please note that payment information or check must accompany registration form.



IEC Electric EXPO 2009

The action packed, two-day IEC Electric Expo 2009 brings contractors, distributors, manufacturers, and service providers together. Last year, the show had a record attendance of more than 3,000. The Expo is open and complimentary to all registered IEC apprentices, booth personnel, and convention attendees. Don't miss the opportunity to see the latest products or newest innovations in the electrical industry.

Highlights at this year's show include:

- The IEC National Apprentice of the Year Competition
- Innovative Product Showcase
- Complimentary lunch for convention registrants

SHOW SCHEDULE

WEDNESDAY, OCTOBER 21

8:00 a.m. – 8:00 p.m. Exhibitor Set-Up

THURSDAY, OCTOBER 22

12:00 p.m. – 5:00 p.m. Expo Open

12:00 p.m. – 1:30 p.m. Lunch on Expo floor
(for full convention registrants only)

3:00 p.m. – 5:00 p.m. IEC Apprentices at Expo

FRIDAY, OCTOBER 23

12:00 p.m. – 4:00 p.m. Expo Open

12:00 p.m. – 1:30 p.m. Lunch on Expo floor
(for full convention registrants only)

2:00 p.m. – 4:00 p.m. IEC Apprentices at Expo

4:00 p.m. – 8:00 p.m. Exhibitor Tear-Down





Independent Electrical
Contractors

Independent Electrical Contractors
4401 Ford Avenue, Suite 1100
Alexandria, VA 22302

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Permit No. 311
Frederick, MD



GATEWAY TO INNOVATION

WHEN: October 21 – October 24, 2009

WHERE: Renaissance St. Louis Grand & Suites Hotel at America's Center
St. Louis, Missouri

LET IEC BE YOUR GATEWAY TO INNOVATION!