

National Joint Apprenticeship and Training Committee's 2008 National Training Institute (NTI) "EC Group" Schedule

August 2 – 6, 2008
Knoxville, TN



Saturday, August 2, 2008

9:00 a.m. – 6:00 p.m. Registration – Knoxville Civic Coliseum
9:45 a.m. – 6:00 p.m. Trade Show – Knoxville Civic Coliseum

Sunday, August 3, 2008

8:00 a.m. – Noon Registration – Knoxville Civic Coliseum
8:30 a.m. – Noon Trade Show – Knoxville Civic Coliseum
11:30 a.m. – 12:30 p.m. Lunch – Marriott Hotel – Main Floor Lobby

General Session:

12:30 p.m. – 3:00 p.m. C/SC/EC Groups Begin

- **Welcome Remarks** – Michael I. Callanan, Executive Director
- **Solar Update** – Jim Dunlop, NJATC
- **Craft Certification Overview** – Jim Boyd, NJATC
- **What Can Bussmann Offer at the Local Level?** – Vince Saporita, Cooper Bussmann

3:00 p.m. – 3:15 p.m. BREAK
3:15 p.m. – 5:15 p.m. EC Group – Marriott Hotel, Riverview Room (11th Floor)

- **Intelligent Motor Control** – Rockwell Automation
- **Marketing for Electrical Contractors** – Tom Degnan, Leviton Manufacturing Company

6:00 p.m. NTI Group Photo – Knoxville Civic Auditorium
6:15 p.m. NTI Opening Ceremony – Knoxville Civic Auditorium
Immediately Following Reception – Knoxville Civic Coliseum Courtyard

Monday, August 4, 2008 Marriott Hotel – Riverview Room

8:30 a.m. – 10:00 a.m.

- **Market Trends in Fiber Optic Installation Technology** – Marcus Sullivan, Corning Cable Systems
- **Preventive Maintenance Opportunities** – Larry Wilson and Rick Elento, Fluke Corporation

10:00 a.m. – 10:15 a.m. BREAK
10:15 a.m. – Noon

- **Legrand Productivity Solutions** – Dale Budinski, Legrand; Steve Hamel, Cablofil; Steve Rood, Pass & Seymour; and Dave Mercier, Wiremold

Noon. – 1:15 p.m. Lunch – Marriott Hotel – Main Floor Lobby
1:15 p.m. – 3:00 p.m. General Session – Marriott Hotel – Riverview Room

- **The "Green" Movement" – Business Opportunities** – Glen Mazur, Author and Jonathan F. Gosse, American Technical Publishers
- **Meeting Budget & Schedule with 3Ms Construction Services: Take Offs, Custom Kitting for Electrical Construction Projects** – Rich Cleary, 3M

Monday, August 4, 2008 Marriott Hotel – Riverview Room - Continued

3:00 p.m. – 3:15 p.m. BREAK
3:15 p.m. – 4:45 p.m.

- **Creating Opportunities Through Involvement in the Building Automation Market** – Clayton T. Voroshuck, Control Line Electric; Dan Neeser, Cooper Bussmann; David Nelson, IBEW L.U. 595; and Byron Benton, Alameda County Electrical JATC

5:30 p.m. – 6:45 p.m. Training Director/Assistant Training Director Reception – UT Neyland Stadium Skybox (Tickets Required)

7:00 p.m. – 10:00 p.m. Special Presentations – Various Locations (To Be Announced)

Tuesday, August 5, 2008 Marriott Hotel – Riverview Room

8:30 a.m. – 10:00 a.m.

- **Embracing 70E – Partnering to Gain “Safety Work”** – Steve J. Abbott, Stark Safety Consultants
- **IDEAL DataComm** – Dan Payerle, IDEAL Industries

10:00 a.m. – 10:15 a.m. BREAK
10:15 a.m. – Noon

- **Starting and Operating a Photovoltaic Service Company** – David Love & Sean Doak, SunWize Tech.

Noon. – 1:15 p.m. Lunch – Marriott Hotel – Main Floor Lobby

1:15 p.m. – 3:00 p.m. General Session – Marriott Hotel – Riverview Room

- **Residential Market Share Retention & Recovery in Today’s Market** – Martin R. Bathe, M.R. Bathe Electric Co., and Matthew C. Lampe, IBEW, LU #1
- **Opportunities for Electrical Contractors Installing Wireless Threat Management Systems** - Nick Miller, Air Patrol

3:00 p.m. – 3:15 p.m. BREAK
3:15 p.m. – 4:45 p.m.

- **NECA’s Management Education Institute : Professional Development Curriculum Overview** – Stuart Binstock, NECA

7:00 p.m. – 10:00 p.m. Special Presentations – Various Locations (To Be Announced)

Wednesday, August 6, 2008

6:40 a.m. **SHARP!** Buses to Golf Tournament – Marriott Main Entrance
(Registration Required – see attached form.)

Other Excursions Available – Enjoy Your Day!

NJATC – National Training Institute 2008
EC Group Presentation Descriptions

Presenter: Rockwell Automation

Title: Intelligent Motor Control

Description: Motor Control is evolving, and Contractors who work in the Control Systems Market are seeing new tools to improve productivity and their bottom line. DeviceLogix™ Smart Component Technology integrates logic-solving capability into I/O, motor starters, push buttons, and other control components, providing higher-performance and lower-cost distributed control. In this presentation, Rockwell will discuss how Intelligent Motor Control can help Contractors be more competitive in the Control Systems Market.

Presenter: Leviton Manufacturing Company

Title: Marketing for Electrical Contractors

Description: Contractors are typically good at their core competencies (pulling wires and installing devices), but they are not always good at promoting themselves and their business. By attending this session contractors learn: "The 10 rules of Marketing Success"; Emerging Growth Areas; How to Increase Profits; Identifying and Soliciting Customers Who are in a Position to Buy. The presentation is PowerPoint based with colorful illustrations that really drive the point home. Each attendee will receive valuable materials including Leviton's "Contractor Marketing Tool Kit" CD ROM.

Presenter: Corning Cable Systems

Title: Market Trends in Fiber Optic Installation Technology

Description: Fiber optic cabling, which is entrenched in telecom/datacom applications, is also emerging in existing markets such as industrial, security, and traffic systems. Additionally, the convergence of data, voice, video, and building automation systems onto a single fiber optic network infrastructure brings new opportunity to many installers which have never installed fiber optic cabling. Corning Cable Systems has the industry leading breadth of products and solutions that cater to installers of all skill levels which provide end users with a reliable, tip-to-tip cabling infrastructure to meet their network requirements of today and tomorrow. This seminar will review the available fiber optic cabling, connector termination, and hardware configuration options available in the market.

Presenter: Fluke Corporation

Title: Predictive Maintenance Opportunities for the Electrical Contractor

Description: Predictive Maintenance, or the use of software enabled test tools to determine appropriate maintenance intervals, is a growing opportunity for contractors who want to build their business and increase revenues. Rick Elento and Larry Wilson from the Fluke Corporation will provide an overview of how new technologies in test tools make predictive maintenance much easier, and more lucrative, for electrical contractors.

Presenter: Legrand-Wiremold-Pass & Seymour-Cablofil

Title: Legrand Productivity Solutions

Description: This presentation will cover the productivity enhancing products offered by Legrand. There will be some hands-on demos to supplement the PowerPoint presentation.

Presenter: American Technical Publishers

Title: The "Green Movement" – Business Opportunities for Electrical Contractors

Description: Success in business is ensured by servicing existing markets and growing with emerging markets. The "green movement" presents many opportunities for products and services offered by the electrical contractor. Maximizing these opportunities requires vision, knowledge and skills. This presentation will address industry trends, and how energy-efficient products, power quality and control systems can be used to build new markets.

Presenter: 3M

Title: Meeting Budget and Schedule with 3Ms Construction Services:Take Offs, Custom Kitting for Electrical Construction Projects

Description: 3M's Electrical Construction Services provides contractors with an easier way to do take off's from their one line drawings and cable schedules. 3M can put together a list of all the required products needed to splice and terminate each circuit along with all of the necessary hardware for installation. 3M then can ship all of this to the job site with custom labels. The whole process saves the electrical contractor time, money while helping you to stay on schedule.

Presenter: NJATC - Building Automation Panel

Title: Creating Opportunities Through Involvement in the Building Automation Market

Description: If you have ever considered becoming involved in the Building Controls market attending this session is a must. The panel members, of this very upbeat presentation, will each highlight their experience related to the opportunities that are available to NECA Contractors in the Building Automation market. The presenter's perspectives include that of an IBEW member, a NECA contractor, a Training Director, and a Manufacturer.

Presenter: Stark Safety Consultants

Title: Embracing 70E - Partnering to gain "Safety Work"

Description: Due to ongoing changes and increased awareness in NFPA 70E Standards and OSHA requirements, many of your customers are reaching out for assistance with the task of creating, updating and maintaining their electrical safety programs. Many of these requirements are complicated and the typical customer knows simply that the work needs to be done in order to be in compliance with the OSHA safety standards. Highlighting NFPA 70E and what it means to all of our customers as well as those customers that we don't currently have but could "open doors" by addressing the need for "Qualified People". Oftentimes, as a result of performing the steps required for compliance with NFPA 70E and OSHA standards, additional electrical construction work is needed to correct unsafe scenarios, code violations, or hazard retention efforts. This is where a partnership with a firm who is experienced in conducting these studies can benefit your business as well. This is an opportunity for your business to capitalize on the repair work generated as a result of shortcomings found. Your company completes all of the required data collection and field work, while your partner completes the analysis work and recommendations for arc flash reduction. (Or eventually be in a position to have a staff who can allow you to do it all yourself.) This way you can take care of your customers right away without an enormous cost for start-up training/lack of engineering and safety personnel - and not miss out while this is such a "hot topic" - as well as not allowing someone else to get an electrician into a facility that you have been doing most of the work in.

Presenter: IDEAL Industries

Title: Introduction to IDEAL DataComm

Description: This course will give an electrical contractor an introduction to coax, twisted pair, and fiber. The IDEAL DataComm Cut, Strip, Terminate and Test system of installation products will be discussed from a best field practices approach. We will also focus on the different markets, such as security, home automation, and premise wiring, where this type of cable is used.

Presenter: SunWize Technologies

Title: Starting and Operating A Photovoltaic Service Company

Description: Photovoltaic (PV) Solar is one of the fastest growing sectors of the electrical contracting industry in the United States. While the consumer is drawn to PV for the known environmental benefits, electrical contractors are attracted to it for the relatively simple electrical design and ease of implementation. IN order to be successful, the contractors will need to adopt business strategies which maximize fully on this growth potential. By establishing a few simple techniques in the eraly adoption of this technology into their individual business models, companies can successfully join a profitable trend towards sustainable electricity with vast potential. This presentation will cove topics ranging from: Photovoltaic technology: on-grid, off-grid and industrial applications; organizing a professional company; creative a solid consumer offering; participating in government incentives; mass media advertising; standardizing procedures for sales, engineering, administration and installation; product evaluation; creating relationships for supply; strategic business planning services; shipping warehousing and logistics; competitive pricing; and consumer financing options.

Presenter: M.R. Bathe Electric Co. and IBEW L.U. #1 (St. Louis, MO)

Title: Residential Market Share Retention and Recovery in Today's Market

Description: Present to the group how we have been successful in building relationships with builders and developers both large and small and selling them on our quality and training for the best workmanship in the market. How we work together through our electrical connection and advertisement and promotions to convince the electrical work buying public to use our services and see a benefit to that investment.

Presenter: Air Patrol

Title: Opportunities for Electrical Contractors Installing Wireless Threat Management Systems

Description: Air Patrol CEO, Nick Miller, will provide an overview of a new techology that is sweeping the nation; Wireless Threat Management. A special emphasis will be place on opportunities for electrical contrators needed to support this spreading technology. Contractors will learn about cabling & equipment requirements, site surveys, Sensor location strategies and Security Background clearance requirements for their workforce.

Presenter: NECA MEI

Title: NECA's Management Education Institute: Professional Development Curriculum Overview

Description: MEI Executive Director, Stuart Binstock, will provide an overview of NECA's Management Education Institute course and programs of most interest to electrical contractors.

2008 A. J. PEARSON CHARITY GOLF TOURNAMENT

The A. J. Pearson Charity Golf Tournament will be Wednesday August 6, 2008 during the National Training Institute. Bring your golf clubs to NTI and enjoy a day of golf at Lambert Acres in Maryville, TN. There will be a morning and afternoon flight. If you are in the "I Group" at NTI you must sign up for the afternoon Flight.

HOW TO FILL OUT THE GOLF REGISTRATION FORM

(Please read *before* you begin completing the form.)

In an effort to eliminate errors and conflicts with Golf Tournament Registrations, we will continue to use the revised Registration Form. The revised registration procedure requires all Tournament participants to actively participate in the registration process, including confirming their individual play with others in a twosome, threesome, or foursome. The end result will be a continuation of a smoother check-in process and assurance that those who register together will play together. Please read the following points of information before you complete the official Golf Registration Form.

- ❖ There is one (1) Registration Form which includes the Morning Flight and Afternoon Flight. **If you plan on golfing in the morning and afternoon flights, YOU MUST FILL IN THE FLIGHT INFORMATION FOR BOTH.**
- ❖ The Morning Flight is primarily for members of "C Group", "SC Group" and "EC Group". However, it is open to any NTI participant who does not have a scheduled class on Wednesday morning. **Members of the "I Group" CANNOT golf in the Morning Flight.**
- ❖ The Afternoon Flight is primarily for members of the "I Group" however, it is also open to any other NTI participant.
- ❖ All golfers signing up for a "Morning" flight will golf in the morning – All golfers signing up for an "Afternoon" flight will golf in the afternoon.
- ❖ Golfers who wish to play together should confer with each other **BEFORE** filling out the Registration Form. A twosome, threesome, or foursome only needs to submit **ONE REGISTRATION FORM**. That Form will be the official Registration Form for *every* golfer listed on it. Example: For a foursome to register, **ONE** Form should be completed identifying Golfer #1, Golfer #2, Golfer #3 and Golfer #4. **(Do NOT send in four separate Forms.)** Payment for **ALL FOUR GOLFERS** should be sent with the Registration Form, this can be accomplished in the form of one check for the total due, or multiple checks. All checks should be made payable to the NJATC.
- ❖ Payment for ALL GOLFERS listed on a given Registration Form should be sent with that Registration Form. **REGISTRATIONS SUBMITTED WITHOUT PAYMENT WILL NOT BE PROCESSED.**
- ❖ Single registrations are welcome. Those who register as a "Single" (listing no one else on their Registration Form) will be assigned to a foursome by the NJATC.
- ❖ All golfers need to **check-in** at the Golf Desk during NTI Registration (Saturday and Sunday AM).
- ❖ Bring Clubs (yours or the neighbor's) – ***Rentals are not available.***
- ❖ Enjoy the Tournament and the Camaraderie!

Return Form with Payment to: **NJATC International Training Center
3211 Regal Drive, Suite A
Alcoa, TN 37801**

