

How to Control Predatory Practices with General Contractors

Donald Gregory, Esq., Kegler Brown Hill & Ritter

The economic downturn has given certain contractors leverage to extract concessions from subcontractors through one-sided subcontract language, bid shopping and other predatory practices. Learn how to better protect yourself from unfair bidding and contracting practices.

Don Gregory chairs the Litigation and Construction Law areas of the law firm of Kegler, Brown, Hill & Ritter in Columbus, Ohio, where he regularly represents subcontractors, contractors, architects, owners and others in the construction industry. He currently serves as general counsel to AWCI as well as the American Subcontractors Association and the National Ground Water Association.



Leveraging the Technology You Already Own

Cecilia Padilla, On Center Software

Are you maximizing the efficiency of your On Center Software? On Center wants every user of On-Screen Takeoff, Quick Bid and Digital Production Control to become a “Power User.” You will learn intermediate and advanced level tips and tricks from one of On Center’s key executives.

Cecilia Padilla is an internationally known expert in the industry and brings more than 25 years of experience in estimating and project management for commercial drywall and plastering projects.

Prior to joining On Center Software as vice president in 2008, she assisted the company with beta testing for 14 years. She previously served as a senior project manager for Marek Brothers Systems in Houston and for Raymond Interior Systems in both Las Vegas and Orange, Calif.



Planning For Your Company's Recovery

Dave Chapman and John Lombardo, Advanced Estimating Systems, Inc.

A discussion of the problems and solutions for effectively re-growing your business back to pre-recession levels.

Dave Chapman started with Advanced Estimating Systems, Inc. in 2001 as a consultant working throughout North America primarily with The EDGE and specializing in interior trades including drywall, acoustical, painting, fireproofing, EIFS, stucco and plaster.

John Lombardo has been a sales consultant for Advanced Estimating Systems, Inc. in Delray Beach, Fla., since 1990. Lombardo has presented seminars and The EDGE demonstrations specializing in trades such as drywall, acoustical, painting, fireproofing, EIFS, stucco and plaster.



Hot Technologies & Social Media

John Rapaport, Component Assembly Systems

James Spellos, CMP, Meeting U

Sponsored by C/F Data Systems, LLC

In a time-starved world, how can you keep up with the number of technological advancements that impact your job and career? Looking for an overview of what's new and hot as well as trying to learn how to keep pace with the innovation information? This session examines the latest in technology in this fast-paced look at what's here for us to use now and in the near future. This session includes an in-depth look at social media tools and how they can help your business.

After participating in this session, you will be able to:

- Identify critical desktop and mobile applications.
- Understand the lingo for the latest technologies.
- Recognize the most crucial social media tools and how you can use them to enhance client communications.

John A. Rapaport is director of operations and general counsel for Component Assembly Systems, Inc. CAS is one of the largest carpentry, drywall and ceiling contractors in the United States, with offices in New York, Boston, New Jersey, Washington, D.C., and Las Vegas. Besides law, Rapaport has spearheaded his company's efforts to digitize and modernize its technology infrastructure. Through his vision, the company was able to develop its own proprietary software known as CASim, which tracks and updates progress on its projects using the latest Web-based tools.



James Spellos is the president of Meeting U., a company specializing in training in the topics of technology applications and meeting planning. Spellos is certified as a Microsoft Office Specialist and is recognized as an expert in the field of technology applications training, delivering more than 150 seminars annually. He has been a faculty member at New York University's School of Professional and Continuing Studies since 1990.



Navigating Your Business after a Major Loss— Rising from the Ashes

David Barry, ARM, Willis
Howard Bernstein, Penn Installations

AWCI member Howard Bernstein of Penn Installations experienced a major loss on July 2, 2010, when his corporate headquarters burned to the ground. Much was learned during the exhaustive process of navigating the building and contents loss while also trying to run the business. This session will



cover the following: pre-loss precautions; contemplating loss scenarios and taking insurance policies for a “test drive;” crisis management; media coverage; code upgrades; what “replacement value” versus “cash value” really means; lessons learned and post-loss advocacy.

David Barry, ARM, is the national technical director for casualty risk control at Willis. He assists Willis clients with identifying, analyzing and creating hazard control programs that address industry specific loss potentials that their organization may be exposed to. Barry specializes in workers’ compensation, property, general liability and commercial automobile exposures and control strategies that help clients control insurance costs and improve profitability.



Howard Bernstein is president of Penn Installations, a full service specialty contractor, founded in 1949 and based out of Summerhill, Pa., with a satellite office in State College. With an average volume of \$10 million, the employees/owners of Penn Installations are proud to have worked on projects across the eastern United States. On July 2, 2010, their world was turned upside down.



Are You a Project Manager or a Project Witness? Norb Slowikowski, Slowikowski & Associates

Let's start with a few definitions. A project *manager* effectively administers the entire project's lifecycle by working with other people to ensure they have the correct resources to be productive and profitable. In short, they coordinate all activities and limit the company's risk and liability.

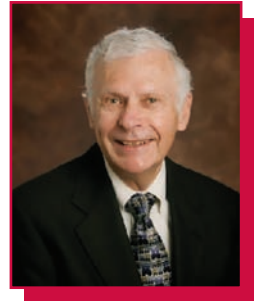
A project *witness* is someone who oversees but has no direct stewardship of the process or any real accountability. Because he doesn't actively manage in the trenches, a witness can't back up his words with actions or goals with follow-through.

This seminar will provide project managers with the basics for success, covering every aspect of the managing process. It will clearly define the interactions of the "Project Triangle" (project manager – superintendent – foreman) and core project managing processes. Participants will learn how to monitor budgets, meet deadlines and manage scope and risk.

Who Should Attend?

New/Current project managers or people aspiring to be project managers who want to learn to build a solid foundation of management knowledge along with how to execute the required skills with expertise and confidence.

Norb Slowikowski is a productivity consultant who has been working in the construction industry since 1982. He has assisted more than 180 contractors in improving productivity and maximizing profitability. Slowikowski has also been a columnist for AWCI's Construction Dimensions for more than 10 years.



Building Bigger with Steel: Mid-Rise Construction

Don Allen, P.E., Steel Framing Alliance
Patrick W. Ford, P.E., Matsen Ford Design Associates, Inc.

You'll come away from this session with a better understanding of how you can integrate heavy load-bearing CFS framing into your project portfolio and how you can help convince owners and developers to use steel over less-appropriate materials such as wood and concrete masonry. See how bearing wall systems can be integrated with both steel and non-steel floor systems, and how steel framing, done properly, can help your bottom line. Specific examples and case studies will be included: on bracing of heavily axial-loaded studs, shear wall options, non-steel shear wall systems, tracking loads and detailing between steel and other structural materials, transfer of loads at the podium level and ground level, and acoustic and fire ratings for both floor and wall assemblies in mid-rise construction.

Don Allen, P.E., has worked for a product manufacturer, a specialty engineer and a full-service structural engineering firm before his current role as technical director for three groups in the steel framing industry: the Steel Stud Manufacturers Association, the Steel Framing Alliance and the Cold-Formed Steel Engineers Institute. Allen has a special interest in the structural role of materials in sustainable construction, and is a LEED® Accredited Professional. He is a member of ASCE Structural Engineering Institute Committee on Sustainability, the ASCE SEI Committee on Cold-Formed Steel and the International Code Council Evaluation Service Industry Advisory Committee.



Patrick W. Ford, P.E., is a principal of Matsen Ford Design Associates, Inc., a registered professional engineer in Wisconsin and in numerous other states, and a member of the American Society of Civil Engineers and American Institute of Steel Construction. He has also served as a subcommittee member of the American Iron and Steel Institute and AWCI, and is a past president as well as a member of the board of directors of the Light Gauge Steel Engineers Association. Relative to cold-formed steel framing, his experience includes the application of many of the latest technologies and design concepts to load-bearing structures and a variety of curtainwall and prefabricated systems.



Prefabrication and Offsite Construction— Are We There Yet?

Juan Bermudez, Neopod Systems

From cruise ships to complete buildings, from head walls to bathrooms, how far can we take offsite construction and prefabrication in the construction industry? The benefits are well documented. Other industries rely on it. Why are we just starting to embrace the benefits of a more efficient, higher quality and quicker construction process? In this discussion we will focus on some of the emerging trends in prefabrication emerging in our industry. From bathroom pods to mechanical racks, from hotel rooms to complete buildings, find out what to do to adapt and ride the offsite wave. We will discuss some of the projects leveraging these concepts and what it means to the trades involved.



Juan Bermudez leads Neopod Systems as its president/CEO. He has served as operations manager for Procter & Gamble's Caribbean manufacturing and distribution operations, management consultant for Fortune 50 corporations (industrial and financial), and vice president of B2B e-Commerce implementation for a Latin American consortium of financial institutions. Bermudez is a LEED AP and has also completed various courses in project management (PMBOK), manufacturing process optimization (theory of constraints), and advanced leadership programs. He is actively involved in the Urban Land Institute having completed several executive real estate development education programs and in the National Homebuilders and Latin Builders Associations.

Spray Foam Insulation—Rapidly on the Rise

Ken Allison and Robert Naini, Demilec USA

This session will cover the following:

1. Spray Foam 101: Where and how it is used, what it does and a basic understanding of the building science involved.
2. The insulation marketplace and how spray foam has grown in market share.
3. Energy saving case studies and actual results.
4. The limited amount of spray foam installers and the opportunity it has in commercial construction.

Ken Allison is the business development manager for Demilec USA. His role at Demilec USA is to seek out and develop potential markets mostly through training architects, code officials, builders, contractors and consumers on the impact spray foam insulation has on energy savings, indoor air quality and the comfort of a building. Allison has been involved in sales, teaching and training in the building/remodeling arenas since 1995. He is an approved AIA presenter and has been certified as a Building Analyst through the Building Performance Institute.



Robert Naini is the director of engineering for Demilec, USA where he is responsible for the technical approvals of Demilec's products and provides product support to contractors, builders and consumers across the nation. He also works with architects and code officials regularly and has conducted more than 200 spray foam presentations in his time with Demilec. In 2009, he was honored as Demilec's Employee of the Year.

