

Western Energy Institute

Service Company Membership

ENERGY FORWARD: *Writing a New Legacy*



WesternEnergy
INSTITUTE

Exchanging Expertise Since 1893



Who is the Western Energy Institute?

Western Energy Institute (WEI) is a regional association serving the electric and gas industries, both public and private, throughout the Western United States and Canada. Based in Portland, Oregon, WEI was formed in October 2000 from two longstanding industry associations - the Western Electric Power Institute (WEPI) founded in 1908 and Pacific Coast Gas Association (PCGA) founded in 1893.

WEI's membership is comprised of more than 60 energy companies, including gas pipeline companies, electric and gas distribution businesses, electric generation companies, power marketers and over 130 industry service providers. WEI offers a member driven, open learning environment to develop effective leaders and ensure well trained employees. Each year WEI sponsors educational and networking programs which benefit over 1700 employees. For the 2010-2011 year, WEI has more than 800 volunteers focused on helping member companies thrive in increasingly competitive energy markets.

Vision

WEI is the premier Western association of energy companies implementing strategic, member-driven forums identifying critical industry issues, facilitating dynamic and timely employee development opportunities, and supporting member relationships to achieve solutions vital to their success.

Mission Statement

WEI supports the electric and natural gas industries by providing:

- Forums for professionals to exchange timely information on critical industry issues
- A relaxed environment for members to network
- Information about critical issues
- Skills training that is essential for operational excellence at all levels

Our Core Values

Relationships: WEI nurtures long-term relationships with members based on trust and quality

Knowledge: WEI anticipates developments in the industry and integrates them into program offerings and information exchange

Operations: WEI creates value by customizing solutions that are best for its members

Talent: WEI employees are highly skilled, member-focused individuals

Integrity: WEI culture exemplifies honest and ethical behavior among its employees and members

About Service Company Membership

WEI Service Company Membership affords an important networking opportunity for service providers to become more involved in planning efforts and participation in key meetings and conferences. The industrial and market knowledge of our Service Company Members is a valuable asset for our Utility Members and viewed as a "resource" to assist in the educational and information sharing of the forums. These conferences also provide numerous opportunities to make your products and services visible to key utility decision makers. For further details, please contact Kevin Sullivan at Sullivan@westernenergy.org or phone him at 971 255-4973.

The Many Benefits of Service Company Membership!!

Access to Utility Decision Makers - WEI's Member Directory provides a detailed listing of our member utility company personnel.

Promote Your Company - Western Energy Institute members and their products and/or services are listed in the Western Energy Institute Directory of company members with a link to your website.

Vendor Displays - Display products and/or services at all WEI conferences at discounted rates! Shows are intimate and generally limited to 20 vendors or less. These are exclusive opportunities to capture the attention of key industry decision makers.

Peer Relationships - WEI events provide a great opportunity to network with industry personnel and build your customer base. Never has the opportunity for suppliers to become problem-solving partners been greater!

Leadership Opportunities - Serving on any of the various WEI committees not only develops leadership skills but also provides further interface with utility members.

Annual Meeting - The latest trends in the utility industry presented by industry leaders. Take advantage of many sponsorship and networking opportunities to get your company's name in front of key utility decision makers.

Present at Technical Workshops and Schools - Designed to educate and update on technical topics of vital importance, Service Company Members are uniquely positioned to be presenters at these forums.

Issues Conferences - Developed to inform you about critical issues and provide information you need to know. Service Company members gain meaningful insight from these forums in addition to making key contacts with utility executives.

Discounts - Save hundreds of dollars on WEI conference delegate and Vendor Display registration fees. Remember, all employees of your company are eligible for the discounted rates.

Service Company Representatives On the WEI Board of Directors

Services Vice Chair

Vertex Business Services

James M. Will, Senior Director, Strategic Accounts

Services Board Members

Cisco Systems, Inc.

James Richardson, Sales Business Development Manager

Elster Group

Rick Mooney, International & Northwest Sales Manager

GE Energy

Bryan Chambers, Sales Manager

Henkels & McCoy Inc.

Thomas Casey, Manager, Business Development

Platinum Service Company Members



Gold Service Company Members



Silver Service Company Members

ABB, Inc.
Accenture
Aclara Software
AEGIS Insurance Services, Inc.
Alden Systems, Inc.
Altivon
American Superconductor - AMSC
Apogee Interactive, Inc.
Asset Recovery Group
Bascom -Turner Instruments, Inc.
Bates White, LLC
Bridgwell Resources
Bulwark Protective Apparel Ltd.
Camcode Division of Horizons Inc.
Carhartt, Inc.
Carlson Sales, Inc.
Chartwell Inc.
Coast to Coast USA NDE Services
Commonwealth Associates, Inc.
Continental Industries, Inc.
Contract Callers, Inc.
Cooper Power Systems
Crimson Oak Consulting
D'Ewart Representatives LLC
DeWalch Technologies, Inc.
Digital Grid, Inc.
Dow Chemical Company
DragonFur
Dresser, Inc.
E Source
EDM International
Elster Group
EnerNOC
Enoserv, LLC
EPG, Inc.
Faithful+Gould, Inc.
Finley Engineering Company, Inc.
Fitzgerald & Associates, Inc.
Five Point Partners, Inc.
FLIR Systems

Gallatin Public Affairs
Gas Measurement Instruments Ltd.
Gas Technology Institute
GE Energy
GeoDigital Engineering
GeoEngineers, Inc.
Golder Associates
GridSense Inc.
H.J. Arnett Industries, LLC
Heath Consultants
HEES Enterprises, Inc.
IJUS LLC
IMCORP
Independent Inspection Co.
Itron, Inc.
Jacobs Consultancy Inc.
Jameson, LLC
Landis + Gyr EMP
Market Strategies International
McFarland Cascade
McKaig Evergreen, Inc.
McLaren, Inc.
NAES Power Contractors, Inc.
Navigant Consulting, Inc.
New Era Technology, Inc.
Niels Fugal Sons Company LLC
NJUNS, Inc.
North Coast Electric
Novinium, Inc.
NW Line Constructors NECA
Oldcastle Precast, Inc.
Oniqua
OPOWER
Osrose Utilities Services, Inc.
Peak Measure
Peregrine Midstream Partners LLC
Performance Pipe
Pilchuck Contractors, Inc.
Potelco Inc.
Power Engineers, Inc.

R.W. Lyall & Company, Inc.
Radar Engineers
Reliability Management Group (RMG)
Resource Action Programs
Richards Manufacturing Company
Riverside Manufacturing Inc.
Rogers-Strong Associates, Inc.
Schweitzer Engineering Laboratories, Inc.
Sensit Technologies
Serveron Corporation
Siller Helicopters
SNC-Lavalin Constructors Inc.
Space-Time Insight
Stephens, McCarthy, Lancaster LLC
Sturgeon Electric Company Inc.
SunGard Engineering Inc.
Sunrise Engineering, Inc.
Surveys and Analysis, Inc.
SWCA Environmental Consultants
Tarco International Inc.
Team Industrial Services
The Mosaic Company
The Okonite Company
Thomas & Betts Corp. Utility Group
Total Solution, Inc.
Twenty First Century Communications
Tyndale Company, Inc.
UC/Synergetic
UMS Group Inc.
University of Idaho
US Lighting Tech
UTILX Corporation
Valmont-Newmark
WESCO Distribution, Inc.
Western Wood Preservers Institute
Westex, Inc.
Weston Solutions, Inc.
Westwood Professional Services
William W. Rutherford & Associates
Wood Mackenzie

Vendor Display Opportunities

Don't miss out! Looking for ways to expand your customer base, network with the top professionals in the energy industry, and get word out about a new product or service? Seeking a targeted audience of decision-makers? The following WEI meetings have valuable Vendor Display opportunities available.

Northwest Electric Meter School

August 29-September 2, 2011

North Seattle Community College in Seattle, Washington

Contact: Becca Petersen, Senior Program Manager

- **Joint Use Conference**

September 18-21, 2011

Long Beach, California

Contact: Orran Greiner, Senior Program Manager

- **Underground / Overhead Electric Distribution Fall Meeting**

Fall 2011

Location TBD

Contact: Kevin Sullivan, Program Manager

- **Spring Energy Symposium**

March 7-9, 2012

Las Vegas, Nevada

Contact: Diana Zoren, Senior Program Manager

- **Operations Conference**

April 17-20, 2012

Litchfield Park, Arizona

Contact: Orran Greiner, Program Manager

- **Underground / Overhead Electric Distribution Spring Meeting**

Spring 2012

Location TBD

- Contact: Kevin Sullivan, Program Manager

- **Secondary Network Meeting**

Spring 2012

Location TBD

Contact: Kevin Sullivan, Program Manager

Sponsorship Opportunities

As a program sponsor, your company will enjoy these benefits:

- Unprecedented exposure to a focused group of energy professionals
- Verbal acknowledgment of your sponsorship from the podium during the meeting
- Special name badge/ribbon recognition
- Your company's name will be listed as a sponsor in print materials, on the website, and in signage at the event
- Other sponsorship recognition will be tailored to meet your level of support

Sponsorships can be done in many formats and are only limited by your imagination and budget. Below are a few suggestions that others have sponsored in the past:

- Networking Events - Golf, Bowling, Tours, social gatherings, etc.
- Program - Speakers, Meals/Breaks/Refreshments, Facility Rental, Advertising/Marketing, Special Receptions, etc
- Other Sponsorship Opportunities - Door prizes, Entertainment, Transportation, Participation Award

Let the WEI Staff help design a package to fit your needs. Sponsorship opportunities are available for every WEI program.

For more information about sponsorship packages, please contact Kevin Sullivan at sullivan@westernenergy.org or by phone at 971 255-4973.

Service Company Membership Options

***WEI SERVICE COMPANY MEMBERSHIP**

- Access to decision makers
- Your company listing on WEI's website directory with a link to your company's website
- Vendor displays at WEI conferences at discounted rates
- Peer relationships that help build your customer base
- Leadership opportunities are available by serving on various WEI committees
- Opportunity to present at technical workshops, schools and conference sessions
- All employees of your company receive the discounted rates to WEI events

Platinum Service Company Membership

\$10,000 Membership dues includes:

- WEI Service Company Membership *
- Annual Meeting Program Sponsorship
 - Includes attendance for one at Board of Directors Dinner
- Operations Conference Sponsorship
- Spring Energy Symposium Sponsorship
- Winter Board of Directors Meeting sponsorship and invitation to participate:
 - Reception
 - Dinner
 - Golf
- Three Complimentary Registrations
- WEI website acknowledgment

Gold Service Company Membership

\$6,000 Membership dues includes:

- WEI Service Company Membership *
- Annual Meeting Program Sponsorship
 - Includes attendance for one at Board of Directors Dinner
- Operations Conference Sponsorship – **or** – Spring Energy Symposium Sponsorship
- Two Complimentary Registrations

Silver Service Company Membership

\$850 Membership dues includes:

- WEI Service Company Membership *



Service Company Membership Application

DATE _____

PLEASE COMPLETE and SUBMIT ONLINE AT www.westernenergy.org – or MAIL to Marilyn Harrington, Manager, Membership Services – or FAX to Marilyn Harrington at 503 231-2595

With nearly 40 energy companies participating in our events, joining WEI provides numerous opportunities for you to expose your products to a broad range of industry decision makers. The best way to maximize your return on membership investment is to actively participate on the Services Members Committee, on targeted Program Delivery Teams and to present papers and exhibit at appropriate events. There are also many opportunities to sponsor programs and events.

Your membership investment covers our fiscal year (October 1st to September 30). Membership entitles you to a listing in WEI's on line directory, discounts for all WEI events and the opportunity to participate on Program Delivery Teams where you can network with industry colleagues while collaborating to solve common industry challenges.

COMPANY REPRESENTATIVE _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY _____ STATE/PROVINCE _____ ZIP _____

PHONE _____ FAX _____

EMAIL _____ WEBSITE _____

ASSISTANT _____ ASSISTANT'S EMAIL _____

Describe your company's products/services as you would like to have them presented in the directory:

Your company's focus: OPERATIONS CORPORATE SERVICES CUSTOMER CONNECTIONS Other _____

Your company provides services to GAS ELECTRIC ELECTRIC & GAS Other _____

Membership Dues for fiscal year Silver - \$850 US
 Gold - \$6,000 US
 Platinum - \$10,000 US

Check enclosed (make checks payable to *Western Energy Institute* and mail to 827 NE Oregon Street, #200, Portland, OR 97232)

Visa/MC/AMEX # _____ Exp. date _____

Cardholder Name/Signature

Membership dues are deductible as an ordinary and necessary business expense but not as a charitable contribution for federal income tax purposes.



WesternEnergy
INSTITUTE

827 NE Oregon Street, Suite 200
Portland, Oregon 97232-2172
503 231-1994

www.westernenergy.org