



EXHIBITOR PROSPECTUS

NECA 2025 Chicago
McCormick Place Convention Center
Chicago, IL



*Presented by the National Electrical
Contractors Association*

#1 EVENT FOR POWER, LIGHT AND COMMUNICATION TECHNOLOGY

IT ALL HAPPENS HERE!

Welcome to the 124th annual NECA Show!

This is the place where industry leaders from across the nation come to learn and discuss the evolution taking place in the electrification and illumination of buildings. They must find the right products, services, and emerging technologies to stay competitive in this ever-expanding, ever-changing, business climate. The Infrastructure Investment and Jobs Act, the CHIPS and Science Act, and the Inflation Reduction Act have provided new opportunities for small and medium-sized electrical contractors causing them to reimagine how they work and what they need from suppliers. This presents lucrative growth opportunities for manufacturers and distributors. They need your solutions so join us. It's good for your business.



“The electrical revolution is here. It will require all of us to grow like never before. At NECA, a key value we provide is connecting contractors with the products and services that are leading our industry. It is our goal to research all avenues to keep contractors on the cutting edge of safety, growth, and sustainability for the long haul.”

David Long, NECA CEO

WHO ATTENDS THE NECA SHOW?

Electrical construction professionals came from all 50 states, Canada, Mexico and Puerto Rico. 37% attended the NECA Show for the first time.

SIZE OF ATTENDING COMPANIES

- 47%** 100+ Employees
- 25%** 20-99 Employees
- 8%** 10-19 Employees
- 20%** 1-9 Employees

WHO THEY ARE

- 42%** Owner, President, VP, Key Execs
- 27%** Project Mgr., Supervisor, Foreman, Purchasing Agent
- 6%** Training Instructor
- 4%** Journeymen
- 3%** Apprentice
- 18%** Other

(NECA 2023 Philadelphia attendee survey results)

91% of attendees
rated the NECA Show
as **Excellent** or
Very Good



PURCHASING POWER

- 26.3%** Make the Final Purchase Decision
- 42.5%** Part of the Decision Team
- 16.3%** Gather Info for the Decision Team
- 17%** Not Involved with Purchase Decisions

TIME SPENT ON THE SHOW FLOOR

- 32%** spent 10+ hours
- 36%** spent 6-9 hours
- 24%** spent 4-5 hours
- 8%** spent 1-3 hours

“The NECA Show is an invaluable opportunity for Procure to connect with industry professionals, understand their challenges, and demonstrate how our solutions can transform their operations.”

Brian Calcagno, Procure

PLAN TO PURCHASE PRODUCTS SEEN AT THE NECA SHOW WITHIN THE NEXT 12 MONTHS

- 52.6%** Highly Likely
- 34.1%** Somewhat Likely
- 3.1%** Not Likely

(NECA 2023 Philadelphia attendee survey results)



FIRMS PERFORMING SMART BUILDINGS WORK

<u>Lighting Control</u>	81%	<u>LED Lighting</u>
	74%	
<u>Structured Wiring /Cabling</u>	64%	<u>Fire Alarms</u>
	50%	
<u>Building/Automation Controls</u>	50%	<u>Security Systems, CCTV & Access Control</u>
	49%	
<u>Fiber Optic Systems</u>	46%	<u>Data Centers</u>
	45%	
<u>Sound & Video</u>	45%	<u>Wired Communication Systems</u>
	40%	
<u>Nurse Call Systems</u>	36%	<u>Power over Ethernet (PoE)</u>
	35%	
<u>Networking</u>	35%	<u>Safety Systems</u>
	34%	
<u>Energy Monitoring Systems</u>	34%	<u>PV Systems (Solar/Photovoltaic)</u>
	30%	
<u>Energy Storage Systems</u>	26%	<u>Battery Energy Storage Systems</u>
	20%	
	13%	<u>Microgrids</u>



THE GROWTH OF PoE & IoT

The growth of PoE and IoT and the movement towards “resimercial” design in commercial office space has led to new work for electrical contractors. Many building owners are transforming office space to make employees feel more at home, including proper lighting design.

- 80% of US organizations have launched IoT initiatives according to a recent study conducted by International Data Corporation.
- The revenue in the US Internet of Things market has continuously increased year over year, and indicators project revenue to reach \$260 billion by 2029 according to Statistica, a global data and business intelligence platform.

This digital transformation provides cost savings and energy efficiency for building owners as well as monitoring and maintenance work for contractors. PoE and IoT offer contractors opportunities for value-added services with higher margins which is just another part of the ***Electrification Revolution*** shaping the future of the electrical industry.

“I come back every year just to see the new tools and new practices for larger construction projects.”

Dan Holmes, Navarre Services



ABOUT NECA

The National Electrical Contractors Association (NECA) is the voice of the \$225 billion electrical construction industry that brings power, light, and communications technology to buildings and communities across the US. NECA traces its origins to 1901 and the birth of modern electricity.

Today, NECA continues to build on a legacy of protecting the public and making innovation possible. NECA contractors strive to be solution-providers for their customers, and their industry expertise benefits everyone working on an electrical construction project.

FACTS

- **4,468** member firms
- **118** new electrical contractors joined in 2023
- **300+** NECA Outside Line Contractor members
- NECA Contractors put in **400+ million** construction wireman / construction electrician hours on vast numbers of jobsites

TYPES OF WORK PERFORMED

- 96%** Commercial / Industrial / Institutional
- 82%** Residential
- 88%** Non-Building (Parking Structures, Utilities, Runways, etc.)

CONTRACTORS NEED

Automation Controls • Back-up Power/Generators • Boxes & Enclosures • Building Automation & Controls • Computer Hardware & Equipment • Conduit Standoff • Conduit, Raceway, Wireway • Connections & Terminations • Data Centers • Energy Efficiency • Energy Storage • Energy Audits • Energy Co-Generation • Energy Monitoring Systems • Energy Electrical Vehicle Charging • Energy LEED Projects • Energy Lighting Retrofits • Fasteners, Hangers, Clamps, & Supports • Fiber Optics • Fire/Life Safety • Grounding & Bonding • High Voltage Transmission & Distribution Equipment • Heavy Equipment • IoT • Lamps • Lighting • Lighting Controls • Live Line Tools & Equipment • Medium Voltage Splicing • Microgrids • Motors & Motor Controls • Outside Line Substation • Outside Line Transmission & Distribution • Outside Line Underground • Personal Protective Equipment • Power (Traditional) • PoE • Power Quality & Distribution • Pre-Fabrication • Rental Equipment • Safety Equipment • Security Systems/CCTV & Access Control • Site Access/Temporary Roads • Smart Grid Technology • Software Estimating, Management, & BIM • Solar Energy/PV • Sound & Video • Structured Wiring & Cable • Substation • Sustainability • Switches & Switchgear • Systems Integration Equipment • Technology • Testing Equipment • Tools • Training • Transformers • Underground Equipment (other) • Utility Vehicles & Vehicle Equipment • Wind Generation • Wired Communication Systems • Wireless Communications Systems

“The NECA Show is a fantastic event that brings together electrical professionals from all parts of the industry. The Show is our chance to showcase Altec’s industry-leading equipment and services to outside line and inside electrical contractors from across North America. The opportunities gained from and relationships built because of this show are two of the reasons why Altec chose to become a NECA Premier Partner. We look forward to seeing you in San Diego!”

Andy Netzel, Altec Sentry



NECA SHOW HISTORY

2013

Washington DC
Attendance: 5,111
Net Sq. Ft. : 66,930

2014

2014 Chicago
Attendance: 6,626
Net Sq. Ft. : 76,150

2015

2015 San Francisco
Attendance: 6,543
Net Sq. Ft. : 86,000

2016

2016 Boston
Attendance: 6,320
Net Sq. Ft. : 86,600

2017

2017 Seattle
Attendance: 6,263
Net Sq. Ft. : 78,900

2018

2018 Philadelphia
Attendance: 10,223
Net Sq. Ft. : 90,350

2019

2019 Las Vegas
Attendance: 8,546
Net Sq. Ft. : 109,100

2020

2020 Virtual
Attendance: 5,104
Net Sq. Ft. : n/a

2021

2021 Nashville
Attendance: 6,711
Net Sq. Ft. : 97,100

2022

2022 Austin
Attendance: 7,497
Net Sq. Ft. : 110,310



NECA 2023 Philadelphia

Participants: 9,599
Professional Attendees: 5,234
Apprentice: 1,968
Children / Staff: 230
Exhibitor Personnel: 2,538
Net Sq. Ft.: 121,000

PREVIOUS ATTENDEE SAMPLING

5 Points Electrical • A&A Electrical Services Inc. • A & S Electric • A.S.K. Electrical Corp. • Abbott Electric • ABC Electric Co • A-C Electric Inc • Acme Electric Company • ACU Sign Corp • Adman Electric Co • Aetna Fire Alarm Service Co • Aladdin Electric Inc. • Aldridge Electric Inc. • Allison-Smith • All Electric Construction & Communication • Alpine Electric • Alterman Inc • Amaya Electric • American Legacy Construction Group • Anderson Electric • ARC Electric • Ashford Electric & Construction • B&B Electric • B & D Industries Inc • Baker Electric Inc • Battaglia Electric • Beck Electric Company • Beltline Electric Company Inc • Bemrich Electric • Betschart Electric • Big State Electric • Blackwater Electric Co. • Bob Davis Electric • Bockmon & Woody Electrical • Brint Electric • Broadway Electric Service Corp • Bruce & Merrilees Electric • Byron Electric Co. • C3M Power Systems • Cahill Controls • Cannon & Wendt Electric • Capitol Electric • Centennial Electric • Center Line Electric • Central Valley Electric • Century Electric Inc • Chapel Electric • Chapel-Romanoff Technologies • Certified Multi-Media Solutions • Chewning & Wilmer Inc • Christenson Electric • CIR Electrical Construction Corp • Coastal Electric Corp • Coburn Electric • Cochran Inc • Cogburn Bros Inc • Coghlin Electrical Contractors • Collins Electrical • Columbia River Electric Maintenance • Commonwealth Elec Co of Midwest • Connelly Electric • Consolidated Electrical Distributors (CED) • Continental Electric Co • Contra Costa Electric • Cruz Electric • Cupertino Electric • D F Best Co • Dagostino Electronic Services • Davis Pickering & Co • Delta Services • Dixie Electric • Dixon Electric • DL Smith Electrical Construction • Dynalectric • E W Audet & Sons • Engler Electric • Egan Company • Eckardt Electric • Eldor Contracting • Electrical Corporation of America • Electric Plus Inc • ERMCO • ESI Inc • Feazel Electrical Contracting • Ferguson Electric Construction • Ferndale Electric Company Inc • Freestate Elec Construction Co • Ferry Electric • Fielding Electric, Inc. • Fisk Electric • Fitzgerald's Electrical Contracting, Inc • Fraser Morris Electric • Fuller Electric Corp • G&B Electric • Garnet Electric • Gibson Electric & Tech Solutions • Giles Electric Co Inc • Groff Electric • Guarantee Electric Inc • Gurtz Electric • Hamer Electric • Hatzel & Buehler Inc • Haugland Energy Group • Hawkeye Electrical Contractor • Herbst Electric • Hilscher-Clarke Electric • Hi-Tech Electric Co • Holden Electric Co • Homestead Electrical • Hunt Electric • Hunt Electric • I B Abel Co • Industrial Contractors Skanska • Industrial Electric Co • Inglett & Stubbs • Intrepid Electronic Systems Inc • J & J Electric Inc • J & M Brown Company Inc • J Bathe Electric • J Becher & Associates Inc • J F Electric • J Lombardo Electric • JH Kelly LLC • JMC Electrical Contractor • Joe Dickey Electric • John E Kelly & Sons Electric Construction • John Mills Electric • Kaemmerlen Electric Co • KAI Electric • Kelso-Burnett • Keystone Electric / div. of Zenith Systems • Kilian Electrical Service • Kirby Electric Co Inc • Klaren Electric • KND Licensed Electrical Contracting & Services • Lake Erie Electric • Lakeland Electrical Services • Lanco Electric Inc • Lan-Tel Communications • Laser Electric • Lawson Electric • Lemberg Electric Co • Lighthouse Electric • Linder & Associates • Live Electric • Loeb Electric • Lombardi Electric Inc • Long Electric Company • LVC Companies Inc • M&W Electric • M2 Integration • M3 Electric • Maddox Electric Co • Madsen Electric • Main Electric • Malko Communication Services LLC • Maron Electric Company • Martell Electric • Martin Electric • Massey Electric • Master Electric & Technology Group • Matthew C Bell Electric • Max Electric • Mayberry Electric • Mayer Electric • McCrory Electric Inc • McElroy Electric • McInnis Electric • McPhee Electric • McWilliams Electric • MDU Construction Services Group • Mead & White Electrical Contractors • Mel-Kay Electric Co • Mid-City Electric Company • Mid-South Electric Contractors • MK Electric • Miller Electric Co • Miller Bros Div Wampole-

Miller • Modern Electric Company • Mojave Electric • Mon Valley Electric • Mona Electric Group • Moor Electric • Morrow-Meadows • Morse Electric • Motor City Electric • Mounts Electric • Muska Electric • Mylerson Electric • Nabco Electric • Napp Electric • NEDCO SUPPLY • Nelson Electric • New England Electric Group Inc • Newkirk Electric Associates Inc Nelson Electric • Network Contracting • Neubauer Electric Inc • New England Electric Group • Niles Electric Group • Northgate Electric Co • Northline Electrical • NOVA Power Systems • Nylund Electric • Oberlander Electric Company • O'Bryant Electric • O'Connell Electric • OEG Inc • Oechsner Electric • Oklahoma Electrical Supply • Olympia Tech Electrical • ONE Electrical Systems • Ordes Electric • Osborne Electrical Company • Owens Electric Co • PI Construction Group Inc • Pacific Coast Electrical Contractors • Pacific Electrical • Pals Electric • PAR 4 Electrical Contractors • Parsons Electric • Paul's Electric Inc • Paulson Electric • Paynecrest Electric Co • PEC Solutions • Pieper Electric • Porter Electric • Potelco Inc • Preferred Electric Inc • Premier Electrical Corporation • Premise Solutions • Presidential Electric • Prime Electric • Pro-Cal Lighting Inc • Progressive Electric • Progression Electric • Pueblo Electrics • Pyramid Electrical Contractors • Quality Electric Inc. • Quanta Services • Red Wire Electric • R E Lesniak Inc • Reliable Electric • Rewald Electric Co • Rick Electric Inc • Rigling Electric • R I S Electrical Contractors • Rick Electric Inc • Riggs Distler & Company, INC. • Rivers Plumbing & Electric • Roland Electric • Roman Electric Company • Rosendin Electric • Royal Electric Construction • Rydalch Electric • S & L Electric • Sachs Electric • Sargent Electric Co • Schaeffer Electric Co • Schmidt Electric Company Inc • Schuler-Haas Electric Corp • Schultheis Electric / TSB Inc • Seaport Energy • Service Electric • Shambaugh & Son • Sharlen Electric Company • Shawyer & Son Inc • Shea electric & Communications • Shelley Electric • Shoals Electric Company, Inc. • Sierra Electric • Sims Electric Inc • Skeels Electric Co • Skyline Electric Company • Southern Contracting • Southland Electric Company Inc • Spectra Electrical Services • Speelman Electric • Sprig Electric • St Andrews Construction Services • Staco Electric Construction • Staff Electric • Standard Electric • Sterling Industrial • Stoner Electric Group • Streff Electric • Strickland Electric • Sturgeon Electric Superior Electric Great Lakes Co • Superior Electric Tenn Valley • Swain Electric • Swan Electric • Swedberg Electric • Sweeney Electric • Systems Tech Div Pieper Elec • Talt Electric • Tapps Electric • Taylor Electric • Tec Electric Co • TeleWiring Inc • Terminal-Andrae Electric • Thayer Power & Communications • The ESCO Group • The Okonite Co • The Superior Group • Thompson Electric Co • Tice Electric Co • Tirone Electric • Totem Electric of Tacoma • Townsend Controls & Electric LLC • Triad Electric Company • Triangle Electric • Tri-City Electric • Turner Electric Co • Union Electric Contracting Co • United Electric • University Electric • Upstate Electric • USI Inc • Valley Electrical Consolidated • Van Ert Electric Company Inc • Vantix Electric • VEC Inc • Walker Telecomm Inc • Walsh Electrical Inc • Ward Electric • Wasatch Electric Div. of Dynalectric • West Side Hammer Electric • Wheeler Electric • W R O'Neal Electric • W T Leone's Tri-Area Electric Co • Wheeler Electric • Whitehead Electric Inc • Wickham Electric Co • Wilcox Electric • Wilhite Electric • Winema Electric • Winger Contracting Co • Woods Electric • Yeager Electric • Young Electric • Zeller Electric • Zenith Systems

“NECA 2023 proved to be a great success for StructShare! Not only did we have a lot of foot traffic at the booth but the attendees were more informed and asked great questions. We definitely recommend this show to others trying to reach NECA members.”

**Christian Erickson,
StructShare**

OUR EXHIBITORS

94% of exhibitors are Very Likely or Likely to recommend exhibiting in the NECA Show to an industry co-worker or colleague

87% of exhibitors rated NECA 2023 Philadelphia as Valuable for strengthening relationships with existing customers

90% of exhibitors rated NECA 2023 Philadelphia as Valuable for meeting new prospects



BEST BOOTH AWARDS

All NECA 2023 Philadelphia exhibitors were automatically entered into our first ever Best Booth Awards. We honored those exhibitors who went over and above the normal expectations to deliver outstanding exhibit displays.

Congratulations to the 2023 winners:

700+ sq. ft.	ABB
500-600 sq. ft.	Remarcable
300-400 sq. ft.	Carhartt
100-200 sq. ft.	Motive



Co-sponsored by NECA and ELECTRICAL CONTRACTOR magazine, the annual Showstopper Showcase invites NECA Show exhibitors to submit their newest products and services on the market. 177 products were entered in Philadelphia and the 25 winning companies are:

SHOWSTOPPER SHOWCASE

T&B Fittings Dome Drain.....	ABB
PHPS Conduit Seal - Sleeve Seal	American Polywater Corporation
Split Grounding Bushings.....	Arlington Industries
Unistrut Trolley System	Atkore
M5II Label Printer	Brady Corporation
Lay-In Hammerlock Ground Clamp	ECM Industries
LED Canopy Industrial Grade Temporary Light.....	Ericson Manufacturing Company
2062 Advanced Pro Wire Tracer	Fluke Corporation
Dual-Shoe Hand Bender	Greenlee Tools, Inc.
UniGrip 6 Hanger	Gripple Inc.
ParkPost Outdoor Power Enclosure	Hubbell Incorporated
B2 Rapid Fire Bender	iTOOLco
Mistik DMX Linear Wall Washer	Keystone Technologies
Impact Rated Multi-Bit Screwdriver / Nut Driver	Klein Tools, Inc.
Decora Edge™	Leviton Mfg. Co., Inc.
Level 2 48A EV Charger	Light Efficient Design
Pico Paddle Remote	Lutron Electronics
Magnetic Standoffs	Mag Daddy LLC
M18™ FORCE LOGIC™ Single Channel Strut Shear	Milwaukee Tool
Slab On-Grade Adjustable Platform	Orbit Industries, Inc.
Strut Pro- Automated Strut Fabricating Machine	Production Products, Inc
XL Wire Dispenser	Rack-A-Tiers Mfg. Inc.
Energy Monitor (QO Smart Panel Solution)	Schneider Electric
EZ Stub -Up Support Bracket	SP Products
AI Quote Comparison	StructShare

TRADE SHOW EDUCATION

Trade show education has always been an important element of the NECA Show. We know that manufacturers and distributors have some of the industry's best R&D. Confirmed exhibitors are invited to submit topics for consideration in any of the 36 sessions offered in these focused areas:

- Leadership
- Technology
- Construction Solutions

Visit necashow.org to learn how you can get involved.



QUESTIONS?

Contact 202-991-6289
or
exhibitsales@necanet.org

POWERFUL MARKETING TOOLS

Enhance your exhibit experience by adding one or more of these ways to boost your brand and stand out from your competitors:

- Sponsor Opportunities
- Digital Marketing Offerings
- Charity Auction Donations
- ELECTRICAL CONTRACTOR magazine advertising

SPACE RATES & UPGRADES



Inline Rate (100–300sf):	\$37.50psf
Corner Rate (100 - 300sf):	\$39.50psf
Island Rates:	\$40.50psf

Includes:

- Pipe and drape, booth signage
- 2 exhibitor badges per 10'x10' booth
- Lunch all three days for exhibit personnel
- FREE show passes for clients
- Website and Show Guide listing

UPGRADE YOUR BOOTH PACKAGE

Get year-round exposure and benefits. Statistics prove that exhibitors with Booth Package Upgrades get **3-4x more attendee traffic**. See website or contract for detailed benefits.

Co-Exhibitor Rate: \$850
per subsidiary company

Platinum Booth Package: \$850

Gold Booth Package: \$500

QUICK FACTS

MCCORMICK PLACE, WEST HALL
CHICAGO, IL

Show Hours:

Saturday, Sept. 13, 2025 11:30am - 5:00pm
Sunday, Sept. 14, 2025 11:30am - 4:00pm
Monday, Sept.15, 2025 9:00am - 1:00pm

(note the change in day pattern)

SECURE YOUR SPACE TODAY

Visit www.NECAshow.org

Questions?

Contact Katie Carey at 202-991-6289
exhibitsales@necanet.org



“We attend the annual NECA Show because it's where we can talk directly with manufacturer execs to learn about the latest product advancements and how to apply them in our business. We divide and conquer the show floor and all education sessions. Then we regroup back in the office and share information with the rest of the team. There's no better place to learn about emerging technologies and potential business development opportunities too. It's great to network with contractors from across the country and create long term relationships. For Jamerson & Bauwens, the investment in attending the convention and trade show is priceless.”

Rick Jamerson, Jamerson & Bauwens