

# NI NEWS

**Platinum:**

**Interface Flooring**

**Shaw Contract**

**Silver:**

**Crescent Cleaning**

**Deborah Zeitler**

**Associates**

**Johnsonite**

**Noland Sales**

**TKA + Partners**

The Northern Illinois Chapter of IFMA

April Monthly Meeting

Date: April 3, 2007

Location: Chicago Regional Council of Carpenters  
1256 Estes  
Elk Grove Village, IL

Speaker: Dan Ulbright, Rick DuPraw,  
Mark Fenton

Topic: Faster, Smarter, Cheaper



About our Program:

When it comes to construction, ask yourself, what's the real worth? What's the proper price? It's hard to put a number on quality when you're looking for nothing less than the best. More often these days we hear, "Build it fast. Build it cheap. But make sure the quality is top-notch." In order to achieve this lofty goal, it's important to know the secrets behind construction speed and economy...and that takes us to our topic of the day!

About our Host Site:

The Chicago Regional Council of Carpenters is home to over 45,000 carpenters. Our region includes all of Northern Illinois, Milwaukee, Wisconsin and its surrounding counties, and the Eastern half of Iowa. The immediate 10 counties in and around Chicago is called the Central Region and the Elk Grove Village Apprentice Training Center hosting the IFMA meeting is the main training center for the Central Region. This 145,000 sq. ft. facility also houses the administrative offices for its 4,500 apprentices. Training for eleven 4-year apprenticeship programs is presented. These include: General Construction Carpentry, Floor Covering, Mill Cabinet, Millwright, Lathing, Piledrivers, Drywall, Siding, Roofing, Insulation, and Concrete Formwork. Additionally, continuing education for all its members is presented via a catalog of courses referred to as the Carpenter Skill Advancement Program. These evening and weekend courses, attracting 7,000 to 8,000 individuals annually, provide skill, safety and certification training to help assure and sustain a safe, well trained workforce.

RESERVATIONS MUST BE RECEIVED BY FRIDAY, March 30th!

Agenda

5:00 p.m. Networking/Tours

6:30 p.m. Dinner

7:15 p.m. Program

Cost: \$25 members \$30 guests

**Inside this issue:**

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# Sponsors

Platinum Sponsor:

**Shaw S|C**

## Interface Flooring

Silver Sponsor:

**Johnsonite**



Deborah Zeitler Associates, Inc.

TKA  Partners

**N S C**  
NOLAND SALES CORP.

  
crescentcleaningcompany

## President's Message—Bill Brow, CFM, FMA, SMA



Greetings NI Chapter Members,

I was pleased with the attendance at our March meeting at CORT Furniture in Carol Stream and hope that we will see attendance at future general monthly meetings increase. CORT Furniture Rental is a corporate sustaining partner of IFMA, a longtime supporter of the IFMA community, and was named Associate Member of the Year (National/International Category) by IFMA, which I failed to acknowledge as I thanked them for hosting. Our hosts, Gloria Rose, Steve Callen, and all the people from CORT Carol Stream, were very gracious and the food was great (bonus-not chicken). The presentation by Paula Green, from CORT offices in Virginia, who spoke of disaster recovery experiences after Hurricane Katrina in New Orleans and helping with relocating offices to Baton Rouge, was very informative. It was a different perspective from the usual "how-to" disaster recovery presentations due to personal experiences, and the explanation of things that might not be thought about in a typical crisis. You hope you never have to recover from a disaster, and every tip from someone who has been through it is invaluable.

Another new member welcome event was held in March at Charlie's Alehouse in Wheaton, which introduced our newer members to NI Chapter Board members and the Chapter Administrator. If

you joined our chapter in the last year and did not make this event, you missed a great time. Katie Bruch from Atrium Landscape won a game, which was aimed at getting people talking and networking, by being the first to guess the answers to questions describing other members. She won a nice courier bag with "Northern Illinois Chapter of IFMA" lettering on the front.

Upcoming IFMA events of which to be aware include the Management Summit and the Spring Summit (Competency Review Sessions for CFM test preparation) being held concurrently in St. Louis at the Hilton By The Ballpark, April 17 to the 20th. They are also planning an Industries Forum in early May in Atlanta. This is an event for IFMA Council members, who, not only have a chance to network with others in the same field of facility management, but will see presentations of topics of particular interest in their area of FM. Previously an event held during the World Workplace, this is the first ever event specifically for IFMA council members. See ifma.org for details on these events

IFMA Northern Illinois Chapter events that are coming up include the annual Golf Outing, May 17<sup>th</sup>, at Klein Creek Golf Course in Winfield. This is a great event and I hope to see many of you there. Our April chapter meeting will be at the Chicago Regional Council of Carpenters in Elk Grove Village on April 2<sup>nd</sup>.

I also want to make members aware of a new

### 2006—2007 IFMA NI BOARD

Bill Brow, CFM, FMA, SMA  
American Association of Oral  
and Maxillofacial Surgeons

**Vice President**

Dave Falls, CFM  
WW Grainger  
847-535-0441

**Secretary**

Seaby Bess  
Door Systems  
630-250-0101

**Treasurer**

Julie Bizer  
Van Kampen Investments  
630-684-6247

**Advisor**

Tom Kapusta, AIA  
TKA + Partners  
312-463-1600 x 603

Mike Jurczykowski  
Chicago Records Management  
847-678-0002

**Associate**

Deb Radek  
Deborah Zeitler & Assoc.  
312-670-2177

**Awards**

Tom Ziegler  
Henricksen Interiors  
630-250-9090

**Awards**

Open

**Career Services**

Open

**Open**

**Education**

Ryan Erwin  
Millicare  
773-235-0803 x 103

**Hospitality**

Ron Zingler  
Invensys Appliance Controls  
630-260-3036

**Membership**

Open

**Networking**

Ted Kubek, CFM  
DeVry  
630-706-3106

Greg Toste, CFM  
Enterprise Rent-a-Car  
630-693-2948

**Program**

Michael DeCaluwe  
Ace Worldwide  
847-884-3946

**Public Relations**

Open

**Seminar**

Marc Adelman, AIA, CFM  
Thompson, Ventulett,  
Stainbeck & Associates  
312-201-3335

**Webmaster**

Cecilia Herdegen, CFM  
Audit Bureau of Circulations  
847-879-8252

# Save the Date!!!!

The Northern Illinois and Chicago Chapters of IFMA announce....

## 19th Annual Golf Outing

## Thursday, May 17, 2007

Klein Creek Golf Club  
1N333 Pleasant Hill Rd.  
Winfield, IL 60190



This event sells out every year—so plan ahead! Registration information will be on its way to everyone electronically so watch your e-mail!

*Interested in sponsoring a hole?*

Contact any one of the following committee members to learn more about how you can be a sponsor at this year's outing:

|                |                            |                            |
|----------------|----------------------------|----------------------------|
| Deb Radek      | Deborah Zeitler Associates | dradek@deborah-zeitler.com |
| Rich Ruskowski | Advent Systems             | rich_r@adventsystems.com   |
| Dan Savich     | CORT Furniture Rental      | dsavich@cort1.com          |
| Chris Janson   | Bentley Prince Street      | chris.janson@bentleyps.com |
| Steve Black    | Mohawk                     | sjb52855@yahoo.com         |



# How to Ask for a Raise and Get It!!

When was the last time you asked for a raise? If you are like most people, you waited until you were frustrated, angry, and resentful. Not the best frame of mind for trying to make a positive change. You probably made some critical mistakes. You may have:

- \* Made your appeal based on emotion
- \* Given your boss an ultimatum
- \* Failed to plan ahead what to say figuring you could just "wing it"

And how did that strategy work for you? Did you get everything you hoped for? Probably not.

There is a better way to ask for a raise that doesn't involve emotions, ultimatums, or even slamming doors. The answer is planning. Be prepared with objective documentation that proves beyond doubt that you deserve a raise, and have a strategy that puts that information forward in the best possible light.

## 1. Research salary surveys.

If you suspect your current earnings are below average for your industry in your state, verify your suspicion by checking out salary surveys. Your state employment service agencies probably provide a salary survey for your industry. Average earnings can vary greatly from state to state, so be sure to get information that is appropriate for your area or region. Make copies of any salary surveys you find.

Additionally, if you suspect your earnings are low within your own company, ask your human resources representative if he/she can provide the normal salary scale for your position. Ask for a copy if possible.



These two documented sources will help support the fairness of your request for a raise. By providing a rational argument and proof of competitive salary in your request for a raise, you'll increase the likelihood that your boss will say yes.

## 2. Prove your worth.

Fairness alone won't convince your boss you deserve a raise. You'll need documented proof that illustrates your contributions to your organization. If you are waiting for your boss or supervisor to notice what a great job you are doing, forget it. No one is paying that much attention to you. It's up to you to prove how much you are worth-literally.

The best time to begin documenting your accomplishments is in your first week of employment. Keep a weekly journal of what you've done that proves such things as:

- \* Creating revenue opportunities
- \* Discovering costs savings
- \* Helping a coworker meet or beat a deadline
- \* Developing a better process
- \* Completing tasks ahead of time
- \* Generating good will with clients or customers

Use your list of accomplishments to update your resume, featuring a "Highlight of Accomplishments" section that illustrates the positive impact you've had on your company. An updated resume is your most convincing evidence that you deserve a raise. It will also put your boss on the alert that you are ready with an updated resume when a recruiter calls or when the right career opportunity presents itself.

If you don't have a record of your accomplishments and contributions, you are not ready to ask for a raise. A career coach can be a valuable asset in helping you compile your list of accomplishments. Trained in the art of asking the right questions, a career coach can help you quickly identify the contributions you've made to the company. This will build not only your case for a raise, but your confidence as well.

## 3. Plan your strategy.

Too often, people don't think about what they're going to say until they're actually in their boss' office. That's too late. You have to plan your strategy in advance, just as you would plan any business project. It's the only way to succeed.

With copies of salary surveys and salary scales, you'll have quantifiable evidence that your request for a raise is a reasonable one. And you'll be able to back that up with a strong list of accomplishments that demonstrates how valuable you are to the company. Practicing how you want to present your case can be the final key to success in getting the raise you want and deserve.

Choose a friend or family member who has been in the position of hiring others, and ask them to let you practice your request for a raise. If you're not comfortable with doing that, or if you don't know someone who is a hiring manager, a career coach can help you craft your presentation.

A career coach has real-world experience in hiring and decision-making, so they've been in your boss' shoes. They can provide you with strategic tips that will help you win over your boss-or provide you with a way to keep the negotiations open even if your initial request is denied. Creating a strategy with a career coach will give you guidance on how to ask for the raise, how to present yourself, and how to close the deal.

Once you have your documentation, your accomplishments, and your strategy in hand, you'll be ready to approach your boss with confidence. And you'll be well on your way to getting the raise you have truly earned.

Deborah Walker, CCMC

Career Coach ~ Resume Writer

Find more job-search tips and resume samples at:

[www.AlphaAdvantage.com](http://www.alphaadvantage.com) <<http://www.alphaadvantage.com/>>

Email: [Deb@AlphaAdvantage.com](mailto:Deb@AlphaAdvantage.com)

## President's Message Continued.....

new benefit. All IFMA N.I. members now have access to the Job Bank listings on the BOMA Chicago website! Please watch for further announcements pertaining to this.

We are still looking for individuals who want to become leaders for the Northern Illinois Chapter. Membership on the Board is a very rewarding experience which helps you grow within your profession by providing additional leadership opportunities and helping to set the direction of the organization. If you are a CFM it also helps with certification maintenance points. Please contact me if you would like to help us.

Hope to see you at our next meeting!

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## Job Opening—Director of Facilities

This full-time, administrative position reporting to the Vice President of Administrative Affairs is responsible for facilities planning, coordinating and managing all facilities activities for the college including maintenance, renovation and new construction as well as an implementation of the Facilities Master Plan. Areas of responsibilities include, grounds, engineering, custodial, corrective repair, fleet management, utility management, and project management.

A Bachelors degree in Engineering, Architecture, Facilities Management, Business Management, Planning or a related field is required.

Five years of significant directly related experience in comprehensive facilities management or a related field

Three years of senior supervisory experience

Computer skills are also required.

The position is available immediately. Starting salaries normally range from \$81,600 to \$100,343 and are commensurate with education and experience. This is a year round, full-time benefited position. The College of DuPage is the Midwest's largest single campus community college with over 30,000 students offering over 90 areas of study. Located in Chicago's western suburbs, College of DuPage is an institution committed to enriching and enhancing teaching and learning through institutional support of faculty creatively engaged in instructional development, research to improve student success, and remaining current in their fields of specialty. College of DuPage also offers a generous benefits plan.

The student population at the college is diverse in ethnicity, gender, native language, age and background. College of DuPage is an AA/EO employer and strongly encourages applications from candidates who would enhance the diversity of its faculty.

To apply return a cover letter, current resume, student or photocopies of transcript, and the application form to the Office of Human Resources, 425 Fawell Blvd, Glen Ellyn, Illinois, 60137, Attention: Administrative Recruiting. Positions remain open until filled. However, to maximize your opportunity to be chosen for this position, please return your application packet as quickly as possible. You may submit your application, cover letter and resume on-line by visiting our website at [www.cod.edu/gen\\_info/hum\\_res](http://www.cod.edu/gen_info/hum_res) Visit our website at [www.cod.edu](http://www.cod.edu) for more details about the college.

## WWP 2007 By: Cecilia Herdegen, CFM

It's not too early to start planning for this year's premier FM event. How do we know? Housing opens April 2<sup>nd</sup>! While the following presents just a few FAQs, you can get all the details at

[www.worldworkplace.org](http://www.worldworkplace.org)

### **When and where is WWP, and what will it cost?**

World Workplace 2007 is Wednesday-Friday, October 24-26 and will be held at the Ernest N. Morial Convention Center in New Orleans, LA.

IFMA members registering by August 17 will pay \$695 for Full Event registration, \$295 for One-Day registration. After August 17 the fees will be \$795 and \$395, respectively. There is a variety of Additional Ticket pricing to attend Keynotes, the Welcome Reception, etc. so be sure to refer to the 2007 Registration Form available on the website.

### **What are the official hotels this year?**

You should know: IFMA is working to offset 100% of the emissions associated with IFMA's World Workplace via Cleaner and Greener certification. IFMA also follows many of the guidelines encouraged by the Convention Industry Council's Green Meetings Task Force and is implementing a number of green strategies at World Workplace.

For example, conference hotels were selected within walking distance of the convention center or public transportation; hotels will implement a towel and sheets reuse program, and will not replace amenities unless consumed.

As noted above, Housing for World Workplace 2007 opens April 2<sup>nd</sup>. A listing of the official hotels, with rates, can be found at

[www.worldworkplace.org/2007/attendees/hotels.cfm](http://www.worldworkplace.org/2007/attendees/hotels.cfm)

Hotels include the:  
 Courtyard by Marriott Convention Center  
 Holiday Inn Select  
 Loews New Orleans  
 Marriott New Orleans at the Convention Center  
 New Orleans Marriott  
 Residence Inn Convention Center  
 Springhill Suites convention

No decision yet as to which hotel will be the "unofficial" official NI hotel, or about NI's famous WWP Networking Event - but we'll keep you posted!

### **What's new this year at WWP?**

By far the newest aspect of World Workplace 2007 is the **new** conference schedule—Wednesday through Friday—to better accommodate your work/travel needs. IFMA reports that members asked them to hold World Workplace during the week, and they have responded with this new format.

As noted above, something else new this year is IFMA's working to offset 100% of the emissions associated with World Workplace via **Cleaner and Greener certification**. This includes everything from hotel selection to use of media and electronic technology in lieu of printed communications with members. They urge WWP attendees to look for and take advantage of any opportunity presented this year to "do the green thing." [[Learn more about Greening World Workplace](#)]

Finally, considering the location of this year's WWP, the IFMA Foundation has committed to organize a volunteer rebuild project while in New Orleans for IFMA's World Workplace

## WWP 2007 Continued....

2007 Conference and Expo, October 24-26. The volunteer project will take place Saturday, October 27, the day immediately following the conclusion of World Workplace.

The IFMA Foundation is currently working with several agencies to determine which project will be undertaken. IFMA asks you to please consider extending your stay in New Orleans an additional day and volunteering to be part of this effort. Everyone is welcome. IFMA hopes to make a meaningful contribution to the city and people who are so graciously hosting us. If you have any questions, contact Will Rub - IFMA Foundation Executive Director at [wiliam.rub@ifma.org](mailto:wiliam.rub@ifma.org) or 713-623-4362 x158.

### **What's scheduled so far?**

As with any trip to the Big Easy, plan to arrive early and stay late! IFMA's annual Foundation Gala will carry the theme of Mime and Magic, including music, festivities and casino gaming. The event will be held on Tuesday, October 23 at The Foundry on St Joseph Street, from 6:00-10:00 p.m. and reservations already are being accepted on the IFMA website.

World Workplace 2007 officially begins with its Opening Keynote Address at 1:00 p.m. on Wednesday, October 24, followed by the Expo Grand Opening at 2:30 p.m. The gala Welcome Reception will be held at 7:00 p.m. that evening.

Four concurrent educational session periods will fill the day on Thursday, October 25, with Session I starting at 8:00 a.m. and Session IV concluding at 5:00 p.m. The Expo Hall will be open from 8=9:30 a.m. until 2:00 p.m. Thursday.

Friday morning's Closing Keynote Address begins at 8:00 a.m. and the final day of Expo Hall viewing opens at 9:30 a.m. Concurrent sessions on Friday, October 26 will run from Session V at 9:45 a.m. through Session VII, which will end at 4:15 p.m. IFMA's Awards of Excellence Banquet will (almost) complete the event when it kicks off at 6:30 p.m. that evening.

Don't forget about the IFMA Foundation Volunteer Rebuild Project planned for Saturday, October 27!



# Chicago Metropolitan Agency for Planning

Cecilia Herdegen, CFM

## Announcement of Public Comment Periods

- Does your firm utilize ridesharing?
  - Are transportation-related pollution and environmental concerns in northeastern Illinois keeping you awake at night?
  - Do you wish there was a way – real-time – to know how the buses or trains were running this morning?
- Are you curious whether or not light rail public transit really will extend “to the land beyond O’Hare”?

Well now is your chance to read and speak up about these topics and more!

The Chicago Metropolitan Agency for Planning (CMAP) was created by merging the Chicago Area Transportation Study and the Northeast Illinois Planning Commission into one entity. CMAP serves Cook, DuPage, Kane, Kendall, Lake, McHenry and Will counties in Illinois.

CMAP is looking for public comment input on several documents related to planning northeastern Illinois. These documents include drafts of:

- the 2030 Regional Transportation Plan Update (this will incorporate new federal requirements)
- FY08 Unified Work Program (this includes planning projects that CMAP and partners such as Metra, CTA, RTA and Pace will undertake to enhance transportation in NE Illinois and fulfill federal planning regulations)
- Public Participation Plan (this will guide CMAP’s public involvement activities through 2010).

The contents of these documents are available for viewing and comment from now through April 23 (May 10 for the Public Participation Plan). All three can be accessed at [www.chicagoareaplanning.org](http://www.chicagoareaplanning.org)

So read up, then stand up and be heard!

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## New Benefit for Northern Illinois Chapter Members

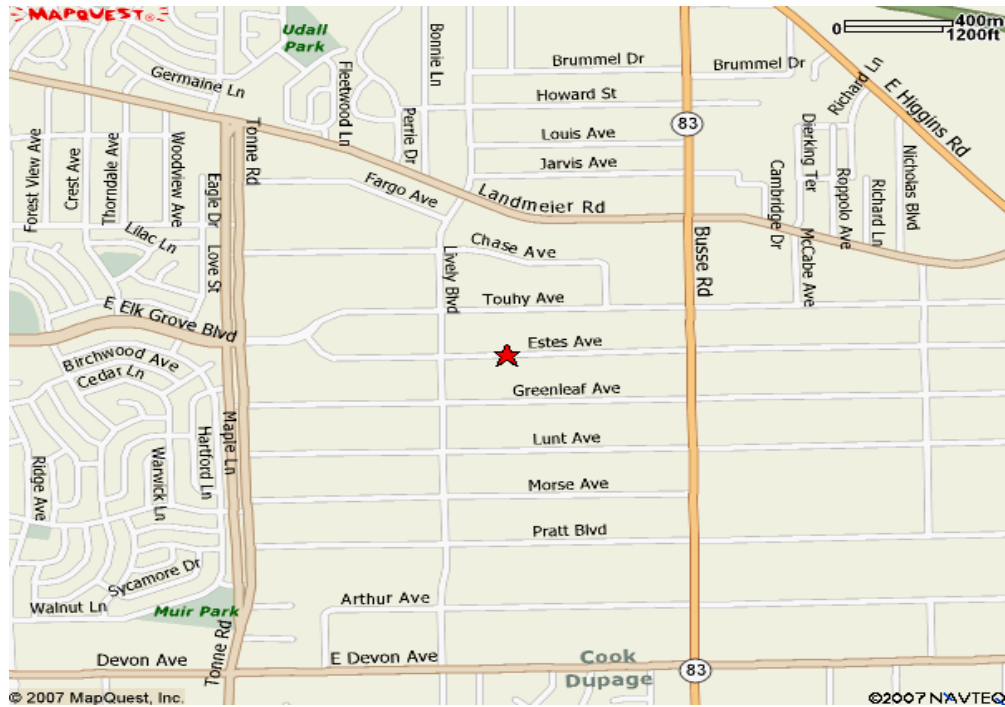
The Northern Illinois Chapter of IFMA is pleased to announce a new member benefit. The Northern Illinois Chapter, in partnership with the Chicago Chapter of IFMA and BOMA Chicago has arranged for access to the Job Bank on the BOMA Chicago website. Access to the opportunities to be found there, in addition to Jobnet area listings on ifmani.com, will provide our members with a listing of geographical area and professional field specific information related to employment opportunities. Members can access the Job Bank through the following instructions.

1. Go to [www.boma-chicago.org](http://www.boma-chicago.org)
2. Under Library and Resources - Click on Online Job Bank
3. Click on the prompt titled [Click here To IFMA only.](#)
4. Enter Id - IFMA (ALL CAPS)
5. Enter Password - BOMA (ALL CAPS)

In addition to job listings, resumes can be posted and listings of new opportunities can be uploaded to the site by following the links on the site.

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# Chicago Regional Council of Carpenters Apprentice and Training Program



## NI CALENDAR

### April 3

Monthly General Meeting  
**Chicago Regional Council of Carpenters Apprentice and Training Program**  
 Elk Grove Village, IL

### May 1

**IFMA/NI 20th Anniversary month!**  
 Monthly General Meeting  
 Potash Corp  
 Northbrook, IL

### May 17

Northern Illinois & Chicago Chapters of IFMA  
 19<sup>th</sup> Annual Golf Outing  
**Klein Creek Golf Club**  
 1N333 Pleasant Hill Road  
 Winfield, IL 60190

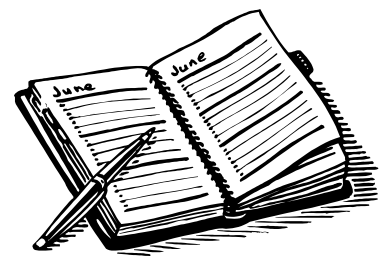
### June 5

Monthly General Meeting  
**Sears**  
 Hoffman Estates, IL

### 2007 IFMA NI Board Meetings

### April 11

### May 9



## Mark your FM Calendar

### Mark Your FM Calendar

note: the following information is provided solely as a convenient listing for IFMA/NI members. Further details may be learned by contacting each group as listed below.

April 2-3

The Essentials of OSHA Compliance 2007

Sheraton Chicago Northwest  
Arlington Heights, IL  
(800) 258-7246

[www.nationalseminarstraining.com](http://www.nationalseminarstraining.com)

April 2-3

Troubleshooting HVAC Controls & Air Distribution

Joliet, IL  
American Trainco  
(877) 978-7246

[www.americantrainco.com](http://www.americantrainco.com)

April 4-5

The Essentials of OSHA Compliance 2007

Oak Lawn Hilton & Conference Center  
Oak Lawn, IL  
(800) 258-7246

[www.nationalseminarstraining.com](http://www.nationalseminarstraining.com)

April 10-11

The Essentials of OSHA Compliance 2007

Cliffbreakers  
Rockford, IL  
(800) 258-7246

[www.nationalseminarstraining.com](http://www.nationalseminarstraining.com)

April 16-17

Effective Maintenance Planning & Scheduling

Chicago, IL  
American Trainco, Inc  
(877) 978-7246

[www.americantrainco.com](http://www.americantrainco.com)

April 16-17

Arc Flash Protection & Electrical Safety

Elk Grove, IL  
American Trainco, Inc  
(877) 978-7246

[www.americantrainco.com](http://www.americantrainco.com)

April 16-17

Basic Electricity for the Non-electrician

Harvey, IL  
American Trainco, Inc  
(877) 978-7246

[www.americantrainco.com](http://www.americantrainco.com)

April 16-17

Mean Management Models for Facilities Management and Capital Projects

The Renaissance Vinoy Resort  
St Petersburg, FL  
Tradeline facilities Conference Series

[www.tradelineinc.com/management](http://www.tradelineinc.com/management)

April 16-20

Air Conditioning and Refrigeration/Principles of Heating Applications

Elgin, IL  
National Technology Transfer, Inc.  
(800) 922-2820

[www.nttinc.com](http://www.nttinc.com)

April 17-19

The TFM Show

Navy Pier  
Chicago, IL

[www.thetfmshow.com](http://www.thetfmshow.com)

April 17-20

Coverings 2007 Conference  
McCormick Place North/South Halls

Chicago, IL

[www.coverings.com](http://www.coverings.com)

April 18-19

Electrical Troubleshooting & Preventive Maintenance

Harvey, IL  
American Trainco, Inc  
(877) 978-7246

[www.americantrainco.com](http://www.americantrainco.com)

April 23-24

Boiler Operation Maintenance & Safety

Harvey, IL  
American Trainco, Inc  
(877) 978-7246

[www.americantrainco.com](http://www.americantrainco.com)

April 23-27

Air Conditioning and Refrigeration/Principles of Heating Applications

Joliet, IL  
National Technology Transfer, Inc.  
(800) 922-2820

[www.nttinc.com](http://www.nttinc.com)

April 25-26

Understanding Air Conditioning & Refrigeration Systems

Harvey, IL  
American Trainco, Inc  
(877) 978-7246

[www.americantrainco.com](http://www.americantrainco.com)

April 27

Landlord and Tenant Law in Illinois

Holiday Inn Mart Plaza  
Chicago, IL  
(866) 352-9539

[www.lorman.com](http://www.lorman.com)

May 7-8

Arc Flash Protection & Electrical Safety

Joliet, IL  
American Trainco, Inc  
[www.americantrainco.com](http://www.americantrainco.com)

May 14-15

Basic Electricity for the Non-electrician

Harvey, IL  
American Trainco, Inc

[www.americantrainco.com](http://www.americantrainco.com)

## Mark your FM Calendar (Cont)

May 15-17

EnvironDesign2007  
Hilton New Orleans Riverside  
New Orleans, LA  
[www.environdesign.com](http://www.environdesign.com)

May 16-17

Electrical Troubleshooting & Preventive Maintenance  
Elk Grove, IL  
American Trainco, Inc  
(877) 978-7246  
[www.americantrainco.com](http://www.americantrainco.com)

May 21-22

Fundamentals of Business Energy Management  
Hilton Northbrook  
Northbrook, IL  
(770) 925-9633  
[www.aeecenter.org/training](http://www.aeecenter.org/training)

May 21-22

Understanding Air Conditioning & Refrigeration Systems  
Elk Grove, IL  
American Trainco, Inc  
(877) 978-7246  
[www.americantrainco.com](http://www.americantrainco.com)

May 21-23

Fundamentals of Buying & Selling energy  
Chicago Marriott Northwest  
Hoffman Estates, IL  
(770) 925-9633  
[www.aeecenter.org/training](http://www.aeecenter.org/training)

May 23-24

Boiler Operation Maintenance & Safety  
Elk Grove, IL  
American Trainco, Inc  
[www.americantrainco.com](http://www.americantrainco.com)

June 3-7

NFPA World Safety Conference & Exposition  
Boston Convention & Exhibition Center  
Boston, MA  
[www.nfpa.org](http://www.nfpa.org)

June 11-13, 2007

NeoCon  
The Merchandise Mart  
Chicago, IL  
[www.neocon.com](http://www.neocon.com)

June 12-14

Applying NFPA 101, Life Safety code, to the Joint Commission Statement of Conditions  
Oakbrook Terrace, IL  
NFPA Professional Development  
(800) 344-3555  
[www.nfpalearn.org](http://www.nfpalearn.org)

June 13

Current Issues in Stormwater and Wetland Regulations in Illinois  
Itasca Country Club  
Itasca, IL  
Lorman Education Services  
(866) 352-9539  
[www.lorman.com](http://www.lorman.com)

June 18-20

National Fire Alarm Code  
Renaissance Chicago North Shore  
Northbrook, IL  
NFPA Professional Development  
(800) 344-3555  
[www.nfpalearn.org](http://www.nfpalearn.org)

June 18-22

The 2005 National Electrical Code  
Renaissance Chicago North Shore  
Northbrook, IL  
NFPA Professional Development  
(800) 344-3555  
[www.nfpalearn.org](http://www.nfpalearn.org)

June 18-21

The 2006 Life Safety Code  
Renaissance Chicago North Shore  
Northbrook, IL  
NFPA Professional Development  
(800) 344-3555  
[www.nfpalearn.org](http://www.nfpalearn.org)

June 18-22

Automatic Sprinkler Systems  
Renaissance Chicago North Shore  
Northbrook, IL  
NFPA Professional Development  
(800) 344-3555  
[www.nfpalearn.org](http://www.nfpalearn.org)

June 20-22, 2007

The CSI Show  
Baltimore Convention Center  
Baltimore, MD  
(800) 689-2900  
[www.theocsishow.com](http://www.theocsishow.com)

June 21

Inspection, Testing and Maintenance of Fire Alarms  
Renaissance Chicago North Shore  
Northbrook, IL  
NFPA Professional Development  
(800) 344-3555  
[www.nfpalearn.org](http://www.nfpalearn.org)

June 21-22

Disaster/Emergency Management and Business Continuity Programs (NFPA 1600)  
Renaissance Chicago North Shore  
Northbrook, IL  
NFPA Professional Development  
(800) 344-3555  
[www.nfpalearn.org](http://www.nfpalearn.org)

June 21-22

Fire Protection Systems Plans Review  
Renaissance Chicago North Shore  
Northbrook, IL  
NFPA Professional Development  
(800) 344-3555  
[www.nfpalearn.org](http://www.nfpalearn.org)

June 22

Fire Alarm Interfaces  
Renaissance Chicago North Shore  
Northbrook, IL  
NFPA Professional Development  
(800) 344-3555  
[www.nfpalearn.org](http://www.nfpalearn.org)