

Take Advantage of. . . the NECA Show

For those of you that have not already done so, we strongly encourage all of our members to register themselves and their key managers for the NECA Trade Show which will take place at the Moscone Center in San Francisco on October 4-6th. The show hours are as follows:

Sunday, October 4th	11:30 a.m.—5:00 p.m.
Monday, October 5th	11:30 a.m.—4:00 p.m.
Tuesday, October 6th	9:00 a.m.—1:00 p.m.

Hopefully, your schedule will allow you to get over there for a couple of hours on at least one of those days. You can, (and should) pre-register — it's free and it will also save you time when you arrive, as the line for last minute walk-ins occasionally gets longer than we like. If you plan on going Sunday, October 4th, keep in mind that the Giants have their last game of the season against the Rockies and the 49ers play the Packers in Santa Clara at the same time. Not to worry, several vendors have the games on and some also serve adult beverages.

Because of the traffic and chaos caused by all the construction going on, **we recommend you take BART to the Powell Street Station** and take the 4th and Market Street exit. Turn right on 4th and you are there.



April 1906

And speaking of the chaos on Market Street in San Francisco, we leave you with this final thought to get you in the mood to go. It turns out that four days before the Great San Francisco Earthquake of April 18, 1906, (nearly 110 years ago), someone filmed a Cable Car ride down Market Street all the way to the Ferry Building ([A Trip Down Market Street, 1906](#)). If you have ever wondered what your life might have been like if you were born a hundred years earlier, this is worth a peek. The advent of the automobile competing with horse drawn wagons, bicycles, pedestrians, Cable Cars and even a Trolley makes today's chaos seem like perfect order. The Ferry Building survived the earthquake and still stands tall today.

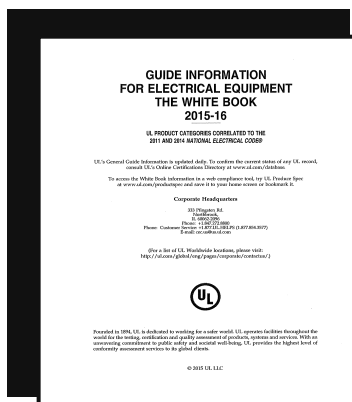
The NECA Show

Click [here](#) to register and enter code FREESF15.

REMINDER: APPRENTICES AVAILABLE

In May the Inside Apprenticeship Committee decided to take in a class of 20 new apprentices this year. We still have four to place on their first job assignment, and summer is over. We want to reiterate that new first-year apprentices go out with an \$18.60/hour wage rate, no local pension and reduced (50%) Health and Welfare contribution to make them more employable. The entire apprenticeship program would be grateful if you could help find a spot for one (or more) of them.

UL White Book

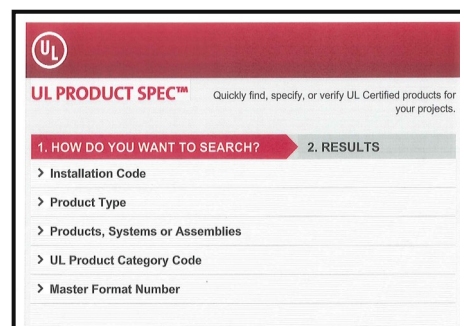


It appears that UL is no longer going to print its coveted “White Book” (General Guide Information for Electrical Construction Equipment) for product categories correlated to the 2011 and 2014 editions of the National Electrical Code. Instead, the 2015-2016 UL White Book, is offered in pdf format and can be downloaded for free at:

www.ul.com/whitebook

Quickly find, specify, or verify UL Certified products for your projects by using the UL Product Spec, an online tool that has all of the White Book information and more at:

www.ul.com/productspec



Other helpful resources pertaining to UL Product Spec can be found at: <http://ul.com/other-helpful-ul-resources/>.

Advanced Estimating of Electrical Construction

Dates: Wednesday & Thursday, November 4-5, 2015
Time: 8:30a.m.– 4:30p.m.
Location: NorCal NECA Office, 6300 Village Pkwy, 2nd Floor, Dublin
Instructor: Bob Mooty
Cost: NECA Members \$565, Non-Members \$815
Target: Individuals with a firm grasp of basic estimating principles and experience preparing bids
Pre. Req: Basic Estimating of Electrical Construction
Duration: Two Days

COURSE DESCRIPTION:

Developed to discuss all phases of the estimating process, this course covers all phases of preparing a competitive bid. Key topics include identifying desirable bid opportunities, analyzing the company's capabilities to insure profitable results, the estimator's role at various stages of the project, writing an effective scope letter, and identifying often hidden costs in the bid documents.

Following this class, participants will be able to:

- Discuss the steps necessary to prepare a competitive bid
- Identify the most desirable bid opportunities
- Describe how a company's capabilities can be analyzed to insure profits
- Discuss cash flow and bonding
- Discuss relevant contract terms
- Identify price adjustment techniques, overhead, and profit
- List the documents required to estimate a construction project

**Participants who complete this course will be awarded 12
Continued Education Hours.**

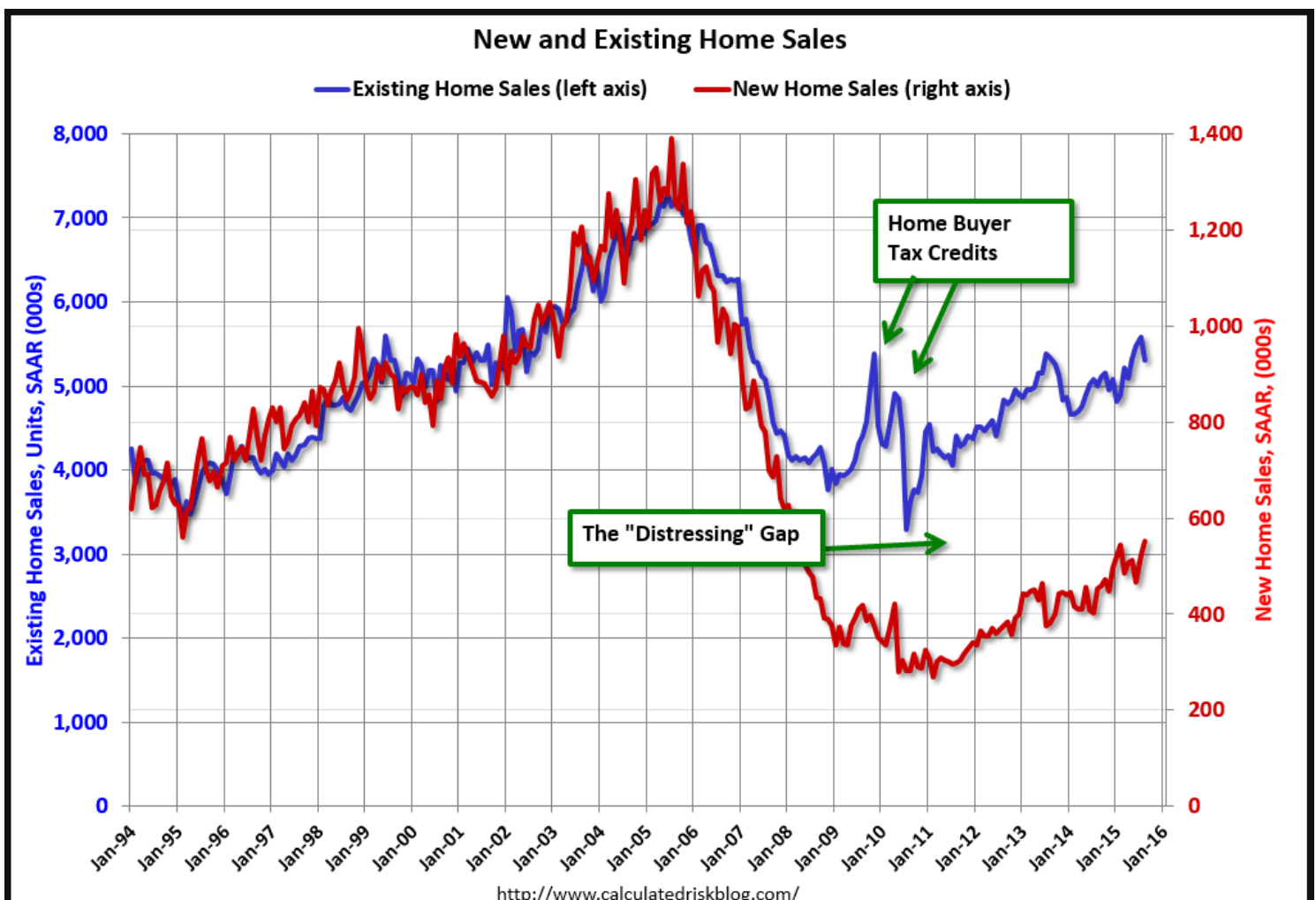
**If interested in attending this workshop, contact Juanita Mitchell via email
@ Juanitas@norcalneca.org.**

NEW FEATURE

Beginning this month, we are going to include an insightful graphic from "Calculated Risk" a Finance and Economic blog by Bill McBride. If you want to subscribe yourself, see the link below.

Click [Here](#) to subscribe to "Calculated Risk."

Every picture tells a story, don't it?

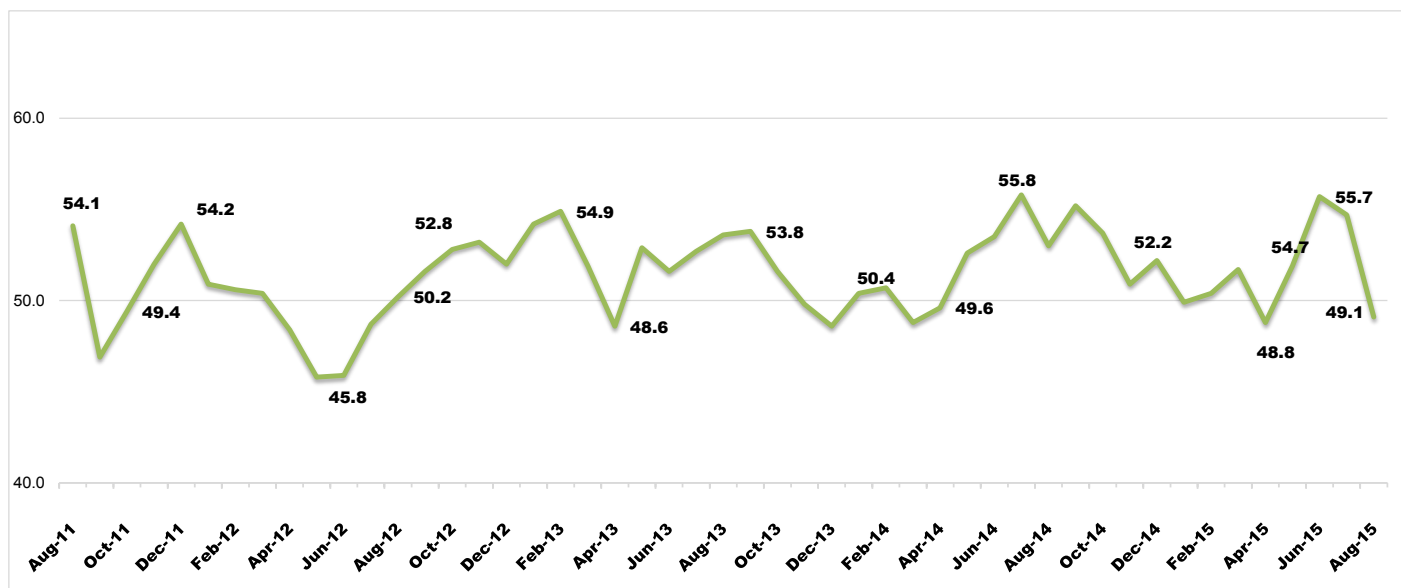


Architect Firm Billings

The Architecture Billings Index (ABI) slipped in August after showing mostly healthy business conditions so far this year. . . . [read more](#)

August ABI 49.1

Any score above 50 indicates an increase and score below indicates a decline.



"ALWAYS GO TO OTHER PEOPLE'S FUNERALS,
OTHERWISE THEY WON'T COME TO YOURS."

Yogi Berra

1925-2015

SYNERGY
eLinks

[NECA 2015 SAN FRANCISCO BROCHURE](#)

[NECA CONVENTION WEBSITE](#)

www.ul.com/whitebook



October 2015

Sun	Mon	Tue	Wed	Thur	Fri	Sat
				1	2	3 NECA Board of Governors San Francisco 8:00 a.m.
4-6			7	8	9	10
11	12	13 <u>Health & Welfare</u> Martinez Training Center 1:00 p.m.	14 <u>Sound and Communication</u> Steering Committee 11:30 a.m.	15	16	17
18	19	20 <u>Electrical Industry Trust</u> Prima's 11:45 a.m.	21	22 <u>JATT</u> Martinez Training Center 3:00 p.m.	23	24
25	26	27	28 <u>Electrical Contractors Association of California</u> <u>Golf Tournament</u> San Diego, CA		30	31



NECA
OCT. 3-6, 2015
SAN FRANCISCO



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