

THE WECA NEWS

Inside this issue:

Calendar of Events	2
Welcome New Members	2
WECA Welcomes New Associate Member: Genovese, Forman & Burford Financial & Insurance Services	3
New Member Benefits Through IEC	5
Playing the Odds (Federated Insurance)	5
WECA's New CD Destined to be an Industry "#1 Hit"	6
Supporters, Opponents Debate Merits of Bill to Limit Organizing through "Salting"	7
WECA at the Capitol	8
Good of the Association	10
WECA Association Member Roster	10
WECA Member Roster	11
Golf Tournament Sign-up Sheet & Sponsorship Opportunities	Insert
WECA Membership Meeting flyer	Insert

Message From the President

By Darryl Vasko, President of the WECA Board of Directors, & President of Vasko Electric, Inc.

WECA Celebrates the Merit Shop Electrical Industry with a Member Meeting and Fiesta!

As most of you know, Merit Shop Electrical Contractors represent the majority of all electrical contractors in the State. We are a strong group with thousands of suppliers and other businesses that support our growth and stability.

On Wednesday, May 5, 2004, we will celebrate this through a fun yet informative WECA Membership Meeting in Sacramento. Appropriate to the date, our theme is a Mexican fiesta and will be attended by Contractor Members and potential members, Affiliates, political and industry representatives as well as Associate Members--many who have agreed to sponsor this event. Whether you are located in the Sacramento area or not, please join us:

WECA Membership Meeting
Wednesday, May 5, 2004 from 4:00 p.m. to 7:00 p.m.
The Sacramento Hilton
2200 Harvard Street, Sacramento, CA 95815
Contact: Jane L. Rimer, WECA Marketing Manager
(916) 453-0112, ext 14
jrimer@weca-iec.org

You won't want to miss this important meeting with a program that includes:

- Key note speakers from the State—with messages you need to hear;
- Updates on mandatory journeyman certification (still effective 1/05), apprenticeship training and key legislation;
- Networking with contractors and other supporters of the industry;
- Sponsors and information from industry-related businesses.
- Raffles, prizes

All of this, plus fine Mexican food, drink and music in a traditional celebration of Cinco de Mayo!

Notices to "mark your calendars" were sent to you last month. If you did not receive one, please contact Jane L. Rimer, WECA Marketing Manager at 916/453-0112 or jrimer@weca-iec.org. Watch for your invitation coming soon!

Darryl Vasko



www.weca-iec.org



March &
April

**Calendar
of Events**

March 6, 2004

5:00 pm - Installation Dinner
Serrano Country Club

March 10, 2004

12:00 - Disciplinary Meeting
1:00 pm - ATC meeting
San Diego

March 11, 2004

9:30 am - Board of Directors
Meeting - Sacramento Office

March 23, 2004

2:00 pm - ATC Meeting -
Sacramento Office

April 8, 2004

9:30 am - Board of Directors
Meeting - Sacramento Office

April 14, 2004

12:00 - Disciplinary Meeting
1:00 pm - ATC meeting - San Diego

April 21 - 23, 2004

California Apprenticeship
Council - Sacramento

April 27, 2004

2:00 pm - ATC Meeting -
Sacramento Office

May 5, 2004

4:00 - 7:00 pm - Membership Meeting -
Hilton (Arden-West) Sacramento

May 11, 2004

Day At The Capitol
Sacramento

May 17, 2004

WECA's 6th Annual Golf Tournament -
Whitney Oaks Golf Club

WECA Board of Directors

Darryl Vasko, President

Vasko Electric, Inc.
darrylv@vasko.com

Greg Anderson, Vice President

Rex Moore Electrical Contractors
G.anderson@rexmoore.com

Rick Butterfield, Treasurer & Immd Past Pres

Butterfield Electric Inc.
rickb@butterfieldelectric.com

Mark Cooper

H & D Electric, Inc.
mark@hdelectric.com

Joe Lickey

Denny's Electric
Dennyselect@aol.com

Marc McBride

McBride Electric, Inc.
MarcM@mcbrideelectrci.com

Art Munoz

Marticus Electric, Inc.
art@marticus.com

Jim Neuffer

Neuffer Electric
jimneuffer@cs.com

Wes Owsley

Advanced Electric, Inc.
wes@advancedelectricinc.net

Frank Vellutini

Royal Electric Co.
frank@royalelect.com

Tom Wilbert

VCI Telcom, Inc.
s3.twilbert@sbcglobal.net

ASSOCIATION LEADERSHIP TEAM

Executive Director, CEO - Ext. 12

Terry Seabury - tseabury@weca-iec.org

Apprenticeship Director - Ext. 27

Debbie Dobson - ddobson@weca-iec.org

HR / Customer Services Director - Ext. 11

Christine Hall - chall@weca-iec.org

Government Affairs Director- Ext. 18

Eric Christen - echristen@weca-iec.org

Manager, SoCal Membership Services

San Diego Office (858) 751-0600

Robert Bartlett - rbartlett@weca-iec.org

NorCal Membership Services / Marketing - Ext. 14

Jane Rimer - jrimer@weca-iec.org

Financial Manager- Ext. 15

Gail Gibson - ggibson@weca-iec.org

ASSOCIATION STAFF

Administrative Manager - Ext. 41

Roxanne Barnello - rbarnello@weca-iec.org

Sacramento Instructor

Larry Carlyle - lcarlyle@weca-iec.org

Receptionist / Admin. Assistant - Ext. 10

April Carpenter - acarpen@weca-iec.org

Insurance Administrator - Ext. 17

Cindy Cormier - ccormier@weca-iec.org

Lead Administrative Assistant - Ext. 21

Dara Domasky - ddomasky@weca-iec.org

Curriculum Coordinator - Ext. 26

Marsha Easter - measter@weca-iec.org

ATC Accountant - Ext. 23

Telisha Edge - tedge@weca-iec.org

Customer Consultant / Single Point of Contact - Ext. 24

Sue Fairbanks - sfairbanks@weca-iec.org

WECA Accountant - Ext. 25

Yolanda Jackson - yjackson@weca-iec.org

Records Administrator - Ext. Ext. 40

Audra Jamieson - ajamieson@weca-iec.org

Apprentice Dispatch - Ext. 19

Debbie Jolly-Jordan - djolly@weca-iec.org

Operations Manager - Ext. 20

Rick Lawrence - rlawrence@weca-iec.org

Project Manager - Ext. 16

Robin Lysaght - rlysaght@weca-iec.org

Sacramento Instructor

Earl March - emarch@weca-iec.org

Sacramento Instructor

Dennis Meade - dmeade@weca-iec.org

Sacramento Instructor

Mike Moyer - mmoyer@weca-iec.org

Recruiter & Outreach Coordinator

Shevea Myrick - smyrick@weca-iec.org

Customer Consultant / Single Point of Contact - Ext. 22

Alice Petterson - apetterson@weca-iec.org

Administrative Assistant - Ext. 38

Nancy Quint - nquint@weca-iec.org

IT / Database Specialist - Ext. 39

Steve Ries - sries@weca-iec.org

San Diego Instructor

Randy Rohrbacker - rrohrbaker@weca-iec.org

Student Information Data Analyst - Ext. 13

Alicia Seabury - aseabury@weca-iec.org

Sacramento Instructor

Jimmie Slemple - jslemple@weca-iec.org

Disciplinary Coordinator - Ext. 28

Jackie Thayer - jthayer@weca-iec.org

Administrative Assistant - Ext. 29

Ronnie Vigel - rvigel@weca-iec.org

W
E
L
C
O
M
E
N
E
W
M
E
M
B
E
R
S

Arthur J. Gallagher & Co.
Aliso Viejo, CA

Cool Technology
Cool, CA

CLP Resources Inc.
Fairfield, CA

Custom Aire Mechanical, Inc.
Sacramento, CA

**Genovese, Forman & Burford
Financial & Insurance**
Sacramento, CA

Industrial Sonlight
West Sacramento, CA

Inspironix, Inc.
Sacramento, CA

R.E.F. Corporation
San Francisco, CA

**Todd & Associates Personnel
Agency**
Citrus Heights, CA

Valley Electric
Sacramento, CA

WECA Welcomes New Associate Member: Genovese, Forman & Burford Financial & Insurance Services Inc.

By: Jane L. Rimer, WECA Marketing Membership Development Manager

This article is the first of company profiles we will be covering in the WECA News. Our goal is to begin offering highlights of our Associate Members and the services they offer to our Contractor Members, Affiliates and other Associates.

On March 1, 2004, WECA welcomed new Associate Member Genovese, Forman & Burford Financial and Insurance Services, Inc. (GFB). In an industry recently riddled with consumer fear and speculation, this local company remains top in its field and one of the largest full-service financial planning practices in the Sacramento Area.

I spoke recently to Mike Genovese, CFP, Principal and one of the original founders, about the company and their achievements since its inception in 1987.

WECA: Mr. Genovese, tell me about the Company and why you think you've experienced continued success?

Genovese: GFB offers a complete range of products—employee benefits plans, insurance services, asset management, investment advisory and more--rather than a single product line. Our staff has dedicated areas of expertise to manage these areas, but still, we work as a team.

Another major factor is our independence. We have no proprietary products that we pedal and on the investment advisory side of our business our compensation is fee-based rather than commission-driven, as much of our competition is. We can honestly deliver products and services that meet the needs of our clients, not a commission or quota schedule of a corporate headquarters.

WECA: You say the company operates a "relationship-based" service model. What does that entail?

Genovese: We've learned that really getting to know our clients helps us get an accurate understanding of their unique needs. Only then can we offer the best, most appropriate products and services. Ultimately that leads to more profitable--and satisfied—clients!

WECA: You talk about the company's "dedicated areas of expertise". How does that work?

Genovese: As I said, although we work as a team, each of the three partners is a specialist in their own right. We are all Certified Financial Planners. Dean Forman is also a Certified Employee Benefits Specialist and has a Masters of Science in Estate Planning. He's dedicated to employee benefits planning for our clients. Lon Burford's expertise lies in retirement plan asset management for both individuals and larger organizations. He is primarily focused on employee self-directed retirement plans, like 401Ks. I oversee our fee-based asset management business where, within agreed upon parameters of an investment policy statement, we have discretionary trading authority to buy and sell investments within our clients' portfolios.

(“WECA Welcomes New Associate Member: Genovese, Forman & Burford Financial & Insurance Services Inc.” continued from Page 3)

WECA: Okay, brag a little. Tell us some of the company’s “gee whiz” achievements.

Genovese: Well, we’ve worked hard at it, no doubt, but it’s been worth it. Right now we’re the largest locally-based Registered Investment Advisor and one of the top five employee benefits consultants and brokerage operations. Further, we’re managing in excess of \$500 million in assets for clients and we provide other benefits programs to more than 20,000 employees, plus their dependents.

WECA: Why did you join WECA?

Genovese: WECA’s Board of Directors recently explored options for management of the Association’s trust funds and other investments. After considering several firms, they elected to move away from their prior investment manager, Merrill/Lynch, and chose us to manage those investments. That decision was driven in part by the Association’s need for a single-source, full-service financial services firm like ours. I also believe they were attracted to the low-key personal style we offer.

We hope to offer our services to other WECA Members who are in need of an investment advisory firm, employee benefits programs or insurance products. We’ve built a level of trust with WECA to offer these products and services and hope other members will as well.

WECA: What do you do and the partners do when you’re not working, Mike?

Genovese: I truly love what I do and I’m sure Lon and Dean will agree. It’s completely engaging and diverse. But we don’t always “crunch numbers”. Outside of work, we’re all very involved with our families and children. And we are all actively involved in the community in a variety of ways. Dean is a member of the Roseville Unified High School Board. Lon is an alumnus of Christian Brothers High School and just finished a term as president of its board. He also serves on a number of non-profits investment committees, including the Catholic Diocese of Sacramento. Personally, I’m a long-standing member of the Board of Mercy Foundation and the Crocker Art Museum Foundation. Beyond that, Lon and I are passionate about the game of GOLF !



Genovese, Forman & Burford Principals: Mike Genovese, CFP; Dean Forman, M.S., CFP, CEBS; Lon Burford, CFP. The company is located at 935 University Avenue in the University Village area of Sacramento, California.

New Member Benefits Through IEC: Shipping Discounts

IEC's recent addition of two industry partners, Airborne Express and Yellow Freight System brings members new discounts and benefits. As cost-effective shipping is a critical to most WECA members, this is good news! Whether you're shipping lightweight letters, 250-pound shipments, or less-than-truckload freight, you'll want to take a look at what these suppliers have to offer. Some highlights:

From Airborne:

- Special, low member rates whether you ship \$15 or \$15,000 per month.
- Guaranteed on-time delivery
- Dedicated member support at 1-800-MEMBERS
- 24/7 package tracking and customer service

From Yellow Freight:

- Special savings on their less-than-truckload (LTL) shipments.
- Comprehensive online account management at where members can track shipments, find transit times, obtain rate quotes customized to member discounts.
- "Definite Delivery", an on-time guarantee for your standard, non-expedited shipments. Members receive a 100% transit time guarantee and zero billing if the company misses its committed delivery time.
- Competitive national rates.

Enroll now. Calling 1-800-MEMBERS (1-800-636-2377, 8 am - 7 pm ET) or log on to <http://www.membersales.com/iec>.

Playing the Odds

Without proper insurance coverage, any of these scenarios could close your business and cause hardship. But, would you be surprised to learn that the threat of disability is actually the greatest risk? Consider these odds:

- *Your odds of having a fire are 1 in 1,300*
- *Your odds of being disabled in an accident are 1 in 21.*
- *At age 35, your chance is 50/50 of being disabled for more than 3 months before you turn 65.*
- *You are three and a half times more likely to suffer a disability than to die during your working years.*

Many business owners today are well aware of the importance of business and estate planning for the continuation of their businesses after their death or retirement. However, few people plan for disability. In fact, only about 40 percent of all households carry disability insurance compared to nearly 75 percent with life insurance. According to the Housing and Home Finance Agency of the U. S. Government (1998), nearly half of all home foreclosures are the result of disability, while only 3 percent result because of death. Furthermore, unexpected illness or injuries accounted for nearly a half million bankruptcies in 1999.

If you don't have disability income protection for yourself and your key employees, please contact Federated for information on available options. Playing the odds in this game is too risky. ♦



WECA'S NEW CD DESTINED TO BE AN INDUSTRY "#1 HIT"

By: Robert Bartlett, Southern California Member Service Manager

WECA's roots are so deep and strong, they can be traced back 75 years. In 1929, 8 unionized electrical contractors thought there can be a better organization dedicated to the support of California's electrical contractors. That group predictably broke away from the union, officially combined, and established the genesis of WECA's Merit Shop representation. Their adopted name was the "Sacramento Electragists". From those humble beginnings to this day, WECA has devoted all its time, money, and energy in supporting and building an infrastructure to solely represent the Electrical Contractor industry. Today, no one does it better! Unions are living in the past and our Merit Shop competitors are fractured..... only WECA is unified statewide.

Over time, we've created an accomplished list of feats, and our current benefits are powerful forces attracting new members on a daily basis. This industry is not user-friendly to those contractors who are attempting to independently grow their businesses without the aid of a professional organization that religiously keeps a finger on the pulse of the industry. Laws are constantly changing....competition is fierce.....unions are "salting".....employees are demanding education and benefits....costs are spiraling higher! Where does it end? And who has the answers?

WECA has established an ideal setting for those contractors needing current "information" that will allow them to manage and nurture their growth to the utmost potential. In the past, WECA disseminated this information to members and prospective members via the usual channels....letters, emails, faxes, ads, brochures, etc. Our constant challenge has been, and still is, to develop an informational delivery system to prospective and current members that portrays the essence of WECA.

Today, we have it! Over the past few weeks, WECA developed a professional grade CD that clearly explains our mission, advocacy, strategy, and benefits. This is a powerful presentation that visually portrays all that WECA has become. Now you don't have to just read the information....just put the CD in your computer and hit play. You will see and hear our industry's finest talk about why they have aligned their companies with us. Many of you have heard stories about the many accomplishments of some of our members.....now's your chance to match faces and personalities to those achievements. As the story on the CD progresses, you will also see the WECA staff who have pledged to fulfill the missions assigned by the Board to support all our members. And wait until you see how the WECA labs have grown.....they team with apprentices applying their textbook knowledge to practical skills and applications.

Once again, WECA has created a higher standard for others to follow. Yes, this CD is vivid and factual, and its messages are clearly defined and contain deeply-rooted business philosophies. I predict it will be a #1 hit throughout our industry. You have to see it!



Labor Law

Supporters, Opponents Debate Merits Of Bill to Limit Organizing Through 'Salting'

Lawmakers and witnesses at a Feb. 26 House committee hearing expressed divergent views about a union organizing practice known as "salting," under which union members seek jobs at nonunion companies with the intention of organizing those businesses' employees.

Rep. Tom Udall (D-N.M.) said the practice is widely used by unions in the construction industry because the temporary nature of most construction jobs makes it difficult to employ other organizing tactics. Udall is the ranking Democrat on the House Small Business Committee's Subcommittee on Workforce, Empowerment and Government Programs, which convened the hearing.

The disagreement between those opposed to the practice and those who support it began with a debate over the definition of "salting." The National Labor Relations Board defines the term as the "placing of union members on nonunion job sites for the purpose of organizing," according to Rep. Jim DeMint (R-S.C.), who has introduced legislation to halt the practice.

But, DeMint told the committee, "Salting is much more than someone seeking employment for the purpose of union organizing. It involves repeated attempts to interfere with business operations, harass employees, and cause economic harm through illegal actions and frivolous legal complaints against employers."

Udall countered, stating that the practice is necessary because it provides "one of the only ways" that nonunion workers can learn about their rights to organize. Union membership has declined in recent years, Udall said, "not due to a lack of interest, but to a lack of access." Salting provides "the most effective way" to respond to misinformation and intimidation tactics from employers about unions, he said.

Resolution Would Permit Firing Organizers

DeMint's resolution (H.R. 1793) would amend the National Labor Relations Act Section 8(a) by inserting language, stating: "Nothing in this subsection shall be construed as requiring an employer to employ any person who seeks or has sought employment with the employer in furtherance of other employment or agency status."

In testimony before the subcommittee, DeMint said the measure would "make clear that an employer is not required to hire any person who seeks a job in order to promote interests unrelated to those of the employer."

DeMint said the resolution is intended to permit employers to fire workers who are determined after their hire to be on the payroll of unions as salts. The measure also would allow businesses to deny employment to job applicants who either reveal themselves to be union organizers or are found to be salts as part of a background check, DeMint told the committee.

Subcommittee Chairman Rep. Tom Akin (R-Mo.), who admitted that salting was a new issue for him, asked DeMint how such a measure could be enforced. "Isn't that kind of a matter of judgment as to what somebody's priorities are?"

Rep. Patrick Toomey (R-Pa.) suggested that union salts could be identified if it is determined that they are receiving payment from a union while they are employed by the nonunion company. "That fact alone would be determinative evidence," he said.

Udall said DeMint's resolution would "nullify the entire purpose of the NLRA" and adversely affect "the basic right of workers to form and join unions."

Divided Loyalties Alleged

Akin said workers who act as union salts come to their employment with "a divergence of loyalties." When union workers are getting paid by both the union and their employer, "you're working for two different horses," he said.

Clyde Jacob of the Jones Walker law firm in New Orleans agreed with Akin. "The motive of union salts is not to genuinely seek employment," said Jacob, who testified on behalf of the U.S. Chamber of Commerce.

Jonathan Newman, who testified on behalf of the Building and Construction Trades Department, AFL-CIO, said Akin's assertion about divided loyalties "is at odds with 65 years of labor relations in this country." Newman said thousands of workers act as part-time union officials in their off-hours and are paid to do so. Moreover, Newman said, union salts are instructed to follow all their employer's instructions and to behave as model employees.

Newman is an attorney with the firm of Sherman Dunn, Cohen, Leifer and Yellig in Washington, D.C.

The committee also heard from two different contractor representatives who had been subjected to salting activities in recent years. Carol Cloninger, who ran a construction electronics business with her husband in Helena, Mont., said their company had been targeted for organizing by the International Brotherhood of Electrical Workers. The now-defunct Construction Electric Inc. hired two union workers who were subsequently fired for poor performance.

IBEW filed several unfair labor practice charges against the company, including a charge that was dismissed on behalf of one of the fired IBEW members. The NLRB found Construction Electric in violation of the law on behalf of other IBEW members who had not been offered positions at the company, Cloninger said. The company eventually settled the case and shut down after paying back wages to the two employees.

Jason Krause, the human resources manager for Brubacher Excavating Inc., in Bowmansville, Pa., said his company was faced with 11 unfair labor practice charges filed by members of International Union of Operating Engineers Local 542. Krause said the charges came after the company refused to hire them when they filed multiple job applications and gave false information on their applications. NLRB dismissed nine of those charges, and Krause said he expects the other two charges to be dropped as well.



WECA at the Capitol

By: Eric Christen, Government Affairs Director

PLA Defeated at Fairfield-Suisun Unified School District!

The merit shop community achieved a great victory on February 26, when the board of the Fairfield-Suisun Unified School District voted 4-3 against a motion from a pro-PLA board member that would have placed an action item to approve PLA negotiations on the agenda of an upcoming board meeting. The PLA would have covered the remaining \$100 million in funding from Measure C for school construction.

Earlier last month, when the PLA proposal first came before the school board as a formal presentation from the Napa-Solano Building and Construction Trades Council, union officials reportedly claimed they had already "locked up the votes" on the school board to win the PLA.

WECA and other merit shop groups went to work immediately to get this PLA proposal defeated. Key elements in the defeat of this PLA were the leadership of two board members strongly opposed to the PLA, the unanimous vote of the Measure C Oversight Committee at a special February 24 meeting to recommend against a PLA, information presented by staff and legal counsel, and the many e-mails to the board from contractors opposed to the PLA, including those from WECA members.

Merit shop groups made presentations at two meetings of the Measure C Oversight Committee and a presentation at the board's Facilities Subcommittee meeting. We also made a 20-minute presentation at the February 12 and February 26 board meetings arguing against PLAs. This presentation was disparaged by pro-PLA board members, dozens of pro-union speakers, and the crowd of hundreds of union apprentices. (Based on conversations Kevin Dayton of ABC overheard, apprentices were "getting credit" for their attendance, and they were reportedly signing some sort of book outside the meeting room.)

In all, what this shows is that early and sustained education of elected officials can and does work when it comes to defeating these types of discriminatory, anti-merit shop agreements. Now WECA members can continue to work on this school district's construction projects while taxpayers can continue to get the best bang for the buck!

This is WECA at work for you.





COMMERCIAL TRUCK SALE

Thomas Armstrong
(619) 454-6881
 (619) 276-4522 (fax)
 tarmstrong@city-chevrolet.com

Commercial Fleet Truck Center

MSRP: \$30,525
City Discount: - \$3869
 Sale Price: **\$26,656**
Rebate: - \$2500
Comm Rebate: - \$400
Net Cost: \$22,756



04 Silverado 2500

VIN # 1GBHC24UB4E172230
 Stock:68706

- ✓ Vortec 6000 V8
- ✓ Royal Service Body w/ Rack
- ✓ Air
- ✓ AM/FM
- ✓ Cruise Control
- ✓ Charcoal Trim Interior
- ✓ 9200 lbs GVW

MSRP: \$27,095
City Discount: - \$5448
 Sale Price: **\$21,647**

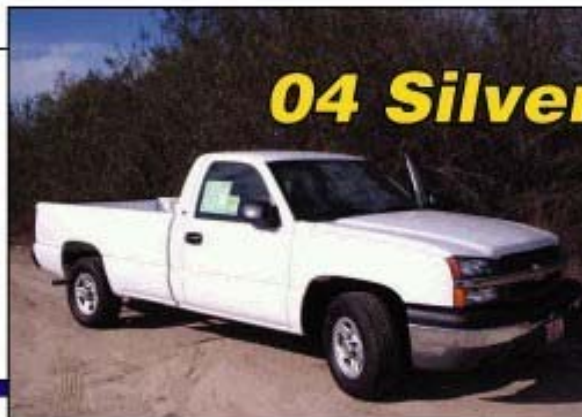


New 03 Express Cargo Van

VIN # 1GCGG25U631168807
 Stock:67842

- ✓ 2500 Express Cargo Van
- ✓ V8 Auto
- ✓ Air
- ✓ AM/FM
- ✓ 8600 lbs GVW
- ✓ FREE Partition Rack for Contractors!

MSRP: \$20,555
City Discount: - \$1819
 Sale Price: **\$18,736**
Rebate: - \$2500
Net Cost: \$16,236



04 Silverado 1500

VIN # 1GCEC14V24E161922
 Stock:68895

- ✓ Vortec 4800 V8
- ✓ Long Bed
- ✓ Air
- ✓ AM/FM
- ✓ Tilt
- ✓ FREE Toolbox for Contractors!

*Must have commercial contractor license or business license to qualify for commercial rebate
 ALL PRICES EXCLUDE GOV. FEES AND TAXES, ANY FINANCE CHARGES, ANY DEALER DOCUMENT PREPARATION CHARGE, AND ANY EMISSION TESTING CHARGES. QUALIFIED COMMERCIAL CUSTOMER ONLY.

Good of the Association



DON'T FORGET

WECA 6th ANNUAL BENEFIT GOLF TOURNAMENT

Make sure that you sign up for WECA's 6th Annual Golf Tournament. The Tournament will be held on **Monday, May 17th** at the Whitney Oaks Golf Course in Rocklin. Once again all proceeds benefit the WIND Foundation and the Make-A-Wish Foundation.





BE SURE TO SEND IN YOUR SIGN-UP SHEET!

Fax: (916) 452-7011
9719 Lincoln Village Drive, Suite 303
Sacramento, CA 95827

*Look for your sign-up sheet
in this newsletter*



Advertising in The WECA News

 Full Page Ads Members \$200 Non-Members \$275	 Half Page Ads Members \$125 Non-Members \$175
 Quarter Page Ads Members \$50 Non-Members \$85	 Business Card Ads Members \$20 Non-Members \$35

The WECA News is a monthly publication read by over 2,500 individuals. Advertising in the WECA News will help you reach the top executives of the largest merit shop electrical contracting companies in California. To place your ad in a future issue of the WECA News, please contact Roxanne Barnello at the WECA office. Payment is due with ad copy by the 5th of the month prior to ad run date.

Industry Partners

About Printing Custom Screen Printing and Embroidery
4555 Auburn Blvd., Ste. 18
Sacramento, CA 95841
(916) 979-0800

Arthur J. Gallagher
15 Enterprise, Ste. 200
Aliso Viejo, CA 92656
(949) 349-9800

Burnett & Co. LLP
2870 Gold Tailings Court
Rancho Cordova, CA 95670
(916) 638-1188

City Chevrolet
2111 Morena Blvd.
San Diego, CA 92110
(619) 276-6171

CLP Resources
2500 N. Texas Street Ste D
Fairfield, CA 94533
(707) 438-3200

Coalition for Fair Employment in Construction
3131 52nd Avenue
Sacramento, CA 95823
(916) 399-6205

Cook Brown, LLP
555 Capitol Mall, Ste. 425
Sacramento, CA 95814
(916) 442-3100

Creative Copy
8332 Auburn Blvd.
Citrus Heights, CA 95610
(916) 725-2679

Federated Insurance
2400 W. Dunlap Ave., Ste. 250
Phoenix, AZ 85021
(800) 527-5999

Fleet Systems
6176 Federal Blvd.
San Diego, CA 92114
(619) 266-2362

Genovese, Forman & Burford Financial & Insurance Serv.
935 University Avenue
Sacramento, CA 95825
(916) 924-7527

Granite Electrical Supply
801 Striker Avenue
Sacramento, CA 95834
(916) 648-3900

Greater Alarm Company, Inc.
1052 Melody Lane, Suite 290
Roseville, CA 95678
(916) 789-2288

Inspironix, Inc.
2100 Watt Avenue, Ste. 130
Sacramento, CA 95825
(916) 488-3222

Lord and Sons
8711-A Elder Creek Road
Sacramento, CA 95828
(916) 386-1100

Miller United Insurance Brokerage, Inc.
282 South Anita Dr. Ste 200
Orange, CA 92868
(714) 634-7600

Pan American Underwriters, Inc.
1520 River Park Drive
Sacramento, CA 95815
(916) 285-5960

PLATT Electric Supply
10605 SW Allen Blvd.
Beaverton, OR 97005
(503) 641-6121

Polycomp Administrative Services, Inc.
2999 Douglas Blvd., Ste. 155
Roseville, CA 95661
(916) 773-3480

Riverbend Technology
850 Elder Drive
W. Sacramento, CA 95605
(916) 372-1766

S.J. Gallina & Co., LLP
8001 Folsom Blvd., Ste. 211
Sacramento, CA 95826
(916) 383-4020

Safety Services Company
P.O. Box 78402
Corona, CA 92877
(866) 204-4786

Scott & Baldwin
7011 Sylvan Road, Suite A
Citrus Heights, CA 95610
(916) 722-2524

Signs In 1 Day, Inc.
5910 Auburn Blvd., #21
Citrus Heights, CA 95621
(916) 334-3319

TCC/The Cable Company
910 S. Hohokam, Ste. 106
Tempe, AZ 85281
(480) 731-9301

Todd & Associates
6929 Sunrise Avenue, #101A
Citrus Heights, CA 95610
(916) 726-1921

Associate Members - 26

Total Members: 173

Contractor Members - 147

A.J. Kirkwood and Associates, Inc.
14712 Sinclair Circle
Tustin, CA 92780
(714) 505-1977

ABC Electrical Contracting
7311 Derby Lane
Colati, CA 94931
(707) 578-8966

Adams Electric
3181 Kingston Ave.
Napa, CA 94558
(707) 252-4280

Advanced Electric, Inc.
167 Taylor Road
Newcastle, CA 95658
(916) 663-4126

Akenson Electric
8843 Prospect Avenue
Santee, CA 92071
(619) 448-4073

Aladdins Electric of the North Bay
P. O. Box 7351
Colati, CA 94931
(707) 795-2707

Andrade Electric, Inc.
3245-A Fitzgerald Road
Rancho Cordova, CA 95742
(916) 635-4082

Antony's Electric
PO Box 6693
Santa Rosa, CA 95406
(707) 573-1703

Artistic Lighting & Electric
P. O. Box 151106
San Rafael, CA 94915
(415) 456-1656

B & H Electric, Inc.
1122 Black Diamond Way
Lodi, CA 95240
(209) 334-6770

Backe Electric, Inc.
225 Ramona Place
Camarillo, CA 93010-8406
(805) 388-3234

Barnum & Celilo Electric
3900 Taylor Street, Suite 3
Sacramento, CA 95838-3372
(916) 646-4661

**Bergelectric Corporation
Contractors & Engineers**
650 Opper Street
Escondido, CA 92029
(800) 559-1003

Blakeslee Electric, Inc.
P. O. Box 1951
Santa Rosa, CA 95402
(707) 545-6393

Bonfiglio Electric
PO Box 577258
Modesto, CA 95357
(209) 571-8823

Bosley Electric
935 Arden Way
Sacramento, CA 95815
(916) 568-5180

Bowman Electric
3525 Guerneville Road
Santa Rosa, CA 95401
(707) 526-3199

BRC Construction, Inc.
109 W. Delano Street
Elverta, CA 95626
(916) 992-0957

Brooks Electric, Inc.
3039 52nd Avenue, Suite A
Sacramento, CA 95823
(916) 422-0114

Brothers Electric
8782 Phoenix Avenue
Fair Oaks, CA 95670
(916) 536-1620

Busch Construction & Electric
2020 Industry Road
Ukiah, CA 95482
(707) 462-8749

Butterfield Electric Inc.
P. O. Box 25
Woodland, CA 95776
(530) 666-2116

Cabar Electric Inc.
5721 Callister Avenue
Sacramento, CA 95819
(916) 739-6616

Calkins Electric, Inc.
11596 Barranca Road
Camarillo, CA 93012-8213
(805) 491-2234

Carlyle Electric, Inc.
2112-B Drive In Way
Auburn, CA 95603
(530) 885-9337

Carnahan Electric
6391 Capital, Suite A
Diamond Springs, CA 95619
(530) 642-2476

CCI
P. O. Box 961
Healdsburg, CA 95448-4811
(707) 433-9036

Chico Electric
36 W Eaton Road
Chico, CA 95973
(530) 891-1933

Colburn Electric
1402 Union Street, Ste. B
Eureka, CA 95502
(707) 445-8474

Cool Technology
P.O. Box 531
Cool, CA 95614
(530) 823-9403

Cooper Electric
1168 Greenfield Drive
El Cajon, CA 92021
(619) 579-6042

Corish Electric
660 El Camino Real
Millbrae, CA 94030
(650) 589-0186

Cove Electric, Inc.
77-824 Wildcat Drive
Palm Desert, CA 92211
(760) 360-0036

Cross State Electric
2445 Railroad Street
Corona, CA 92880
(909) 737-8870

Current Electric
936 Detroit Ave, Suite J
Concord, CA 94518
(925) 689-9185

Custom Aire Mechanical, Inc.
9218 Beatty Drive
Sacramento, CA 95826
(916) 366-3333

D. L. Electric Company
P.O.Box 172
Los Alamos, CA 93440-0172
(805) 344-1020

Davis Electric
P. O. Box 4470
El Dorado Hills, CA 95762
(916) 489-1643

Denny's Electric
P.O. Box 366
Healdsburg, CA 95448
(707) 433-5230

Dick Eppard Electric
138-A P and S Lane
Newcastle, CA 95658
(916) 652-4048 or
(530) 888-7915

DKB Electric, Inc.
4492 Moffitt Drive
Napa, CA 94558
(707) 944-0655

Economy Electric
1995 East Main
Ventura, CA 93001
(805) 641-3430

Electrical Design & Motor Control
500 Giuseppe Court, Suite 4
Roseville, CA 95678
(916) 773-2869

Electrical Installations
P. O. Box 5467
Santa Rosa, CA 95402-5467
(707) 545-2771

Electrix, Inc.
7032 Brookcrest Way
Citrus Heights, CA. 95610
(916) 967-1922

Electro Solutions, Inc.
P.O. Box 494446
Redding, CA. 96049
(530) 241-6691

Energy Electric
6810 Santa Juanita Ave.
Orangevale, CA 95662
(916) 989-5259

Epic Company
4100 Redwood Road, #10
Oakland, CA 95619
(510) 750-4400

Ferris Electric
1400 Muir Place
Rohnert Park, CA 94928
(707) 664-1259

Fitzpatrick Associates, Inc.
4926 Mongahela Street
San Diego, CA 06073
(858) 273-4309

Fort Bragg Electric
PO Box 1378
Fort Bragg, CA 95437
(707) 964-9118

Foshay Electric Co., Inc.
7676 Engineer Road
San Diego, CA 92111
(858) 277-7676

Fox Company
3995 Olive Highway
Oroville, CA 95966
(530) 533-2730

FPV Electrical Company
510 S. Mathilda, Ste. 12
Sunnyvale, CA 94086
(408) 739-1640

G and S Electric
3950 Todd Road
Auburn, CA 95602
(916) 442-7714

Garrahan Electric
3338 Luyung Drive
Rancho Cordova, CA 95742
(916) 638-3798

Gateo Electric, Inc.
P. O. Box 99494
Stockton, CA 95209
(209) 957-9713

GEMRIC
1957 E. Spring Street
Long Beach, CA 90806
(562) 981-3602

Globus Electric
1500 Frienza Avenue
Sacramento, CA 95815-5815
(916) 920-4253

GPZ Electric
1102 Bryant Street
San Francisco, CA 94122
(415) 861-6951

Griffin Electric, Inc.
P.O. Box 418442
Sacramento, CA 94122
(916) 971-3330

GSL Electric
4780 Idaho Street
Elko, NV. 89801
(775) 738-2491

Gregory Electric, Inc.
P. O. Box 2149
Loomis, CA 95650
(916) 652-4734

H & D Electric, Inc.
P.O. Box 41360
Sacramento, CA 95841
(916) 332-0794

H.G.H. Electric, Inc.
3032 Market Street
Oakland, CA 94608
(510) 923-1859

Hafoka Electric, Inc.
P.O. Box 8469
Stockton, CA 95208
(209) 931-0472

Haley Electric
6201 Oak Hill Road
Placerville, CA 95667
(916) 334-4343

Harold E. Nutter & Son, Inc.
3017 Douglas Blvd., Suite 200
Roseville, CA 95661
(916) 334-4343

Harrison Electric
P.O.Box 7786
Auburn, CA 95603
(530) 889-8920

HECO Electric, Inc.
1515 Keesling Ave.
San Jose, CA 95125
(408) 978-0562

Helix Electric, Inc.
8260 Camino Santa Fe
San Diego, CA 92186
(858) 535-0505

Hershey Electric
P. O. Box 6144
Folsom, CA 95763
(916) 985-4133

Hicks & Sons Electric
3273 Claremont Ave, Ste. 211
Napa, CA 94558
(707) 252-7395

Hillcrest Electric, Inc.
1658 Callens Road
Ventura, CA 93003
(805) 644-6252

HLK Construction Inc.
PO Box 1169
Loomis, CA 95650
(916) 652-9632

Horn Electric, Inc.
P.O. Box 2059
Lodi, CA 95241
(209) 339-4278

Hy-Lang Electric California, Inc.
7181 Construction Court
San Diego, CA 92121
(858) 549-8568

Ieon Electric
7477 Poplar Drive
Forestville, CA 95436
(707) 887-7015

Inner-Phase Electric
5408 Chaparajos Court
San Diego, CA 92120
(619) 582-0086

**J. Cannon Engineering
Corporation**
6800 Palo Verde Road
Castro Valley, CA 94552
(510) 582-5594

J.R. Electric, Inc.
2826 Teepee Dr. Ste. 101
Stockton, CA 95205
(209) 546-8015

J.R. Sharp Construction, Inc.
PO Box 958
Weimar, CA 95736-0958
(530) 346-6016

Jacino Electrical
P. O. Box 1630
Fair Oaks, CA 95628-1630
(916) 486-4268

Jamar Electric, Inc.
5981 Fairmont Ave.
San Diego, CA 92120
(619) 283-5723

James Day Construction, Inc.
P. O. Box 678
Lower Lake, CA 95457
(707) 994-0437

Joe Fortuna Electric Co., Inc.
P. O. Box 7420
Santa Rosa, CA 95407
(707) 526-6599

Knights' Electric
11410 Old Redwood Highway
Windsor, CA 95492
(707) 433-6931

Kurt Wille Electric
4 Cuvaision Court
Sacramento, CA 95834
(916) 359-2013

Layman Electric, Inc.
1628 Culppeper Road
Modesto, CA 95351
(209) 522-2244

Leucadia Electric, Inc.
133 2nd Street
Encinitas, CA 92024
(760) 944-6708

LRC Electric
3379 Ellington Villa Drive
Altadena, CA 91001
(626) 798-2295

LVH Electric, Inc.
300 Irving Drive
Oxnard, CA 93030
(888) 313-2033

**Mark III Engineering
Contractors**
5101 Florin Perkins Road
Sacramento, CA 95826
(916) 381-8080

Marticus Electric, Inc.
9189 Jackson Road
Sacramento, CA 95826-9703
(916) 368-2186

McBride Electric, Inc.
6480 Weathers Pl., Suite 340
San Diego, CA 92121
(858) 450-1414 ext. 209

Meadow Electric
P.O.Box 991
Meadow Vista, CA 95722
(530) 878-7944

Medina & Son Electric Co., Inc.
P.O.Box 231304
Sacramento, CA 95823
(916) 452-5173

**Midvalley Electric &
Communications, Inc.**
1451 Garden Hwy.
Yuba City, CA 95991
(530) 751-7579

Minton Electric, Inc.
7796 Bell Road
Windsor, CA 95492
(707) 838-8284

**Mountain Electrical
Construction**
P.O. Box 1756
Grass Valley, CA 959445
(530) 477-6100

Murphy & Clay Electric
2696 Lavery Court, Ste. 28
Newbury Park, CA 91320
(805) 498-7648

Neuffer Electric Co.
3161 Hurley Way
Sacramento, CA 95864
(916) 485-4451

Northern Electric
P. O. Box 1743
Lodi, CA 95241
(209) 333-7227

Pacific Control Company
5825 E. Brown
Fresno, CA 93727
(559) 291-9084

Pacific West Controls, Inc.
2520 E. Harter Court
Visalia, CA 93292
(559) 636-1686

Paschke Electric
34758 Paintridge Road
Woodland, CA 95695
(530) 661-2585

Perri Electric, Inc.
1740 36th Street
Sacramento, CA 95816
(916) 455-3052

Petaluma Electric
911 Western Avenue
Petaluma, CA 94952
(707) 762-1155

Quest Media & Supplies
5822 Roseville Road
Sacramento, CA 95842
(916) 338-7857

R.E.F. Corporation
1934 Stockton Street
San Francisco, CA 94133
(415) 837-1725

Rayco Electric, Inc.
3144 Fitzgerald Road
Rancho Cordova, CA 95742
(916) 858-8000

Republic Electric West, Inc.
11855 White Rock Road
Rancho Cordova, CA 95742
(916) 363-4720

Rex Moore Elect. Contractors
P. O. Box 980010
West Sacramento, CA 95798
(916) 372-1300 - GA155

RMCI
P.O. Box 506
Loomis, CA 95650
(916) 652-4337

Ron Dorris Electric
3100 Dutton Ave., #144E
Santa Rosa, CA 95407
(707) 578-0678

Ron Thompson Electric
3121 Windsor Drive
Sacramento, CA 95864
(916) 485-0972

Royal Electric Co.
P.O. Box 231430
Sacramento, CA 95823
(916) 428-0286

RT Construction, Inc.
PO Box 42279
Los Angeles, CA 90042-5006
(707) 795-8896

S.J. Cimino Electric, Inc.
5825 Heights Road
Santa Rosa, CA 95404-1009
(707) 542-6231

Sadler Electric, Inc.
1935 Friendship Drive
El Cajon, CA 92020
(619) 449-1266

Sathy Electric
4741 Pell Drive, Suite 3
Sacramento, CA 95838
(916) 569-0750

Serrano Electric Inc.
1500 Martine Ave., Ste. 210
Santa Clara, CA 95050
(408) 986-1570

Service Electric
PO Box 71
Placerville, CA 95667
(530) 621-4242

Sierra Valley Electric, Inc.
1740 D. Street
S. Lake Tahoe, CA. 96150
(530) 544-6500

Shanahan Electric
151 Holmes Ave.
San Rafael, CA 94903
(415) 479-1929

Silverado Electric
2408 Shoreline Drive
Napa, CA 94558
(707) 252-0450

Simmons Electric
P.O. Box 3267
Paradise, CA 95967
(530) 893-3458

Summit Electric Inc.
2450-C Bluebell Drive
Santa Rosa, CA 95403
(707) 542-4773

System 3, Inc.
6830 Fair Oaks Blvd
Carmichael, CA 95608
(916) 967-3330

System Electric Company
1278 Montalvo Way
Palm Springs, CA 92262
(760) 327-7847

Teeters Electric, Inc.
PO Box 256
Roseville, CA 95678
(916) 655-3555

Tri-County Electric, Inc.
560 N.Moorpark Road, Ste. 283
Thousand Oaks, CA 91360
(805) 495-1745

Tri-Signal Integration, Inc.
2313 N. Valley Street
Burbank, CA 91505
(818) 566-8558

TWC Enterprises
8071 Milnes Avenue
Roseville, CA 95747
(916) 783-8682

Uppchurb Electric Inc
5960 Martin Lane
Ione, CA 95640
(209) 274-2343

Valtierra Electric
530 N. Yosemite Street
Stockton, CA 95203
(209) 942-0170

Vanden Bos Electric
502 Giuseppe Court, Ste. 5
Roseville, CA 95678
(916) 773-1500

Vasko Electric, Inc.
4300 Astoria Street
Sacramento, CA 95838
(916) 568-7700

Valley Electric
6320 Bellevue Wood Lane, #2
Sacramento, CA 95822
(916) 391-2444

VCI Telecom, Inc.
4032 California Avenue
Carmichael, CA 95608
(916) 944-4302

Weis Electric Co.
9023 Kimber Lane
Lakeside, CA 92040
(619) 561-9932

Werthmann Electric Company
1711 Little Orchard Street
Unit A
San Jose, CA 95125
(408) 279-1433



Phone: (916) 453-0112
Toll Free: (877) 444-9322
Fax: (916) 452-7011
Web Site: WWW.WECA-IEC.ORG
Email: INFO@WECA-IEC.ORG



Now in Stock at Platt:
**GT-11 Greenlee
Volt Tick**

Safety, Comfort and Versatility

Small tester packed with performance.

What is the one tester that every electrician should carry in their pocket or tool pouch? The answer, a Greenlee GT-11 non-contact voltage detector. Greenlee's GT-11 non-contact voltage detector provides the electrician with AC voltage indicating capabilities up to 1000V. The GT-11 is also the first tester to attain a UL safety rating of Category IV. Category IV means the electrician can use the tester in nearly all types of electrical environments. The GT-11 is also designed for ruggedness and comfort. The cushioned gripping area helps reduce fatigue and the durable design can withstand the most severe environments.

GT-11: performance, safety, and quality all packed into a pocket-sized tester.

California Platt Locations

Chico	(530) 343-0211	745 Orange Street
Concord	(925) 682-8150	1301 Galaxy Way, Suite E
Elk Grove (Opening TBA)	TBA	9181 CMD Ct. #B
Eureka	(707) 444-8031	939 Koster St.
Livermore	(925) 449-6774	5679 La Ribera St.
N. Sacramento	(916) 928-0929	1037 North Market Blvd.
Rancho Cordova	(916) 635-0181	11265 Sunco Dr., Ste. 500
Redding	(530) 221-1955	9597 Old Oregon Trail
Santa Rosa	(707) 571-2070	104 Maxwell Ct.
Stockton	(209) 943-2215	3258 Lance Dr.
Vacaville	(707) 454-0140	186 Bella Vista Rd.
Woodland	(530) 661-0112	1230 Harter Ave #A

PLATT
www.platt.com