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The Consulting Electrical Engineers Division hosts 7th Annual Technical Forum & Table Top Tradeshow



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A publication of the
Electric Association

Our Mission:

To provide members of the electrical industry of Chicagoland and their employees with formal educational opportunities, professional development, information exchange, and member services.

— and —

To serve as the interface between various organizations serving the same industry, and foster the interchange of ideas, product knowledge, and programs in order to create the best external environment possible for conducting business in the electrical industry.

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ElectricITY (ISSN #1096-9993) is a publication of the Electric Association, One Energy Center, 40 Shuman Blvd., Suite 247, Naperville, IL 60563. Phone: (630) 305-3050. It is published in January, April and September by Slack Attack Communications, 5113 Monona Dr., Madison, WI 53716, (608) 222-7630. Printing is by Reindl Printing, Inc., Merrill, WI 54452. For advertising information, contact Slack Attack Communications.

Subscriptions included in Electric Association membership dues; non-member subscriptions: \$15 per year.

Address corrections should be sent to the Electric Association, One Energy Center, 40 Shuman Blvd., Suite 247, Naperville, IL 60563.

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Spring 2010

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Please save these important dates:

Monday, May 3, 2010: Consulting Electrical Engineer's Annual Technical Forum & Table Top Tradeshow, Union League Club of Chicago.

Tuesday, September 21, 2010: Communication Technologies Forum All Industry Golf Outing

Thursday, October 14, 2010: Electric Association's Annual Membership Awards Dinner

Thursday, October 28, 2010: ChicaGO Green 2010 Conference

Thank You Sustaining Members



HIn this issue of *ElectriCITY*, we will feature the CEE's Annual Technical Forum & Table Top Tradeshow. Now in its seventh year, this event has become one of the premiere networking events for our industry. Where else can manufacturers network with Chicago's top engineering firms in one venue? If you haven't already done so, I encourage you to learn more about this upcoming event by visiting www.eachicago.org

Each year when the EA mails the dues renewal invoices, we invite corporate members to become "sustaining" members of the association. Sustaining members are those who make an annual contribution to the Electric Association above and beyond their dues payment. Firms donate at various levels, including: The President's Club (\$20,000+), Diamond Level (\$10,000+), Platinum Level (\$5,000+), Gold Level (\$1,000+), Silver Level (\$500+), and the Bronze Level (\$250+). Sustaining member contributions allow the Electric Association to develop new programs, increase services, and expand the benefits your association provides. I would like to publicly thank our 2010 Sustaining members for their continued support of the EA:

President's Club Level

Electrical Contractors Association of Chicago & Cook County

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ComEd
Middle States Electrical Contractors Association

Platinum Level

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Northeastern IL Chapter, NECA

Gold Level

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Bronze Level

Active Electrical Supply
Allied Tube & Conduit
Archibald & Meek
C&C Power
Consolidated Electrical Distributors
Houston Wire & Cable
IDEAL Industries
Minerallac
Remke Industries
Revere Electric Supply
Steiner Electric
Thomas & Betts

Lastly, I would like to encourage those members who haven't yet paid their 2010 dues to please renew today! Here are just a few reminders of how you can benefit by an EA membership:

Membership Directory Listing: A who's-who listing of Chicagoland's electrical industry: contractors, distributors, manufacturers, manufacturers agents and their lines, utilities, members-at-large, engineering firms, consulting firms, and electrical estimators.

ElectriCITY magazine subscription: Quarterly publications with circulation across the Midwest; corporate news, timely articles, career announcements, product line changes, industry-dates calendars, career placement services, and government legislation updates. Industry News section reserved for corporate member announcements.

Continuing Education Programs: EA Members receive discounted registration fees for all Chicagoland Electric Association Continuing Education Foundation classes. Acquire basic and advanced techniques

President's Report continued on page 5...

2010 Green Conference – October 28th – Save the Date!



At the beginning of each month, you should be receiving the Electric Association's new E-Industry Update. This monthly newsletter provides a quick look at upcoming events, educational opportunities, and important industry news. Here are a few dates to save on your calendar this year:

Monday, May 3, 2010: Consulting Electrical Engineer's Annual Technical Forum & Table Top Tradeshow, Union League Club of Chicago.

Tuesday, September 21, 2010: Communication Technologies Forum All Industry Golf Outing

Thursday, October 14, 2010: Electric Association's Annual Membership Awards Dinner

Thursday, October 28, 2010: ChicaGO Green 2010 Conference

If you are not receiving the newsletter, please let me know by emailing me at cspaeth@eachicago.org.

As you will see above, our 2010 ChicaGO Green Conference is scheduled for Thursday, October 28th. In response to your survey feedback, we have selected a new venue to host the event. The Doubletree in Oakbrook is our new location, which features free parking, easy access

to all major expressways, a shuttle to and from the nearest Metra station if needed, and very competitive lodging rates.

This year's conference will feature two tracks of educational seminars - one focused on educating the electrical contractor, and one geared towards the engineering community. Attendees will have the opportunity to select from a variety of seminars to best meet their educational needs. As in the past, all seminars will award professional development hours to attendees.

Look forward more information on the 2010 ChicaGO Green conference online and in print in the coming months!

2010 Green Conference Committee

Herb Berg, HBK Engineering
Mike Berens, Philips Advance Transformer
Mark Gibson, Agents Midwest
Kevin Kennedy, Advance Electrical Supply
Stefan Lopata, Kelso-Burnett
Joe McDermott, Crescent Electric
Kevin O'Shea, Shamrock Electric
Jim Paplaczky, EESCO
Tom Salzman, Steiner Electric
Tom Scherzer, GE
Joe Witzel, Eaton Corp.

President's Report continued from page 4...

and tips in electrical, lighting, computer applications, voice and data technology, and professional development from respected industry professionals. Continuing Education Credits are awarded for successful completion of all courses.

Consulting Electrical Engineers Annual Table Top Tradeshow: EA Corporate members are invited to display their latest products and technology at the annual CEE table top tradeshow. This is the best opportunity of the year to network with Chicagoland's top electrical engineers, specifiers, designers, and decision-makers! This annual event is held at the Union League Club of Chicago in May.

"Green" Electrical Construction Conference: EA Corporate members will be invited to participate in our the annual "Green" Electrical Construction conference featuring technical seminars and a small expo.

Awards and Recognition: Annual recognition of industry expertise at membership banquets: the Electric Association's Annual Membership Awards Dinner, where our industry's biggest hitters are acknowledged for their professionalism and achievements.

Career Center: EA Corporate members receive complimentary usage of the online career center. Save hundreds to thousands of dollars by placing your Want Ads here, in our industry specific career center.

New Hire Training Programs: Electrical industry primers for new employees.

Rep File (Product Location Service): Convenient, comprehensive, quick research call-in service for elusive manufacturers' lines. Use it to find and be found.

Exposure: Dinners, seminars, meetings and sports outings help foster your professional and personal industry relations through our member events. ■

Happy Times Are Here Again



Could we have taken one more minute of winter? I think not. The snow is gone, the tulips and daffodils are blooming and the Electric Golf Club season is just about here! Not to mention, Cubs season and I think there's another baseball team that plays around here...

This is my first article for the Electric Golf Club as no longer being an EGC officer. (I fought with the grammar on that, leave it alone.) You will note that I will still use the pronoun "we" when referring to the club, as I plan to always remain a part of this great organization. You are really missing out if you are not a member. I have noticed that we get a lot of new members from new hires. Companies see the benefits of having their employees become familiar with others in the industry. Keep that in mind and send us some rookies! Or oldies, we'll take them all!

Congratulations to our newest officer, Treasurer Keith Culbertson from Brook Electric. I know first hand what a great job Keith did as Greens Chair and know he will be a great money manager.

Photo at right: Electric Association's Carrie Spaeth accepts the J. P. Simons Woman Of The Year Award from Mark Nemshick of the Electrical Contractors Association.

Photo below: 2010 Electric Golf Club Officers: Dan Bertagna - Brook Electric, Kerry Felske - McDonald Associates, Bob Fife - Houston Wire and Cable, Patrick Conrardy - Conrardy Company, Keith Culbertson - Brook Electric.

We have all our outings planned for this year and are expecting to play two shotguns. Cathy McCoy from Cole Wire, our Arrangements Chair, is looking to mix things up in 2010! We'll start in May with one of the aforementioned shotguns at St. Andrews Golf Club in West Chicago. Eighteen holes of golf will be followed by a barbeque on the patio! That will be great! The 2010 outing dates are as follows

May 20 – St. Andrews, West Chicago

June 17 – Cog Hill, Lemont

July 15 – Silver Lake, Orland Park – Shotgun

August 12 – White Pines, Bensenville

September 16 – Cog Hill, Lemont

October 7 – St. Andrews, West Chicago – Shotgun

Come and golf with us! We're a fun group! ■





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Looking for education not currently offered by the EA's Education Foundation, OR, want to hold one of the Foundation Courses at your office for a group of staff members? Customize a course for your company.

Contact the Education Foundation and provide a description of the course you are looking for.

This course can be held for 6 – 20 students, and shall be amended to fit your company's schedule.

Daytime, evenings, and weekend seminars can be developed. In addition to the regularly scheduled electrical & computer courses offered by your CEAEF, here are a few examples of topics that are available:

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 Team Development
 Executive Leadership Development
 Supervisory / Management Skills
 Finance
 Coaching, Mentoring

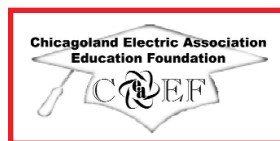
Change Management
 Time Management
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 Behavioral Interviewing
 Human Resource Topics
 Negotiating
 Planning / Project Management
 Conflict Resolution

Contact us today for more information!

Chicagoland Electric Association Education Foundation

Phone: 630-305-3050 / Email: cspaeth@eachicago.org

Visit us online: www.eachicago.org/education





NAED Launches Government Affairs Initiative and www.NAED.Org/TellCongress

Visit www.NAED.Org/TellCongress for the Latest Updates on Issues Impacting the Industry

The National Association of Electrical Distributors (NAED) announces the launch of its new government affairs initiative and Web site, www.NAED.Org/TellCongress. The formation of the Web site and the selection of the legislative agenda were led by the NAED Government Affairs Policy Committee. This effort will provide tools that NAED members can use to help shape the outcomes of the politics and policies that affect them most.

"There are issues being debated in Washington, D.C., that impact our members' companies and the industry as a whole," said Tom Naber, NAED president and CEO. "NAED's government affairs initiative will help ensure our members' voices are heard when those decisions are being made. We want our grassroots capabilities to complement the great work our industry allies, NEMA and NAW, are already doing on Capitol Hill."

One of the biggest issues being debated right now is health care reform, and the Obama administration

has called for a vote on health care to happen in the near future. Congressional leaders may attempt to use the reconciliation process to pass this latest proposal. NAED members can voice their concerns about the legislation by visiting www.NAED.Org/TellCongress.

The new Web site includes tools for NAED members to locate and contact their elected officials. There is also information about government and elections, including voter registration forms for every state in the union. As candidates file for office and votes that matter are cast, the Web site will be updated with candidate guides and voting records. The Web site is careful not to tell employees how to vote; that decision is up to each person.

Created in conjunction with The Prosperity Project at BIPAC, www.NAED.Org/TellCongress is designed to promote good government by helping our member companies educate their employees about the people and policies that impact their jobs and the electrical distribution industry.

NAED will send out issue alerts on the key topics that impact individual busi-

nesses and the industry. A few of the issues NAED is currently tracking besides health care reform include: LIFO repeal and "card check" legislation. To sign up to receive our issue alerts as they happen go to <http://www.bipac.net/page.asp?content=signup&g=NAED>.

Members of the NAED Government Affairs Policy Committee include: Chairman Jack Henderson, Executive Vice President, Hunzicker Brothers; Chairman-Elect Clarence Martin, CEO, State Electric Supply; Nancy Goedecke, Chairman of the Board, Mayer Electric Supply; Chris Hartmann, Executive VP & CEO, International Electric Supply Corporation; Robert Reynolds, Chairman of the Board, Graybar; James Risk, III, CEO, Kirby Risk Electrical Supply; and Sandra Rosecrans, CEO, City Electric Company, Inc.

For more information on how to get involved with NAED's government affairs efforts or to discuss setting up a meeting with your member of Congress, contact Ed Orlet, NAED senior director of government affairs, at (314) 991-9000 or eorlet@naed.org. ■



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ECA Educational Programming

James Gallagher, Grand-Kahn Electric, ECA President



The Electrical Contractors' Association of City of Chicago (ECA) is a construction trade association that provides business and labor relations services to over 800 electrical contractors in Cook County, Illinois. The ECA is also known as the Chicago and Cook County Chapter of the National Electrical Contractors Association (NECA). The Association works with its industry partners, Local Union #134, IBEW to negotiate and administer labor agreements, coordinate apprentice and journeylevel training, as well as promotion of the industry on behalf of these employers.

Welcome New EA Members

ProTec Equipment Resources

ProTec is a full-service solutions provider of electrical measurement and test equipment rental that offers extensive inventory, flexible rental terms and extreme customer service. From on-demand rental services to inventory control and strategic resource optimization, we leverage a personal, proactive and principled approach to optimizing our customers' equipment sourcing strategies.

Educational Programming Highlights

The ECA Research and Education Committee sponsors numerous educational programs throughout the year. A sampling of the seminars and workshops for 2010 include the following:

Electrical Project Supervision Level 1 (EPS-1)

The EPS-1 Program is facilitated by Norb Slowikowski, Slowikowski & Associates, Inc. and consists of various topic areas discussed throughout six modules including the following: The Supervisory Role of the Foreman; Transition in Management; Developing Effective Communication Skills; Performance Management: The Power of Motivation; Getting Organized; Building Teamwork and Maximizing Customer Relations Skills.

Basic Electrical Estimating Workshop

The Basic Electrical Estimating Workshop is a four day workshop. The program is facilitated by Robert Mooty, NECA Management Education Institute (MEI). This course is for those with little or no experience and those seasoned estimators looking to hone their skills. This course also incorporates a one-hour on-line course. This on-line course serves as an introduction to NECA's Manual of Labor Units and allows students of a Basic Estimating class to have the same basic information prior to the class instruction.

NECA Management Education Institute (MEI)

The Association is able to utilize various NECA MEI programs throughout the year including coursework regarding Business Management, Project Management and Technical Management.

Safety Directors' Forum

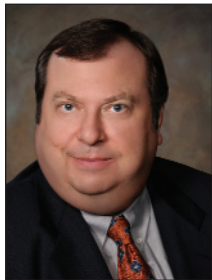
The Electrical Contractors' Association of City of Chicago (ECA) Safety Committee holds Safety Directors' Forums throughout the year. The event is usually held at the Chicagoland Construction Safety Council (CCSC) in Hillside, Illinois. As with past programs, the attendees are given a special presentation from a CCSC representative regarding a particular Construction Safety topic before the open forum. The forum consists of mutual topics of interest regarding safety on the jobsite and are discussed among the many Safety peers present.

The above information is a sampling of the year-round activities of the Association. It is through the participation of our member volunteers that has kept the Association on the forefront of the industry. We hope that all signatory contractors within the Cook County area will make the commitment to the industry and join our Association. Please contact the ECA office at: (708) 531-0022 or by fax at: (708) 531-0071 or visit our website at: www.ecachicago.com for membership information. ■



The NECA Difference

By Craig Martin



Not all Electrical Contractors are equal. While it's true that quality electrical contractors, by definition, must have quality craftsman, it certainly doesn't end there. Of course, in Northeastern Illinois it's easy to identify structured craft training programs that are the product of long established programs between labor and management. But how do construction users identify an array of electrical contractors that have access to

Not all Electrical Contractors are equal.

While it's true that quality electrical contractors, by definition, must have quality craftsman, it certainly doesn't end there.

the comprehensive management and technical training that will keep them on the cutting edge and position them to be the most productive and cost effective service providers? Take a minute to consider that only a select number of electrical contractors go the extra mile in their business to make sure that they stay on the frontline in their industry. It would be no surprise that such leading firms are almost always active participants in their industry trade associations. When it comes to electrical contractors, one needs to look no further than NECA.

Management and professional training is a staple among NECA members. In fact, last year NECA brought over 225 seminars to over 4,600 students. NECA Seminars are led by credentialed educators-including faculty from some of the most respected universities from across the country. This year promises to be an opportunity for even more seminars with brand new offerings. What's more, course evaluations from participants indicate that on a scale from one to ten, the mean overall rating of seminars this past year achieved an impressive 9.05 score. Education is a passion that NECA shares with the Electric Association. NECA, in Northeastern Illinois, eagerly sponsors our members' attendance at Electric Association courses as well.

To gain the very best professional training, industries rely on ongoing basic research. For Electrical Contracting, NECA's Electri- International Foundation is the premier sponsor of industry research projects. In 2010, Electri-International will initiate six new studies to an existing roster of over 100 projects. The six new research projects include:

1. BIM Training & Implementation Course
2. Cost-Benefit of De-Energizing Line Work

3. Smart T&D Grids: Opportunities for ECs
4. Small Contractor Foreman Training
5. Team Communication & Leadership Training
6. Benefits of Native File Sharing. NECA members and Chapters, including the Northeastern Illinois Chapter, are among the major contributors to the Foundation.

In today's rapidly changing business environment, quality firms take leadership roles in promoting and participating in good government. NECA members lead the construction industry in Government Affairs. Did you know that NECA's Political Action Committee is among the top fifty in the country and actually surpasses organizations such as the AGC? Moreover, ECPAC is the largest political action committee among specialty contracting associations. NECA members are the first to reach out to members of Congress in order to promote small business interests-and Congress values the input of quality electrical contractors.

Which brings us full circle. All Electrical Contractors are not equal-keep in mind, not even the other contractors that also choose to be union contractors have the resources that are available to NECA Contractors. ■



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The Communication Technologies Forum Holds Annual Elections at March Dinner Meeting

At the first meeting of the 2010 season, the Communication Technologies Forum (CTF), division of the Electric Association, held their annual board of director elections. Over 40 CTF members and guests attended to participate in this traditional election process. We are pleased to announce our 2010 Officers & Directors:

2010 Slate of Officers & Directors

President

John James, CASCO Manufacturing

Vice-President

Chris Carlascio, Belden

Membership Chair

Melisha Savage, Rittal

Programs Chair

Pete Archacki, Continental Electric Construction Co.

Directors

Chris Emmett, Anixter

Jack Larson, Chatsworth Products

Frank Peters, Electrical Contractors Association of Chicago

Mark Peterschmidt, CMA Benchmark

Bob Sass, Cable Tech Design P.C.

Mike Concialdi, WG Technologies

Paul Ciciora, Graybar

Past-Presidents / Advisors

Mike Pentz, Advent Systems Inc

Dan Fitzgibbons, Gibson Electric & Technology Solutions

Steve Monforton, Environmental Systems Design

Bill Curran, CMA, Inc.

The Communication Technologies Forum (CTF) was founded in 2000 to serve the growing communication segment of the electrical industry.

The objectives of the CTF are: to hold dinner meetings with interesting/educational speakers, to organize informational seminars and workshops, to improve the knowledge of its members to keep them informed of the latest technology, to work with other affiliated groups and agencies to develop better standards and regulations, and to provide a venue for networking. CTF members will get leading edge information via seminars, printed materials and meetings on new products, services and installation methods. There are several opportunities throughout the year to network with your colleagues in social and meeting environments to share experiences and learn from others.

2010 Schedule of events include:

- **Wednesday, May 12, 2010** – Technical Dinner meeting in Chicago, Topic: Distributed Antenna Systems (DAS) / In building Wireless
- **Friday, June 25, 2010** – Crosstown Classic - Cubs vs. Sox game, Summer Social Event
- **Tuesday, September 21, 2010** – Annual CTF All Industry Golf Outing, Cog Hill Golf Club, Lemont
- **November, 2010** (Date & Site TBD) – Technical Dinner meeting

Anyone who manufacturers, sells, installs, works with, or plans to work with voice and data/communication products, including: manufacturers, agents, distributors, engineers, contractors, service providers, and others, are welcome to join the CTF. Most CTF technical dinner meetings award BiSCi© CEC's – to be used towards RCDD, LAN, or other certifications. The Electric Association also awards PDH's (Professional Development Hours) to professional engineers for their participation in technical dinner meetings. Take advantage of a CTF membership to gain these important continuing education credits! Learn more about the organization and join online at www.eachicago.org ■

Professional Directory

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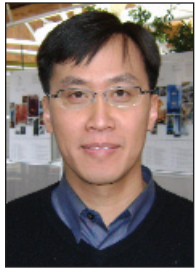
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The Consulting Electrical Engineers Division hosts 7th Annual Technical Forum & Table Top Tradeshow

On Monday, May 3, 2010 the Consulting Electrical Engineers Division of the Electric Association shall host their 7th annual table-top tradeshow at the Union League Club of Chicago. CEE members and guests from the Chicagoland engineering community are invited to attend a technical forum featuring a presentation on the World's Tallest Building - the **Burj Khalifa**.



The Burj Khalifa, formerly Burj Dubai, is the World's tallest building. The design combines cultural influences with cutting edge design technology to achieve a high-performance building. The technical forum will be presented by **Mr. Luke Leung PE LEED® AP**. Luke Leung has over 18 years of experience in the engineering of MEP/FP systems. Formerly, Mr. Leung was the Associate Partner in Building Services/Sustainable

Design Department for Skidmore, Owings & Merrill LLP and while in this role, he was responsible for leading the MEP building service system design including the tallest building in the world, Burj Khalifa, and seven other tall buildings above 300 M. His role on Burj Khalifa was as the MEP Design Principal. He is a voting member of ASHRAE 9.12 Tall Buildings, member of Chicago Council on High Rise Buildings, California Association of Building Energy Consultants, Certified Energy Plans Examiner and author of multiple papers.

Mr. Leung will provide an inside look at the design aspects and challenges presented in constructing the World's Tallest Building, including architecture, building service systems, sustainable systems, and engineering design challenges.

Following the technical forum, CEE members and guests are invited to tour the table-top tradeshow to view the latest in products and technology. This tradeshow will feature a complimentary cocktail reception with a light dinner buffet and a raffle drawing for attendants. The CEE Board of Directors will award their annual scholarship, and present the CEE Awards for technical achievements and distinguished service.

This complimentary event is open to all engineers, specifiers, designers, and others in our region, and all attendees receive 2.0 professional development hours for their participation. ■

How to Register?

Engineers may register online or via phone, fax or email.

Quick Registration is available Online at www.eachicago.org.

OR, simply E-Mail your Name, Company Name & Address, Phone number, & Email Address to cspaeth@eachicago.org / OR Register by phone: 630-305-3050 / OR fax the above information to the office: 630-305-3056

Vendors looking to participate in the tradeshow may contact Carrie Spaeth at the EA office to check for availability. You may also download information and a registration form from the homepage at www.eachicago.org.

The Table-Top Tradeshow will feature the following Exhibitors:

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ZONATHERM

Electric Association Member & Local Entrepreneur, Rod Berthold, Inducted into the Chicago Area Entrepreneurship Hall of Fame at its 25th Anniversary Gala Celebration

On February 25, 2010, Roderick “Rod” C. Berthold, will be inducted into the Chicago Area Entrepreneurship Hall of Fame at its 25th Anniversary Gala Celebration. Mr. Berthold, President of Electric Association member company Berthold Electric, located in Chicago, is being recognized for his entrepreneurial achievements and making a lasting impact on Chicago’s business landscape. The Institute for Entrepreneurial Studies at the University of Illinois at Chicago will host the event at the Chicago Hilton and Towers.



Rod Berthold is the President of Berthold Electric Co., a fourth-generation family-owned company. Berthold Electric manufactures electrical power distribution equipment for industrial, institutional and telecommunications applications. When taking over the leadership of the company in 2001, Berthold began rejuvenating the 75 year old company through strategic business planning, implementing an open-book management philosophy, and initiating positive changes in the company’s culture. Through his leadership, the company doubled its revenue from \$6.2M in 2003 to \$12.7M in 2009.

Berthold’s entrepreneurial spirit and industry thought-leadership also led to the development of the Generator Connection Cabinet. This product has become the industry standard method of connecting a portable diesel generator to a building’s electrical system to provide temporary back-up power.

“As an entrepreneur, there is no greater achievement than seeing your business succeed and maintaining its longevity, especially in a challenging

economy,” said Rod Berthold, President of Berthold Electric Co. “It is a great honor to be recognized by the Chicago Area Entrepreneurship Hall of Fame and the Institute for Entrepreneurial Studies for my life’s work.”

The company’s equipment has been used in a variety of applications in projects for: CTA, Chicago Park District, Metropolitan Water Reclamation District of Greater Chicago, Northwestern University, UIUC Petascale Computing Facility (Blue Waters Supercomputer), many Chicago-area hospitals (including Lutheran General, Resurrection, Swedish Covenant, and Rush University), AT&T, Verizon, and many others. In 2002, the company launched Berthold Electric Power Services of Elgin that specializes in maintenance and repair of circuit breakers and other electrical power distribution equipment.

Mr. Berthold earned his BS in Mechanical Engineering from the University of Illinois in 1991, and earned a Certificate in Business Administration from the University of Illinois at Chicago Institute for Entrepreneurial Studies in 2005. He is a registered Professional Engineer in the State of Illinois.

“For the last 25 years, the Chicago Area Entrepreneurship Hall of Fame has been a staple in Chicago’s business community,” said Stefanie Lenway, dean of the UIC College of Business Administration. “In today’s challenging economic times, entrepreneurial and innovative business leaders, like the Class of 2010, are essential to getting our economy moving forward again and are further proof that even in toughest times, through hard work, creativity and dedication, you can succeed in business. On behalf of the CBA, I congratulate the Class of 2010.”

Harger Celebrates 50 Years, 1960-2010

Harger Lightning & Grounding was established in 1960 and has become a world leader in the lightning protection and grounding industries. Founded on the principles of honesty, integrity, and technical expertise, Harger has been satisfying the lightning protection and grounding needs for people domestically, as well as internationally.

Harger Lightning & Grounding is a full line supplier of lightning protection, grounding equipment and Ultraweld®/ UltraShot® exothermic welding materials for the electrical and communications industries. Their hands-on involvement in these markets is not limited to manufacturing. Harger also provides design and engineering services and specializes in offering total systems solutions for their customers. They strive to stay on the cutting edge of technology, offering designs in the latest AutoCAD format. Harger’s many years of experience has given them full understanding of what it takes to provide a complete functional lightning protection and grounding system.

Harger has the staff and facilities to handle their customer’s special requirements. Their complete engineering and manufacturing departments have the capacity to produce special items, as well as modify the standard component line. They continue to be innovative in their product offerings in order to meet the special needs of their customers. Harger has built its reputation providing a broad line of quality products at a competitive price, coupled with extra-ordinary service.

Harger Lightning & Grounding would like to thank all their loyal customers for helping them with their growth and success over the past 50 years.

For more information about Harger, contact the Sales Department at 800-842-7437, email at hargersales@harger.com or visit their website at www.harger.com.

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WML Electrical Services Celebrates 5th Anniversary as Leading Estimation Solution

New Technologies Key for Premier Chicago Freelance Electrical Estimator

WML Electrical Services, the premier outsourced electrical estimation resource in the Chicagoland area, celebrates its fifth anniversary this summer.

Founded by Chicago electrical industry veteran Walter M. Lis, WML Electrical Services provides contractors and engineers with outsourced assistance in design/value engineering, budget engineering, construction estimates, and project management. Past chairman of the Chicagoland Electrical Engineers Association, Walter was named the 2009 Recipient of the President's Award by The Electric Golf Club of Chicago, A Division of the Chicago Electric Association. Walter has been involved in the electrical construction business for four decades as a senior estimator/project manager for a number of electrical contracting firms in commercial, institutional and industrial projects.

Since its founding, WML Electrical Services has provided high quality freelance electrical estimating and engineering support using state-of-the-art technology solutions from companies such as McCormick and Accubid. Over the past five years, WML has worked on a variety of commercial, industrial and municipal projects for more than 30 Chicago area electrical contractors and engineers.

"I've been very lucky over the course of my career to work with some terrific engineers, estimators, architects, electricians and designers" said Walter Lis. "WML Electrical Services has allowed me to expand those relationships and really focus on using my experience to help them accomplish their goals."

"It's been tremendously rewarding to help old friends as well as partner with lots of new companies that are looking to outsource some of their electrical estimating projects in an efficient, cost-effective manner. I look forward to many more years of successful projects with all the great people in this industry."

Manufacturers' Representatives Educational Research Foundation News

The Manufacturers' Representatives Educational Research Foundation (MRERF) is pleased to announce that Mark Gibson of Agents Midwest, Ltd. has completed the third and final year of the Certified Professional Manufacturers Representatives (CPMR®) program.

In the 2010 session, Gibson studied the following areas:

- Valuing Time
- Leading Change
- Technology: Utilization and Benefits
- Succession Planning
- Accounting and Tax Concerns
- Understanding Your Manufacturer and Designing Unique Services

These areas of study allow Gibson greater understanding and insight into operating a more effective firm. In this last year, Gibson's study group worked together on a Capstone Case Study, bringing all analysis and decision-making aspects of the CPMR program into play.

After three years of study and incremental change, successful candidates earn the right to use the distinctive CPMR® designation and gain membership to the Institute for Professional Advancement, MRERF's educational subsidiary.

Third party certification provides a standard level of education across a variety of industries. Graduates of the CPMR® program agree to a unifying Code of Ethics, thus elevating the sales profession. We are confident you will appreciate the commitment to professionalism by Mark Gibson, CPMR and the resulting benefits that accrue to your organization.

IIT Honors Dan Fitzgibbons, Gibson Electric & Technology Solutions

The Illinois Institute of Technology's Industrial Technology and Management program has named Dan Fitzgibbons, President and CEO of Gibson Electric & Technology Solutions, as the "Outstanding Leader in Industry" for 2010. Starting his career



as an electrician, Fitzgibbons founded Communications & Data Services Inc. which was acquired by Gibson Electric in 1998. After serving as Senior VP of Gibson's technology division, he became President and CEO in 2006. Fitzgibbons is an executive committee member of the Electrical Contractors Association of Chicago, a trustee for the LMCC Chicago, a Past-President and Board of Director of the Communication Technologies Forum division of the Electric Association, a member of Building Industry Consulting Services International (BICSI), and a committee member with the Ace Mentor Program of Chicago.

Dan Fitzgibbons will be honored at the 15th Annual Industrial Technology and Management Awards Dinner on Friday, May 7th at Maggiano's Little Italy in Chicago. For more information, you may visit the IIT, INTM website at: www.intm.iit.edu

Active Electrical Supply Brings In Over 30 Years of Experience with Former Siemens Switchgear Specialist Glenn Schmidt

Active Electrical Supply—One of Chicago's longest-running family owned & operated independent electrical distributors—will be seeing the addition of Glenn Schmidt as a premier switchgear specialist in January 2010. As a member of the Active family, Schmidt brings knowledge and expertise built from over 30 years with Siemens Energy & Automation.

"In addition to offering faster and more thorough quoting services to our customers, we are able to offer our customers more options in the design/build sector which was not a strength Active Electrical Supply previously held," states Sales Director John Hinterhauser. "We welcome Glenn and feel Active will be a much stronger company going into the New Year."



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3. Keep all cranes, scaffolding and high-reach equipment away from power lines.
4. Keep yourself and others away from any fallen power lines.
5. Do not climb or trim trees near power lines.
6. You are required by law to call #811 to locate power lines before you dig.
7. If you are conducting any work or activity that may bring you, your equipment or anything you carry within at least 10 feet of a power line, call ComEd. Clearance requirements increase as voltage increases.

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