

The *Electrical* CONTACTOR

THE OFFICIAL PUBLICATION OF THE FLORIDA
ASSOCIATION OF ELECTRICAL CONTRACTORS

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FALL 2007



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October is here and that means Convention time! All plans are in place and our speaker line-up this fall is one of the best we've ever had. We're especially pleased that Chuck Vander Kooi from Vander Kooi & Associates, Littleton, CO, will be one of our key presenters. Chuck is a nationally known speaker who's been presenting construction seminars for many, many years. Many of you may know him from attending ABC conventions and seminars. He is best known for his "egg-sucking dog" routine, but all his presentations will keep you sitting on the edge of your seat.

As we finalize the plans for the October event, we are "up to our ears" in plans for the April 2008 Spring Conference which will be held, once again, at the beautiful Hard Rock Hotel & Casino in Tampa. I'm busy working on that speaker line-up as I write, but we will be adding more technical programs in April so you will all have the opportunity of securing enough Technical Continuing Education credits by August of 2008 when licenses renew. We've tied-down an all-time favorite speaker of industry: our very own Dan Petro with Bright Future Electric. Many of you know Dan from previous presentations. The program he is doing next April is of the same quality and expertise as those he's done in the past. Registration will begin for April in early January of 2008 so...watch the mail or check the website.

I'm pleased to announce the FAEC Board of Directors adopted two new programs for members in their July Board of Directors meeting. The first program is an "Awards of Excellence Program" which will kick-off next October at the 2008 convention. This is a project awareness and excellence program that will call for awards in various categories of construction beginning April of next year. The categories will include the following:

- Themed Category
- General Commercial
- Residential
- Commercial Mega (over \$3,000,000)
- One – PROJECT OF THE YEAR OVERALL

The call for awards will include specifics on project submissions and will be judged on a variety of criteria including the difficulty of installation, job conditions, materials used, site restrictions, quality of the finished project, and scheduling specifics. All awards will be presented at the October 2008 convention annual dinner at Marco Island Marriott. Please be sure to submit your projects for consideration when you receive the call for awards. The winning projects and contractors will receive a complete write-up in the *Contactor* magazine that is distributed throughout industry.

The second program recently adopted is a "Lifetime Achievement Award" that will be presented to persons who have served both FAEC and the industry in an outstanding manner throughout the years. This award will also be presented at the Annual convention and all judging will be done by the FAEC Executive Committee. Call for nominations will go our next July 1st and any member of FAEC can nominate a fellow member or the employee of a member. Service on the FAEC State or Chapter Board's along with upholding the FAEC Code of Ethics and support of our programs and activities will be considered. Involvement in local apprenticeship training programs, either as an instructor or instrumental in establishing such a program in a given area is also a key element.

In closing, just a reminder that dues notices will be mailed mid-December and are payable any time after January 1st of 2008. Membership continues to grow and FAEC grows stronger and sounder each year—thanks to our members. I hope to see you all in October in Jacksonville at the Convention.

Janice

FAEC BENEFITS OF MEMBERSHIP INCLUDE:

- A Voice in the Legislative Process through a full-time lobbyist in Tallahassee.
- An Annual "Spring Conference" & "Fall Convention" offering Continuing Education classes relative to license renewal.
- The official publication of FAEC — The "Contactor" bringing you up-to-date on association information and industry news.
- A Group Major Medical Insurance Program.
- A General Liability Insurance Program.
- An Annual Membership Directory.
- "Legislative Alerts" distributed throughout the session to keep you abreast of industry concerns.
- The opportunity to interact with fellow contractors to share industry concerns and discuss industry issues.

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By Rick Watson

Hometown Democracy Scam Constitutional Amendment Petition

For years we Floridians have had to deal with bad, ill-conceived constitutional amendments. Occasionally they are even threatening to the welfare of our state and its residents. But few proposed petitions pose as great a threat as the so-called "Home Town Democracy" Amendment.

You have probably heard of this amendment which special interests are trying to obtain signatures for. This is the amendment which would place every single comprehensive land-use plan change before the voters. If you think the ballots are long now, wait until you have to vote on an estimated 200-300 land use permits. Not only is this amendment bad for the decisions it expects voters to make but it would exacerbate vote turnout problems, placing power in the hands of fewer and fewer people.

What you may not be as aware of is that Florida Association of Electrical Contractors is a partner with the Chamber of Commerce in educating and defeating this proposed constitutional amendment.

Visit the **Hometown Democracy Scam** website:
www.flchamber.com/mx/hm.asp?id=leg_coalition_hometownscam

This site will help educate you and those you forward this message to about this proposed constitutional amendment and why it is bad for Florida.

Thank you again and we'll continue to communicate with FAEC membership on this important issue as the election gets closer.

Rick Watson, Legislative Counsel for FAEC
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Bright Future Electric, LLC

Bright Future Electric, LLC made its debut on February 1, 2006. With over 300 employees at three branches in both Florida and Alabama, Bright Future Electric has hit the ground running. Currently, there is one branch in Central Florida, one in Destin, Florida—in the Panhandle—and one in Birmingham, Alabama.

At present, their fleet consists of sixty-four vehicles, including pick-ups, vans, and a large bucket truck for sight lighting work.

The company services five sectors of the industry: Extra Large Commercial; Large Commercial; Light Commercial; Residential New Construction; and 24-hour Service.

Bright Future Electric's rapid growth can be accredited to the outstanding relationships of its three owners: Dan Petro, Allen McCain, and Roger Scroggins. All three have earned outstanding reputations in the industry for delivering quality installations and impeccable service to their customers. The reputation of their staff also speaks for itself. The majority of their team has many years of experience in the electrical trade and their diverse talents make them a powerful resource within the company. In the past, this elite group was responsible for the success of Amber Electric and Haymaker Electric and now is dedicated to making Bright Future Electric the new premier electrical company in the Southeast.

The company has completed numerous projects during its short history. The Lake Emma Project was completed in April of this year and The Metro West Office Project was completed in March of this year. The 15 Story Fairfield building is an example of one of their larger projects in progress that is scheduled to complete in February of 2008. At the present time they are working on the new IKEA Furniture store. This fast track superstore will be completed in September of this year.



A message from the Bright Future Electric family

*Our "Vision" is to be the Employer of Choice
in the communities we serve;*

*Our "Mission" is to provide quality service to our customers,
provide opportunities for growth to our employees, and
maintain a profit level necessary for our continued growth;*

*Our "Values" Caring for our employees and their families, our friends
and all of those we service in our communities, with honesty and integrity.*

*Together with our past experience, loyal following of
employees and a rapidly growing customer base we are
fast becoming the Electrical Contractor of Choice.*

*Remember to look for the "new white" Bright
Future vans all over town as we continue GROW!*





Mr. Daniel J. Petro

Bio

Bright Future Electric was recently formed by Mr. Daniel J. Petro in the year 2006. Mr. Petro has been in the electrical business for over 44 years. Before entering the electrical field Dan was in the Marine Corps for 4 years. In 1979 Mr. Petro and Roger Scroggins started Amber Electric which they grew into a multi-million dollar company. Mr. Petro held a wide variety of positions in the electrical field before starting Amber Electric in 1979. He served as an apprentice, journeyman, foreman, superintendent, project manager, and estimator. In 1998 Amber Electric was rolled up as part of Integrated Electrical Services, Inc. (IES) For IES Dan was the

Regional Operating Officer of Region 1, then went on to become Senior Vice President and Senior ROO of the South East Region, also President of Eastern Operations. During his career Mr. Petro has become a state-certified Electrical Contractor in Florida, Georgia, Alabama, North Carolina, and South Carolina. Mr. Petro attended Valencia Community College, the University of South Florida, the University of Central Florida, and Jones Business College. He also has attended several business seminars. He was qualified as a State Certified Instructor in electrical. He passed the National Occupational Competency Test for electrical, and continues to lecture across the state

of Florida for the Florida Association of Electrical Contractors (FAEC) and other industry associations. Mr. Petro is the past President of the West Orange Healthcare Foundation, the West Orange Chamber of Commerce, the American Heart Association, and the West Orange Committee of 101. He was also Chairman of the Health Central Hospital Board for two years during his 10 year tenure. He has been President of the Central Florida Association of Electrical Contractors (FAEC) and has served on the State Board for multiple terms. Mr. Petro sat on the Board of the Associated Builders and Contractors (ABC) for multiple terms and also on the Central Florida Builders Exchange Board for multiple terms as well. He has served on the Winter Garden Rotary Board and was the past Secretary for the West Orange Airport Authority. Additionally, he sat on the State of Florida Building Standards Review Board and the Florida State Department of Community Affairs. Dan is currently Chairman of the West Orange Political Alliance and also serves on the Health Alliance and West Orange Chamber Board. He has three grown children, Natalie, Tonia, and Tommy, and lots of adorable grandkids. He enjoys golf, tennis, sports, reading, chess and most of all, spending time with his family.





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GROUNDING VERSUS BONDING

By Mike Holt, NEC Expert

Part 6: Grounding Electrode System

How solid is your understanding of grounding electrode systems?

NASCAR racers treat their tires with a care approaching reverence. Even the most powerful engines are useless if the tires don't properly meet the track. And large grounding conductors are useless if your grounding electrode system doesn't properly meet the earth. In the first case, you start by selecting the right tires. In the second, you start by selecting the right electrodes.

Electrodes you can use

A grounding electrode system consists of grounding electrodes that are bonded together. When used in a grounding electrode system, these electrodes are *earthing* electrodes. This makes the system an earthing system. You can use the following electrodes for such an earthing system, if they are present (**Figure 1**):

- Underground metal water pipe [250.52(A)(1)].
- Metal frame of the structure [250.52(A)(2)].
- Concrete-encased grounding electrode [250.52(A)(3)].
- Ground ring [250.52(A)(4)].
- Ground rod [250.52(A)(5)].
- Grounding plates [250.52(A)(6)].

If none of these are present, you must install one or more of the following:

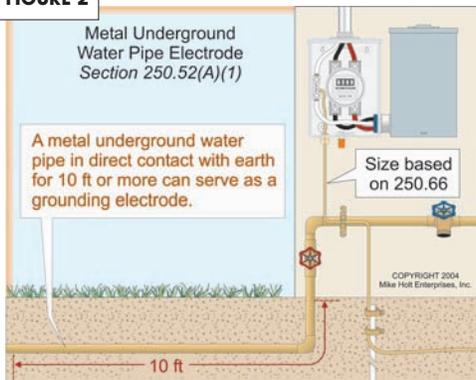
- Ground rod [250.52(A)(5)].
- Grounding plates [250.52(A)(6)].
- Metal underground systems electrode [250.52(A)(7)].

Electrode requirements

Each type of electrode has specific requirements.

Underground metal water pipe. When in direct contact with earth for 10 ft or more, it can serve as a grounding electrode (**Figure 2**). If this pipe is interrupted (e.g., by a water meter), you must make it electrically continuous with a bonding jumper sized per 250.66. If you use interior metal water piping to interconnect electrodes that are part of the grounding electrode system, you can generally do so only within 5 ft from where the piping enters the structure—see the exception in 250.52(A)(1).

FIGURE 2



Metal frame of the structure. If you use structural frame as an electrode, it must be of substantial cross-sectional area. Bond it to an electrode as defined in 250.52(A)(1), (3), or (4)—unless:

- Ten ft or more of a single structural metal member is in direct contact with the earth or encased in concrete that is in direct contact with the earth.
- The authority having jurisdiction approves some other means.

Concrete-encased (Ufer ground). Where the supply to a structure consists of multiple services or feeders as permitted by 225.30 and 230.2, you must use the same electrode for grounding (earthing) enclosures and equipment in or on that structure. The most practical method for meeting this requirement is to ground (earth) each of the disconnecting means to a common concrete-encased grounding electrode [250.52(A)(3)].

Electrically conductive steel reinforcing bars at least 1/2 in. diameter or 4 AWG copper conductor can serve as a grounding electrode if the

bar or conductor is at least 20 ft long (conductive length) Encased in at least 2 in. of concrete near the bottom of a foundation or footer that is in direct contact with earth.

The steel rebar need not be one continuous length. You can conductively join multiple sections with the usual steel tie wires to create a 20 ft concrete-encased grounding electrode (**Figure 3**).

Ground ring. To qualify as a grounding electrode, a ground ring must contain at least 20 ft of bare copper conductor that is at least 2 AWG. It must encircle the structure and be in direct contact with earth at least 30 in. below the surface [250.53(F)].

Ground rod. It must have at least 8 ft of contact lengthwise with the soil (which means, of course, it can't be less than 8 ft long) [250.53(G)]. The upper end of the ground rod must be at grade (or underground) unless you protect the grounding electrode conductor attachment against physical damage per 250.10. See 250.52(A)(5) and 250.53(A) for details. If you encounter rock bottom when driving the rod, you can:

- Drive it at an angle not to exceed 45 degrees from vertical, or
- Bury it in a minimum 30 in. deep trench.

Unlisted ground rods must be at least 5/8 in. diameter. Listed ground rods must be at least 1/2 in. diameter. The diameter doesn't affect resistance to ground (earth)—see IEEE-142, Table 13 for reference. Larger diameters

FIGURE 3

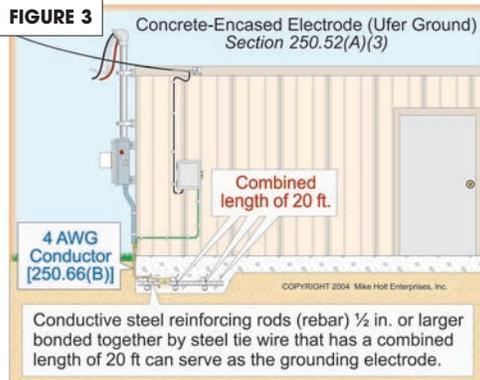
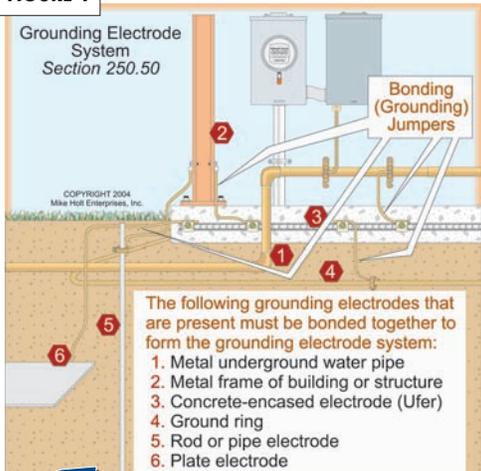


FIGURE 1





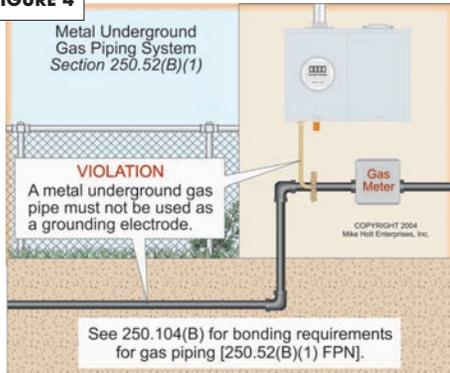
increase mechanical strength (and service in the face of corrosion).

Ground plate. You can use a buried iron (or steel) plate at least 1/4 in. thick—or a nonferrous (copper) metal plate at least 0.06 in. thick—with an exposed surface area at least 2 sq ft. It must be at least 30 in. below grade [250.52(A)(6)].

Metal underground systems. You can use such things as piping systems, underground tanks, or underground metal well casings that aren't effectively bonded to a metal water pipe.

All electrodes. Where practical, embed electrodes below permanent moisture level. Make them free from nonconductive coatings (e.g., paint or enamel) [250.12 and 250.53(G)]. If more than one grounding electrode exists at a structure, separate them by at least 6 ft. [250.53(B)]. Use fittings listed for direct soil burial or concrete encasement, if the grounding electrode attachment fitting is underground or directly buried in concrete [250.68(A) Ex. 1 and 250.70].

FIGURE 4



Twin evils

You cannot use either of these as electrodes:

- Underground metal gas piping. Risk: explosion hazard (Figure 4).
- Aluminum electrodes. Risk: electrically-induced corrosion of dissimilar metals. [250.52B]

The jumpers that bond

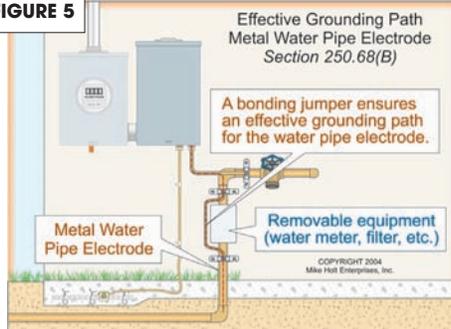
If your grounding electrode system is within 18 in. of earth, use copper to bond the ground-

ing electrodes together [250.64(A)]. Size it per 250.66. Securely fasten the bonding jumper to the surface on which it's carried, and protect it from physical damage [250.64(B)].

Terminate grounding electrode bonding jumpers to the grounding electrode by exothermic welding, listed lugs, listed pressure connectors, listed clamps, or other listed means. When the termination is encased in concrete or buried, use termination fittings that are listed and identified for this purpose [250.70].

The bonding connection to the interior metal water piping system (required by 250.104), must not depend on water meters, filtering devices, or similar equipment that might be removed. Install a bonding jumper around removable equipment to assist in clearing and removing dangerous voltage from a ground-fault to the metal water pipe [250.53(D)(1), 250.68(B) and 250.104] (Figure 5). You must supplement the underground metal water pipe grounding electrode (if present) with one of the electrodes we discussed earlier (electrodes you can use).

FIGURE 5



Supplementary vs. supplemental

Don't confuse the requirements for *supplementary* electrodes [250.54] with the requirements for *supplemental* electrodes (e.g., the underground metal water pipe) [250.53(D)(2)].

A *supplementary* (not supplemental) electrode establishes an additional electrical connection to the earth, but is not part of the main electrical connection to the earth. An example of a supplementary electrode is a ground rod installed next to a machine tool. Technically, it

serves no purpose, but some equipment manufacturers, oblivious to grounding theory, require these.

You cannot use a *supplementary* electrode as an effective ground-fault current path for electrical equipment as required by 250.4(A)(5) and 250.4(B)(4). You don't have to ground the *supplementary* electrode to the grounding electrode system of the structure, and you don't have to size the grounding (earthing) conductor for it per 250.66.

If the *supplementary* (not supplemental) electrode is a ground rod, it doesn't have to comply with the 25 ohm requirement of 250.56.

Lightning protection

If you use a grounding electrode for a lightning protection system, you cannot use it as a grounding electrode for the structure grounding electrode (earthing) system required by 250.50.

The purpose of a lightning protection system installed per NFPA 780 is to protect the structure from lightning damage. The concern that bonding the lightning protection system to the building grounding system may create a path for lightning into the electrical wiring or equipment within the structure does not justify keeping the two systems separate—separation creates a dangerous potential between them. You must bond your lightning protection electrode system to the structure grounding electrode (earthing) system [250.106].

Now you understand the types of grounding electrodes you can use—or in some cases, must use—and some specific requirements that apply. You've learned important requirements about the bonding jumpers used with these electrodes.

You won't inadvertently confuse supplemental electrodes with supplementary electrodes—you know an example of the former is a water pipe and an example of the latter is a machine electrode and these have different requirements.

Now, you can keep your grounding systems "on track."

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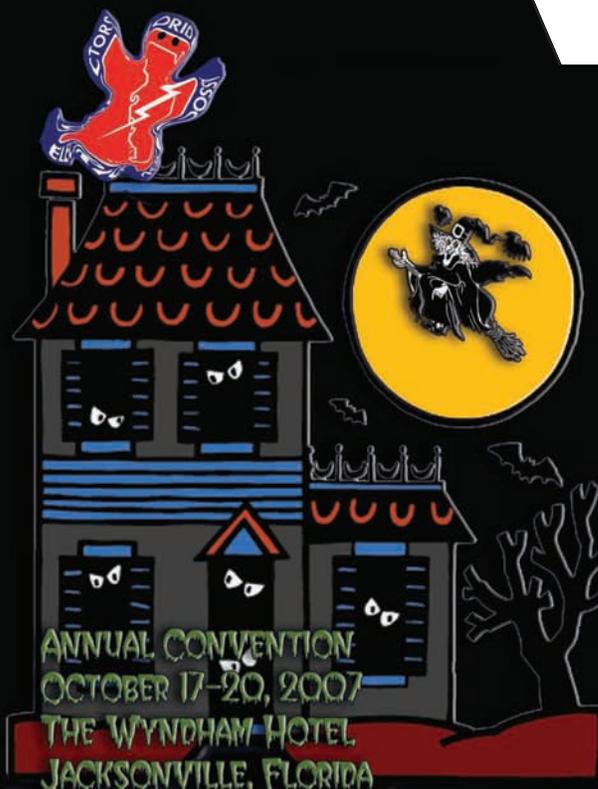
If you answered yes to any of the above questions, then you must visit www.MikeHolt.com to take advantage of the many technical resources that are available to you for FREE.

A handwritten signature in black ink that reads 'Mike Holt'.



"As for me and my house, we will serve the Lord [Joshua 24:15]"

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FAEC HALLOWEEN SPOOKTACULAR

FAEC ANNUAL CONVENTION AGENDA

THE WYNDHAM HOTEL, JACKSONVILLE, FL. - ECLB APPROVED SPONSOR #0000857

OCT. 17-21, 2007

Wednesday, OCT. 17, 2007

3:00-5:00 p.m. Registration & check in for early member arrivals. Members can stop by and pick up their registration packages and familiarize themselves with the hotel.

Thursday, OCT. 18, 2007

8:00-5:00 p.m. Member Registration & check in. Members can stop by and pick up their registration packages anytime during the day.

9:00-11:00 a.m. Committee Meetings – An informal meeting of the various FAEC committees to discuss their activities including plans and goals for this year along with preparation of committee agendas for presentation at the 3:00 p.m. Board of Director's meeting.

3:00-5:00 p.m. Annual Board of Directors Meeting. This is the Annual meeting of the FAEC State Board of Directors. Open to all attending.

5:00 – On Open evening for visiting area restaurants, shops or taking a river taxi over to Jackson Brewing Company or the Chart House Restaurant for dinner.

Friday, OCT. 19, 2007

8:00-5:00 pm. Registration Desk Open – Staff will be available to help with member check-in and questions.

8:00 a.m. Continental Breakfast Open

8:15-9:15 a.m. CLASS I – ECLB #0007621 Innovations in Solid State Lighting | HR CE T-Technical credit necessary for license renewal, presented by Allen Weiss, PE, LC, SESCO Lighting, Winter Park, FL. This program will show how light is created and how solid state devices create light. Allen will discuss the application of current lighting

practices, updates on new and revised lighting equipment, design strategies and energy considerations for solid state lighting and reasons to consider the use of light emitting diodes in the application of architectural lighting plus the advantages and disadvantages of the three currently available LED types.

9:30-10:30 a.m. CLASS II – ECLB #0007639: "Architectural Lighting Control"- 1 HR-Technical (T) CE Necessary for License Renewal. Presented by Allen Weiss, PE, LC, SESCO Lighting, Winter Park, FL. This program will review the application of current lighting practices, including fixture and lamp descriptions and techniques for lighting softscape, hardscape and water features plus provide a better understanding of design strategies, maintenance issues and energy considerations for landscape lighting.

10:30-10:45 a.m. Refreshment Break – Time for a quick "pick me up" with fresh juice, coffee and granola bars.

10:45-12:30 CLASS III – ECLB # (Approval pending) – 2 HRS (B) CE "Creating Estimator's from Your Field Supervisors", presented by Roy Campbell, Hypower Electric, Orlando, FL. This program will show contractors how to promote their existing field personnel to in-house estimators by teaching them the basic fundamentals of estimating. Items to be covered include:

- Traits to look for when considering potential estimators
- Preparing the employee for the move to "inside"
- Time frame necessary to achieve success
- Points to cover during the education process
- Basic specification reading
- Preparing bills of material
- Sending out invitations to bid

- Basic blue print take-off
- Preparing the bid summary
- Preparing the final proposal

9:30-12:00 Noon Spouse Class – A special event for our spouses to keep them entertained while contractors are busy with classes.

12:30 – 1:15 CLASS IV -ECLB #0000632 "Worker's Compensation Update" with Keynote Speaker, Rick Watson, FAEC Lobbyist. 1 HR CE (W) – Mandatory Credit for License Renewal. Rick will present an over-view of the 2007 Legislative Session including changes and revisions to the Florida Worker's Compensation Law. Additional issues to be covered include all construction and tax bills, the Jessica Lundsford Act and business bills relating for Florida Business.

1:30-3:30 CLASS V –ECLB # ____ 2 HR (B) CE (Approval Pending) "Crew Management for Tomorrow's Superintendent" presented by Mike Freiner, Brite Future Electric, Orlando, FL. Lack of training prior to promoting individuals to supervisory positions can create a very frustrating atmosphere for the contractor, foreman and his or her crew. This class will focus on the key skills necessary to help alleviate this frustration. Issues to be covered are:

- Role of the Field Supervisor
- Human Relations/People Skills
- Problem Solving & Decision Making
- Jobsite Safety
- Planning
- Cost Awareness and Control
- Resource Control
- Personal Organization Skills

3:45-5:15 "LET'S TALK"-A contractors networking session back by popular demand. An open, informal "roundtable" session for candid contractor discussion including issues such as labor, material supplies, trends in the industry, licensing, appren-



Meet Your Presenters...

ticeship training, wages, etc. You are free to bring forth any issue you would like to discuss with fellow contractors. THIS SESSION IS LIMITED TO CONTRACTOR OWNERS ONLY. Moderator, Mike Cauthen, DMC Inc., President/Legislative Chairman, FAEC.

6:30-9:30 p.m. Theme Party Dinner and Entertainment – It's Halloween “Spooktacular” and time for witches, goblins and ghosts, galore! Break out your most scary Halloween costume – their will be prizes for the best dressed male, female and couple – so come prepared for great food, great entertainment – including the “Monster Mash” and a fun-filled auction to benefit our legislative fund.

Saturday, OCT. 20, 2007

8:00-9:30 a.m. Sunrise Breakfast Buffet and Mini-Mart Networking Session. Start the day off right with a full breakfast buffet and another session of networking with our Association benefit provider companies. Due to the success of the last event, this program will be repeated and networking partners have increased. Space is limited – Register early for Great Door Prize Give-aways and a grand prize drawing of \$250.00

9:30-11:30 SPOUSE EVENT – a shopping trip is planned for the local boutiques of the area with ample time to visit the specialty shops located along the beautiful Jacksonville Riverwalk.

9:45-12:00 CLASS VI – ECLB # _____ 2 HRS (B) Business CE (Approval Pending) “Six Things Contractors Always Ask” presented by Chuck Vander Kooi with Vander Kooi & Associates, Littleton, CO. Chuck's presentation will include various suggestions for how to organize your company, how to deal with “lowballers”, how to handle company growth and what is good growth, how to maintain control of a growing company, what figures you should be looking at, do you get people first or the work first? An excellent, professional, entertaining presentation by a nationally recognized industry consultant – a class you won't want to miss!

12:00 – 1:00 pm Lunch for All Attendees – Join us for the installation of the new 2008 Officers & Board of Director members.

1:30-3:30 CLASS VII – ECLB # _____ 2 HRS (B) Business CE (Approval Pending) “Estimating & Bidding” presented by Chuck Vander Kooi, Vander Kooi & Associates, Littleton, CO. Another terrific course that will help educate you on how to make sound financial decisions, including:

- Labor Costing: How and why we figure in production hours instead of dollar amounts
- Equipment Costing: Arriving at exact hour and daily costs
- Labor Burden: Gives percentages of taxation on labor, or Items that apply to labor
- Overhead Allocation: Illustrates different methods to use to Allocate overhead
- Profit: Deciphers between four different considerations: need, Risk, size and market place The “Ding Dong” Factor: Emphasizes the need for a cost ode For the people who “hit below the belt”

3:30 – On Free time to visit the Jacksonville Riverwalk area or the River City Brewing Company or the Chart House Restaurant before departing the city.

In accordance with the American with Disabilities Act, those individuals requiring special accommodations or equipment during the meeting should contact headquarters well in advance of the meeting at 407-260-1511.

Charles Vander Kooi - With 24 years experience as an entrepreneur, professional lecturer, and consultant Charles is the owner and President of Vander Kooi & Associates Inc. He has forty years experience as a professional to the construction industry and has spoken to over 200,000 contractors worldwide as an expert on business management issues.

Mr. Vander Kooi has consulted with over 1,200 construction companies on management issues, personally bid over 1 Billion Dollars in construction work, is the publisher of HardScape Magazine, authored 8 books to Industry and has written hundreds of articles for trade publications

Specific areas of experience and academic preparation include: Job Costing, Accounting, Estimating and bidding, Financial management and Budgeting.

Richard Watson is the principal of Richard Watson & Associates, Inc., specializing in governmental relations. He has over twenty-two years experience lobbying in Tallahassee. After graduating from the University of Texas at Austin with a B.A. in English, he obtained his J. D. from Emory University in 1974.

As an associate and partner with Isler, Brown, Smith, and Watson in Panama City, Mr. Watson concentrated his practice in litigation, real estate, and probate law. In 1983, he joined the office of Florida Insurance Commissioner and Treasurer, Bill Gunter.

From 1986 until 1991, Mr. Watson was vice-president of L. Garry Smith & Assoc., Inc. where he provided representation to private concerns and governmental entities. Since January 1, 1992, he has owned his own company and represents a number of construction trade associations.

Roy Campbell, Area Manager of Hypower, Inc., Orlando, FL from 2004 to present and is responsible for the general management of the Central Florida office. His responsibilities include developing business, estimating projects, and overseeing project managers and superintendents and he is also the Chief Estimator.

Roy's work history and education includes:

1972 – 2003 TRI-CITY ELECTRICAL CONTRACTORS INC.

1994 - 2003 Senior Estimator; 1989 Manager of Special Projects Division over production and estimating; 1980 Assistant manager of estimating department; 1976 Estimator

EDUCATION

1990 Rollins College Leadership in the 90s and beyond

1988 Rollins College Graduate School of Business

1985 Dale Carnegie Course

1973 - 1976 Electrical ABC Apprenticeship Completion

Mike Freiner - With 35 years experience in Commercial, Industrial and Service areas of the electrical construction industry Mike currently serves as the Vice President of Education & Planning at Bright Future Electric, Inc.

Mr. Freiner is the graduate of the State of Florida 4-year Electrical Apprenticeship program, Clemson University Project Managers program, Leadership Orlando as well as a multitude of management and leadership seminars and programs.

Mike is the published author of “The Plan” Success Strategies for the not so rich and famous and holds a State of Florida Unlimited Electrical Contractors License, City of Orlando Lifetime Journeyman License, City of Orlando Masters License and Orange County Public Schools Teachers Certification, Vocational and Education.

He is the current FAEC/CF President and has served on the F.E.A.T (Florida Electrical Apprentice Training program board since 1999. Mike also serves the Academy of Construction Trades Board of Trustees, is an active member of A.E.I., A.B.C. and is an Electrical Program Advisory Board Member at Westside Vo-Tech.

Allen Weiss is a lighting design professional presently working as a continuing education provider for SESCO Lighting in Winter Park, Florida. He is a graduate of Drexel University with a B.S. in Electrical Engineering. Allen is both an LC and PE by examination and is presently registered in six states (Florida, Pennsylvania, Maryland, Delaware, New Jersey and North Carolina).

Allen has personally designed or supervised over 30 million square feet of facility lighting, many for Fortune 500 clients. Additionally, he has worked on the lighting design of several major roadway, tunnel and bridge projects including Orlando, Florida's East-West Expressway and major portions of Charleston, West Virginia's interstate highway system. Several of his lighting designs have merited design awards through the IESNA and Architectural Record.

He has taught lighting design at Pittsburgh's La Roche College as well as lectured on several lighting design topics through his affiliation with the Illuminating Engineering Society of North America. Mr. Weiss served as Section Chairman of the IES in Philadelphia, PA.



Registration!!!

**ANNOUNCING FAEC 2007 ANNUAL CONVENTION
WYNDHAM HOTEL, JACKSONVILLE, FLORIDA
Oct. 18-21, 2007
REGISTRATION FORM**

INSTRUCTIONS:

1. Complete all portions of this form and return to FAEC, P.O. Box 180458, Casselberry, FL 32718-0458. A check payable to FAEC must accompany this form in order to secure registration.
2. Your name and company will appear on your name badge and registration materials as you indicate below.
3. Type all portions of this form.

Conference Registration: Includes all educational classes, CE Certificates, seminar hand-outs and meal functions.

NAME: _____ NICKNAME: _____

YOUR STATE LICENSE NUMBER: _____

SPOUSE/GUEST: _____ NICKNAME: _____

COMPANY NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

PHONE: _____

REGISTRATION FEES:

Full Registration Fee must accompany this form. Full refund given if cancellation is received 14 days prior to convention.

Early Bird Registration Fees Before August 1, 2007

- _____ FAEC Member(s) @ \$300.00 per person
- _____ Project Manager/Key Personnel \$200.00 per person
- _____ Member Spouse/Guest(s) @ \$200.00 per person
- _____ Non-Member \$500.00 per person**
- _____ Friday Classes ONLY \$125.00
- _____ Saturday Classes ONLY \$125.00

After August 1, 2007

- _____ FAEC Member(s) @ \$350.00 per person
- _____ Project Manager/Key Personnel \$250.00 per person
- _____ Member Spouse/Guest(s) @ \$225.00
- _____ Non-Member \$500.00 per person**
- _____ Friday Classes ONLY \$175.00
- _____ Saturday Classes ONLY \$175.00

PLEASE MAKE ALL HOTEL ACCOMMODATIONS DIRECTLY WITH THE WYNDHAM HOTEL.

904-396-5100 PRIOR TO SEPT. 15, 2007 ... ALL ROOMS BLOCKED FOR FAEC WILL BE RELEASED AT THAT TIME!

Room Rate: Single/Double \$99/Per Night.

*For early arrivals/stayovers, the group rate will be honored to all attendees with no minimum/maximum required, subject to availability.

** If non-member joins FAEC within 30 days of conference \$150.00 will be applied towards first years dues.

***PLEASE NOTE THAT A CREDIT CARD AUTHORIZATION MUST BE USED TO SECURE ALL ROOMS!

PLEASE MAKE A COPY FOR YOUR RECORDS

REGISTRATION DEADLINE: October 8, 2007

RETURN TO: FAEC, P.O. BOX 180458, CASSELBERRY, FL 32718-0458
(407) 260-1511 • FAX 407-260-5732





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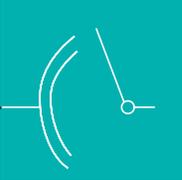
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President

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A Customer Driven Company Mentality

By Mike Freiner, President FAEC/CF

It appears that most of the markets in our area are doing well with the exception of single family homes. The last several months have been a wake-up call for many of us. Hard times serve as a reminder to us that our companies are not indispensable. I felt this would be a good time to remind everyone that in order to succeed our number one focus should always be on the customer.

Business in recent years has taken on many new complex dimensions. Competition is stiffer and margins are smaller. Success is no longer related to technology, size or product superiority alone. In a quest to maintain market position, business leaders are realizing that one of the areas where they can improve profits, as well as market position, is by creating a customer-driven organization.

Today's focus is no longer on customer satisfaction; it is on exceeding customer expectations. Customer service is expected. Customers today want quality and service and they want it fast.

Being customer driven means being able to respond and fulfill their needs better and faster than our competition.

Determining Customers Needs

A companies' long-term competitive value lies in its ability to establish what their customer's needs are—and their capacity to produce and provide a quality product or service that will satisfy those needs. The reality is that without customers our business can't exist.

Speed and flexibility

We must supercharge our business with improved speed and response time and responsiveness should be given the highest priority. The typical customer wants it their way and wants it now. Always give more than people expect whenever you can. Your return for your efforts will come about through pride, satisfaction, recognition, revenues, and reputation.

Consistency

Many businesses are accommodating to new customers and then customer service drops off considerably after the customer becomes an established account. This eventually leads to losing the account. Our focus must be on consistent quality service before, during and after the sale. Getting new accounts cost five times as much as servicing our existing ones. Words to live by: *provide excellence from day one and never stop.*

Community Service Committee Report

Last year FAEC/CF was able to give Camp Challenge \$2,000 towards the renovations of the dining hall. This month, August 2007, they were able to get started with the work.

The FAEC Board of Directors elected to continue fundraising this year and designating the money to Camp Challenge to be used as needed, maybe new kitchen equipment. So far this year, we have raised \$520 at our State Convention and our annual Bar-B-Q. Our next fundraising event will be held on the night of our Edison Award and Casino Night. We will have another mystery fun box raffle.

Clues will be given out during dinner and introductions. It adds to a fun night and the satisfaction of helping in our community.

Camp Challenge, located in Sorrento, FL, is designed for children and adults with physical disabilities. The camp enables care givers a weekend break or a week during the summer and the campers an opportunity to excel in new surroundings.

The FAEC is proud to be able to give back to our community. Thank you all for your concern and help.

CASINO NIGHT

What's it to ya?

Answer: Fun and excitement at the tables, a chance to wheel and deal with \$10,000 bets and no cares in the world.

A way to reward employees with a nice dinner and entertainment. A chance to meet friends, contractors, sales reps, suppliers, subcontractors, inspectors, and anyone else connected with the electrical industry.

Cashing in your winnings for tickets to be drawn for exciting prizes. And to top it all off: "FAEC/CF Edison Award presentation". This year goes to Craig Eddington, a very deserving and respected member of the electrical industry. Let's all turn out to congratulate Craig.

What can you do to help make this the best ever Casino Night event?

Answer: Purchase a corporate table or individual tickets. Secure a \$200 gaming table sponsorship and invite them to sit at your table or purchase tickets for their employees. Donate prizes in the \$25 to \$50 range to be drawn for by lucky winners.

Don't wait until the last minute.
Come prepared to have a wonderful time.

See you there!

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NCCI Proposes Reduction for Workers Compensation Rates in Florida

On August 24, 2007, the National Council on Compensation Insurance (NCCI)* delivered its annual workers compensation rate filing to the Florida Office of Insurance Regulation (OIR). Based upon its review of the most recent data available, NCCI has proposed, effective January 1, 2008, an overall workers compensation rate level decrease of 16.5%.

Assuming the filing is approved as proposed, the overall average rate impact at an industry group level would be as follows:

Rate Filing Components	Impact
Due to Change in Experience	-12.5%
Due to Change in Trend	-5.7%
Due to Change in Benefits	-0.6%
Due to Change in Expenses	+2.2%
OVERALL PREMIUM LEVEL CHANGE	-16.2%
Expense Constant Offset	-0.3%
OVERALL RATE LEVEL CHANGE	-16.5%

	Filing 1/1/08	Cumulative 10/1/03 - 1/1/08
Manufacturing	-15.6%	- 46.4%
Contracting	-16.0%	- 50.9%
Office and Clerical	-19.4%	- 49.6%
Goods and Services	-17.1%	- 50.4%
Miscellaneous	-13.2%	- 51.8%
TOTAL	-16.5%	- 50.4%

There are two main reasons for the proposed rate level decrease:

1. **Significant declines in claim frequency.** Florida's lost time claim frequency declined by 12.6% in 2006. While medical severity (i.e., average size of the medical portion of the claim) continues to grow, the decline in claim frequency coupled with the growth in wages much more than offset the growth in medical severity. Claim frequency declines are mainly attributable to demographics, business efforts to promote safe working conditions, technological improvements, and the impact of global competition.

2. **Improvement in loss development (i.e., claims are developing to a lower ultimate value).** The improvement in loss development, that began prior to the 2003 Florida workers compensation reform, continues and appears to have been bolstered by that reform which, among other things, tightened compensability standards and limited attorney fees.

This is the fifth decrease NCCI has proposed since Florida workers compensation rates hit a high point prior to the 2003 workers compensation reform. The previous rate reductions approved by the OIR are as follows:

- 14.0% (10/1/03)
- 5.1% (1/1/05)
- 13.5% (1/1/06)
- 15.7% (1/1/07)

The OIR is expected to schedule a public rate hearing in October.

**National Council on Compensation Insurance, Inc., based in Boca Raton, FL, manages the nation's largest database of workers compensation insurance information. NCCI analyzes industry trends, prepares workers compensation insurance rate recommendations, determines the cost of proposed legislation, and provides a variety of services and tools to maintain a healthy workers compensation system.*

901 Peninsula Corporate Circle
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 Fax: 561-893-5463
 Contact: Lori Lovgren



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2 NEW PROGRAMS

Watch the mail next Spring

for details!!!



FAEC Spring Conference 2008

Hard Rock Hotel & Casino
April 3-5

Educational Symposium and
Southeast Trade Show

Show Hours:

Friday April 4th - 12:00noon - 4:00pm

Saturday, April 5th - 9:00am - 12:00noon

Room Rate \$209/Per Night

Toll Free: 800-762-5463 for Reservations

Florida Association of Electrical Contractors

Application for Membership

COMPLETE AND MAIL TO FAEC • PO BOX 180458 • CASSELBERRY, FL 32718-0458

With your Check for the proper dues amount!

Full year's dues must accompany application. Dues for second year will be prorated on applications received March 1 thru November 1.

I, _____, apply for membership in FAEC...a non-profit organization, devoted to the betterment of the Electrical Contracting Industry in the State of Florida.

Name: _____ Title: _____

Company: _____ Phone (____) _____

Address: _____ Fax: (____) _____

City St. Zip County

CONTRACTOR

(open to all state registered or certified electrical contractors)

Dues Schedule (Check One):

- New Member First Year Only, \$150**
- State Certified or Registered Electrical Contractor:** \$350.00 Per Year
- Certified Specialty Contractor:** licensed by ECLB \$200.00 Per Year
- Key Personnel:** Any person (non-master) in the employ of an electrical contractor desiring to support the interests and efforts of the Association whose responsibilities include overseeing construction projects, estimating, purchasing, safety programming, etc. \$50.00 Per Year
- Non-Contractor:** A master electrician not conducting electrical contracting \$50.00 Per Year

Company Contact Name: _____

ER or EC Number: _____

AFFILIATE

(open to all manufacturers, distributors, suppliers, and others who wish to maintain close contact with the industry and support the goals of the association)

- New Member First Year Only, \$150**
- Dues Schedule: \$300.00 Per Year**

In 25 words or less describe what your firm sells to electrical contracting firms, or describe your interest in relation to FAEC.

I agree to assist, to the best of my ability, the efforts of FAEC to improve our industry and abide by the by-laws and code of ethics.

Signed: _____ Date: _____

Sponsored by: _____

Current FAEC Member

Contractor Applicants ONLY! *Please list 3 electrical material supplier references with whom you've done business with in the last 12 months.*

- | | |
|------------------------|----------------------|
| <small>Company</small> | <small>Phone</small> |
| 1) _____ | _____ |
| 2) _____ | _____ |
| 3) _____ | _____ |

The ECLB (Electrical Contractors Licensing Board) Will be contacted for pending violations against your license...Please be sure the number you are supplying is absolutely correct!





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* National Highway Traffic Safety Administration Report, "What Do Traffic Crashes Cost? Total Cost to Employers by State and Industry," 1998-2000

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