



NECA

OCT. 3-6, 2015

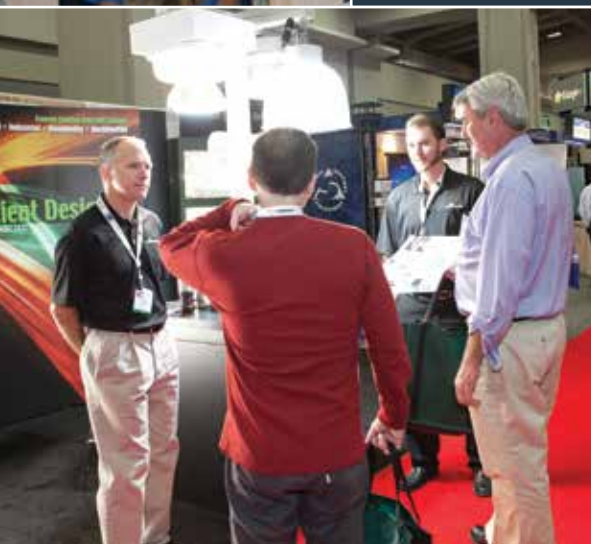
SAN FRANCISCO

EXHIBITOR PROSPECTUS

THE NECA SHOW
MOSCONE SOUTH

www.NECAconvention.org

#1 EVENT FOR ELECTRICAL PROFESSIONALS



Presented by the National Electrical Contractors Association



“Our mission includes educating the entire industry, elevating the general knowledge level of all electrical contractors, and to expand the depth and breadth of what customers come to expect when they think of ‘electrical contractors’—including lighting assistance, structured cabling, integrated systems, security, and much more.”

—Dennis F. Quebe, Chapel Electric Co. LLC (Dayton OH) and NECA president

WHY THE NECA SHOW?

The NECA Show is clearly the undisputed #1 event in the electrical construction industry. The trade show and attendance keep growing. Satisfaction is high. No wonder the NECA Show is labeled “The Show for Those Who Power the World.”

WHO ATTENDS?

Thousands of C-level executives, Project Managers, Purchasing Agents, Supervisors, Foreman, Safety Directors, Estimators, Inspectors, Apprentice, Journeymen, and Distributors... all who are electrical construction decision makers from across the nation and around the world. Plus, over 300 companies exhibiting thousands of products, services, and emerging technologies that these electrical professionals need in the office and on the job.

WHY EXHIBIT?

THE NECA Show creates a first class environment for face-to-face meetings with highly qualified decision-makers you need to meet.

- **93%** of 2013 attendees surveyed said the NECA Show is “excellent” or “very good”
- **72%** of 2013 attendees do not attend ANY other trade show
- **8 out of 10 firms** have a “high” or “medium” ability to influence the overall electrical design or specifications with building owners or design team members

WHAT ARE THEY LOOKING FOR?

Boxes & Enclosures · Building Automation & Controls · Codes, Standards, Certifications · Computer Hardware & Equipment · Conduit, Raceway & Wireway · Connections & Terminations · Distributor · Energy Efficiency · Fasteners, Hangers, Clamps & Supports · Fire/Life Safety · Grounding & Bonding · Heavy Equipment · Home Automation · Ladders, Lifts & Platforms · Lighting & Controls · Low Voltage: Voice/Data/Video · Fiber Optics · Motors & Motor Controls · Online & Web Services · Outdoor Products · Power Quality & Distribution · Recycling Services · Safety Equipment & Apparel · Security · Services: Financial, Insurance, Retirement, Other · Software · Solar Energy / PV · Structured Wiring/Cabling · Switches and Switchgear · Testing Equipment · Tools · Training · Transformers · Transmission & Distribution Equipment · Underground Equipment · Vehicles & Vehicle Equipment · Wind Energy



IMPORTANT NEW FINDINGS

- **7 in 10 electrical contracting firms** performed some Design/Build or Design/Assist work confirming their high level of influence in brand choice
- **Top three reasons** for brand specification or brand substitution (in order):
 - Availability
 - Price
 - Compatibility with existing systems (new)
- Close to **8 in 10 firms** receive incomplete plans and specs, leaving purchase and specification decisions to the electrical contractor

Source: 2014 EC Profile by Electrical Contractor magazine



EXCLUSIVE TO NECA SHOW EXHIBITORS

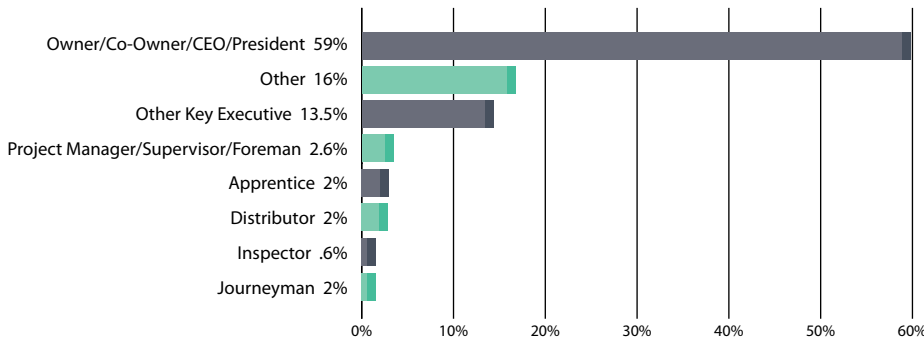
- Invitation to submit technical workshop for consideration
- FREE lunch for exhibitor personnel
- Show invitations to invite your customers for FREE admittance
- Enter new products in the NECA Showstopper Showcase and Awards sponsored by *Electrical Contractor* magazine



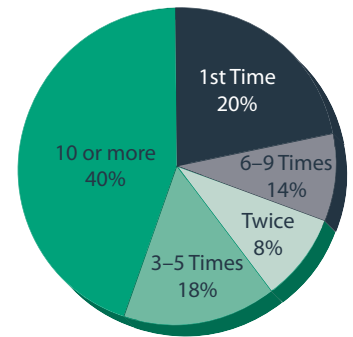


NECA BY THE NUMBERS

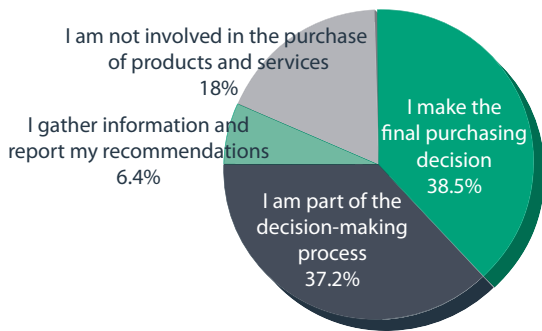
Describe Yourself Professionally



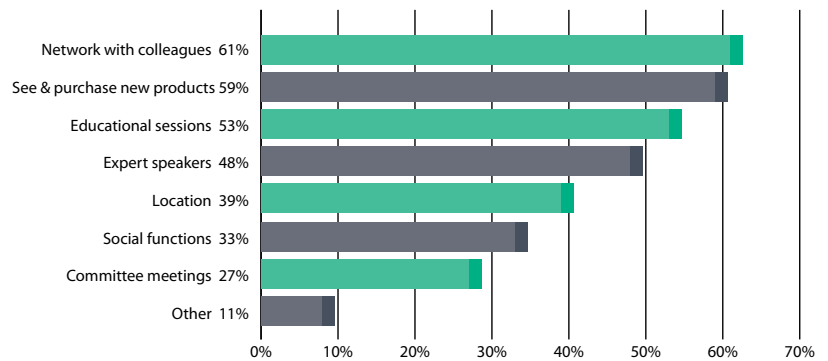
How often have you attended the NECA Show?



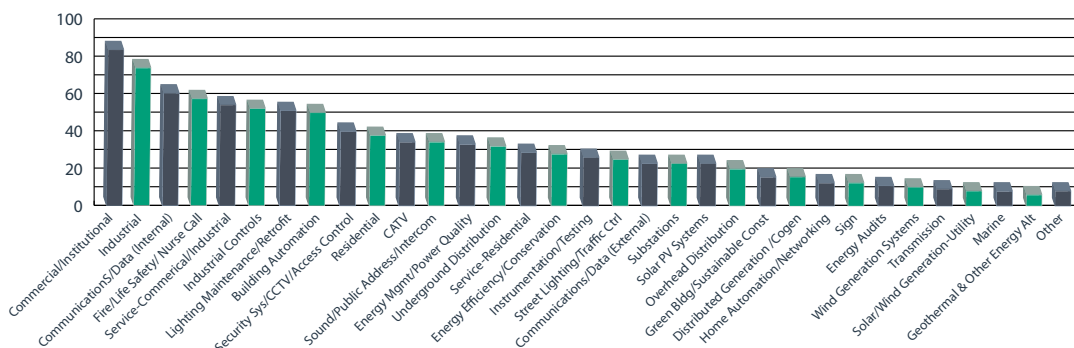
What is your role in product and service purchase decision-making?



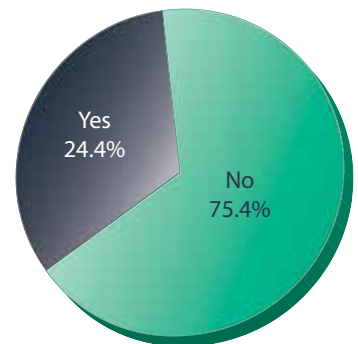
Why do you attend the NECA Show?



What type of work do you perform?



Do you attend other industry trade shows?



All data from the 2013 NECA Show Attendee Survey

PREVIOUS ATTENDEES INCLUDE:

Abbott Electric Inc
Ace Electrical Contractors Inc
Alcan Electrical & Engineers
Aldridge Electric Inc
Allison-Smith Co
A.L.M. Electric Co Inc
America's Best Service
American Electrical Construction Inc
Bana Electric Corp
Blackwater Electric Co Inc
Bob Davis Electric Co
Broadway Electrical Construction Inc
Brown Electrical
Bruce & Merrilees Electric Co
Cache Valley Electric Co
Cavanaugh Electrical Contracting Inc
Chapel Electric Co LLC
Chapel-Romanoff Technologies LLC
Christenson Electric Inc
Cleveland Electric
Coastal Electric Corp
Cogburn Bros Electric Inc
Coghlin Electrical Contractors
Collins Electric Co
Commercial Electric Inc
Connelly Electric Co
Connors Haas Inc
Contra Costa Electric Inc
Cranston Electric Inc
Crescent Electric
Cupertino Electric
D. Suehiro Electric Inc
Dagostino Electronic Services
Davis Pickering & Company
Delta Services LLC
Dixie Electric Co

Dixon Electrical Systems & Contracting Inc
Driscoll Electric
Dynalectric Co
Edison Electric Co Inc Eckardt Electric
Edward G Sawyer Co
Eldor Contracting Corp
EMCOR Construction Services
ERMCO, Inc
ES Boulos Co
Ferguson Electric Construction Co Inc
Ferry Electric
Fisk Electric Co
Florida East Coast Contractors
Freestate Electrical Construction
Fuellgraf Electric Co
Fuller Electric Corp
Gill-Simpson Inc
Grand-Kahn Electric
Granite City Electric
Grant-Neil Electric Inc
Green Electric Inc
Gulf Electric Company Inc
Hewitt Young Electric LLC
Hilscher-Clarke Electric Co
Holmes Electric
Industrial Electric Co
Industrial Power and Lighting Corp
JBL Electric Inc
J M Electric
J Ranck Electric Inc
John Mills Electric Inc
Kelso-Burnett Co
Kilian Electrical Service Inc
KND Licensed Electrical Contracting & Services
Lan-Tel Communications Inc
Lighthouse Electric Co Inc

Linder & Associates Inc
M. L. Schmitt Inc
Massbay Electrical Corp
McPhee Electric Ltd
Miller Electric Co
MNR Electrical Contracting
Mona Electric Group Inc
Morgan Mechanical Contractors Inc
Morrow-Meadows Corp
Muska Electric Company
M-W Electric Inc
Napp Electric Contractor Co
Nelson Electric Co
North Star Electric
Nucero Electrical Constr Co Inc
O'Connell Electric Co
Oneida Electrical Contractors Inc
Ostrow Electrical Company Inc
Pacific Lighting and Electrical Inc
Palmeri Electric
PAR Electrical Contractors Inc
Patterson Company
Paulson Electric
Pieper Electric Inc
Power Solutions LLC
Prime Electric Inc
Progressive Electric Inc
Pueblo Electric's Inc
Quanta Services Inc
Regent Electric Co Inc
Rivers Plumbing & Electric
Roman Electric Company
Romanoff Electric Co LLC
Rosendin Electric
Royal Electric Construction Corp
S & L Electric Inc

S & S Taylan Electric Inc
Sachs Electric Co
Sano-Rubin Construction Co Inc
Sargent Electric Company
Shoals Electric Company Inc
Sequoyah Electric LLC
Shaw Electric Co
Shelley Electric Inc
Southern Contracting Co
Sprig Electric Company Inc
Sullivan & McLaughlin
T & T Electric Inc
TEC Electric
Thompson Electric Co
Tice Electric Company Tirone Electric Inc
Tri-City Electric Company Inc
Tricomm Services Corporation
Totem Electric of Tacoma Inc
United Electric Company Inc
Universal Electric
Valley Electrical Consolidated Inc
Wasatch Electric Div. of Dynalectric
West Side Hammer Electric
Wheeler Electric Inc
W R O'Neal Electric Inc
Yates Electric Service Inc
Yellowstone Electric Co
York River Electric Inc
Young Electric Co Inc
Zwicker Electric Company Inc



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THOSE WHO
POWER THE WORLD**

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NECACONVENTION.ORG



NECA

3 Bethesda Metro Center
Suite 1100
Bethesda, MD 20814
Julie Duda, Exhibition Sales Manager

t 770.632.0044

f 770.632.7922

julduda@necanet.org

www.necaconvention.org

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