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M E M O R A N D U M

TO: All TEGG Service Contractors
FROM: Joseph D. Gierlach Jr.
Vice President – Technical Training and Support
DATE: July 31, 2009
SUBJECT: **TEGG Services vs. NETA Specifications**

Occasionally I receive inquires regarding the capabilities of TEGG Service Contractors when compared to engineering specifications that cite “NETA Certifications” as a prerequisite for a job bid. This is commonplace throughout the country and appears on many bid documents. Although no electrical contractor can meet the requirements to obtain a full NETA membership, TEGG Corporation and many of the contractors in the Network possess an affiliate membership with the organization.

This prerequisite does not automatically disqualify a TEGG Service Contractor from either bidding the job or being awarded the same. In many cases, it is a matter of educating the customer on the full capabilities of the contractor, as well as identifying the reasons an electrical contractor cannot possess the NETA certifications.

One of the main reasons for this is contained in the NETA by-laws, which state:

- Revenue of 80% or greater must be specifically derived from electrical testing without the support of a parent organization.

Because electrical contractors are diverse organizations with many skill sets, disciplines, and capabilities, they cannot meet this requirement for full membership. As a result of this diversification, our Network contractors represent an attractive alternative to potential customers by offering highly-trained personnel with full service potential.

Listed below are key points to use when educating potential customers as to why a TEGG Contractor is a viable choice for these types of bids:

- Technicians are fully licensed, trained, certified and insured to perform installation, commissioning, testing, maintenance and repair of electrical system components. (NETA technicians may not be electricians.)
- The 2007 NETA MTS and the 2009 NETA ATS are only two of many standards that TEGG uses in its tasking approach to electrical maintenance and testing, and in every case, the requirements meet and exceed these specifications. (IEEE, NEC, NFPA, EPRI, FIST, ASTM are among the others used.)
- Our organization offers both off-line and on-line testing of the components. (NETA performs the majority of testing off-line.)
- Repair work can be made on the spot when identified. (Electricians must be called in for repairs, in many cases adding to the cost of the service when NETA companies perform testing.)
- The need for a third party is eliminated by utilizing qualified electricians to perform the testing and maintenance.
- Guarantees are offered through our partnerships which are still unmatched in the industry.

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- Our global support Network assures interchangeability from one location to the next with standardized reporting formats and soon to be web-based electronic reports viewable from any computer connected to the internet.
- Downtime experiences are minimized by 24/7 support from local contractors with the ability to troubleshoot, analyze, and repair any failures.

The above list is not all inclusive, but it does highlight some of the reasons our Network of TEGG Service Contractors are fully qualified to meet the requirements of the bids when they are encountered. There is also a general sentiment throughout the industry circles that the NETA organization may be reconsidering its constitution relative to who can become full members. This would be a welcome development from our organization's standpoint and make good business sense for both organizations, and we will certainly look forward to working toward that goal.

I trust this will aid in making customers aware of our full capabilities and how we compare to NETA requirements when faced with those prerequisites.

JDG/ms