

CONEXPO-CON/AGG 2011 Education Programs

All education sessions will take place at the Las Vegas Convention Center on the First Level of North Hall. The Education Office is located in room N118.

Tuesday, March 22, 2011

7:30 – 9:00 a.m.

T-11 Managing Quarry Operations in Tough Financial Times

by: Ran Tamir, Lafarge

Supported by: ARTBA, NSSGA, NRMCA

How to survive by making the right choices and applying military decision-making methodology in the quarrying industry. Learn the tried and tested "Order of Battle" as a management tool for mining and quarrying.

Learning Objectives:

1. Discover tools for planning.
2. Understand necessary tools for responding to changing needs.
3. Explore simple tools for continued improvement.

T-12 Finding Value—Advancements for Waste Fines & Water Recovery

by: Tom O'Brien, Paschal Associate Sales

Supported by: NSSGA

The current focus on fines recovery and water conservation within the aggregate industry is critical to any successful operation. This presentation will demonstrate, via case study, the handling of waste fines, including recent advancements in fines recovery and water recycling. Learn key terms and knowledge in these operations, including a review of current equipment and actual plant data and models to demonstrate plant effluent mass balance and the expected operating costs.

Learning Objectives:

1. Understand producers' options by defining the associated terms.
2. Review possible equipment scenarios.
3. Benchmark using a relevant case study.

T-13 Parking Lot Paving—A Guide to Success

by: Terry Humphrey, Caterpillar Inc.

Supported by: ARTBA, NAPA

Paving parking lots has many unique challenges compared to mainline paving. With numerous starts and stops, more handwork, drainage control, paving layout, and tight working conditions, it is important to know how to address all the issues. In this session, you will learn all the "tricks of the trade" to achieve a successful finished product.

Learning Objectives:

1. Utilize proper surface preparations.
2. Discuss how to control thickness and grade to avoid birdbaths.
3. Understand best practices for compaction.

T-14 How to Produce Consistent Color in Concrete Products

by: John Ciente, Solomon Colors; Cathy Higgins, Dynamic Color Solutions, Inc.; Todd McHenry, LANXESS Corporation - Inorganic Pigments Group;

Michael Kraft, Kraft Energy Systems, Inc.

Supported by: ICON Expo, NRMCA, PCA

Colored concrete units are a premium product and with that premium come expectations. Variations in color between units result in perhaps the most frequent source of customer complaints, sometimes resulting in costly reconciliation. Improve the consistency, improve the bottom line—it's that simple. This session will help people understand those variables that influence the resulting color of the product and address systematic control checks that are needed to ensure that consistent color is achieved in the finished product.

Learning Objectives:

1. Learn why it is important to improve the color consistency of concrete products.
2. Understand what variables can influence the color of the product.
3. Discover how to implement systematic control checks to ensure that consistent color is achieved in the finished product.

T-15 It's Getting Easier Being Green

by: Joe Mastanduno, Nate Clark, Jahmy

Hindman, Clint Allaman, John Deere Construction & Forestry Division

Supported by: ARTBA, LICA

Construction contractors face an increasing array of environmental requirements in bidding specifications, regulations, and beyond. Contractors who cannot meet these requirements may be prohibited from competing for business critical to their survival and growth as the construction industry strives to emerge from the economic recession. This session will arm contractors with the information and tools necessary to overcome and influence the challenges posed by new environmental requirements—particularly those related to emissions—and, in so doing, strengthen their overall competitiveness.

Learning Objectives:

1. Understand what is driving environmental requirements and how you can help drive them.
2. Review the benefits of new hybrid technologies, including the role they can play in improving your environmental performance.
3. Appreciate how cutting-edge telematics can enhance your equipment and fleet management, boost your financial performance, and fortify your environmental performance.

T-16 Pricing Your Product in a Hypercompetitive Market

by: Russell Collins, Rich Fiber & Systems
Supported by: CFMA, ICON Expo, NRMCA

In a very competitive business environment, it is easy to let your marketing efforts devolve into a low price war with your competitors. However, this can lead to commoditizing your product or service. This, in turn, leads to low profit margins and a stressful experience for all involved in the business—including the customer. An alternative is to add value to the products or services you sell and place premiums on those that add the most value for your customers. In this session, explore opportunities to add value to your business and preserve its long-term sustainability.

Learning Objectives:

1. Understand how a highly competitive market can lead to commoditizing a product or service.
2. Know what value-added marketing is.
3. Learn how to implement value-added marketing in your business, and common pitfalls to avoid.

T-17 Enhancing the Sustainability of Concrete Pavements

by: Tom VanDam, Applied Pavement Technology, Inc. and Peter Taylor, CPTech Center
Supported by: ARTBA, NRMCA, PCA

This session will define sustainability in the context of concrete pavement infrastructure, describing how sustainability of concrete pavements can be enhanced through wise design choices and material selection. The focus will be on how the environmental footprint of concrete pavements can be reduced over the life cycle through the expanded use of accepted Cementitious materials, including ASTM C595 blended cements and ASTM C1157 performance cements. Alternative systems, including high-volume fly ash and geopolymer concretes, will also be introduced. Also discussed will be current and future research efforts that will result in increasing sustainability, including methodologies for quantifying environmental impact through rating systems and environmental life cycle assessment.

Learning Objectives:

1. Understand sustainability's triple bottom line and how it can be applied to the design, construction, and operation of concrete pavements.
2. Know the contribution of Portland Cement to the overall environmental footprint of concrete and be able to list three strategies to dramatically reduce this footprint for concrete pavements.
3. Be able to state four additional features that can be capitalized on to enhance the sustainability of infrastructure through the use of concrete pavements.

T-18 How to Reduce Project Risk & Increase Profitability

by: Ted Garrison, Garrison Associates
Supported by: AEMP, ARTBA, CFMA

One, if not the primary, responsibility of the project manager is to minimize project risk for the client and contractors on the job. This session explores today's dangerous practices and reveals methodologies designed to reduce the risk for all parties—creating a win-win situation. Reducing project risk is essential in maintaining a healthy construction economy. In addition, it explains how the various stakeholders (designers, contractors and owners) of the industry can work together to reduce risk while improving performance.

Learning Objectives:

1. Recognize the single most important act to reduce project risk.
2. Learn how to use a risk assessment plan to minimize project risk.
3. Outline why contingency plans are essential in risk minimization.

Tuesday, March 22, 2011

9:30 – 11:00 a.m.

T-21 RFID/Wireless Technologies Standard Practices for the Bulk Materials Industry

by: Scott Killough, JWS (a division of Command Alkon)
Supported by: ARTBA, NRMCA, NSSGA

Real examples of aggregate operations that have integrated these technologies into the everyday operations of the bulk materials industry. From truck identification, keeping plant managers attuned to what is going on at their plants, including wheel loader (direct communication) as part of the scale house and site operations.

Learning Objectives:

1. Identify different possibilities; operators can use RFID/ wireless within their existing operations.
2. Discover considerations for placement of hardware devices and options to making it work with your site plan.
3. Explore during the question and answer session about individual situations or good/bad experiences.

T-22 Best Paving Practices

by: Jeff Sensell, Roadtec
Supported by: ARTBA, NAPA

A good asphalt pavement will be free of segregation, smooth, and meet all the requirements of the plans and specification. This requires that paving crews understand best paving practices. This session will decode those top industry practices for finished paving jobs that eliminate segregation and control the line and grade to exceed customer expectations.

Learning Objectives:

1. Understand how to eliminate segregation behind the paver.
2. Discover some of the best practices for controlling the line and grade.
3. Learn best practices for use of automatic grade controls.

T-23 New Pavement Design Methods—Effects on Operations

by: Michael Ayers, American Concrete Pavement Association

Supported by: ARTBA, CMRA, NRMCA, NSSGA, PCA

Discover new pavement design methodologies that can have a significant influence on project specifications, construction operations and contracting methods. The Mechanistic-Empirical Pavement Design Guide (M-E PDG), recently adopted by AASHTO as an official interim design method, has many materials-related and construction-based inputs that can greatly influence the selection of concrete materials, time of placement, curing method, time to opening to traffic and others. The key design variables to consider will be discussed in detail, as well as case histories.

Learning Objectives:

1. Understand of the M-E PDG and other recently developed pavement design methods.
2. Describe how each pavement design method relates to construction operations.
3. Comprehend the important considerations when bidding projects under new specification types.

T-24 Purchasing Earthmoving Equipment—How to Decide New vs. Used

by: Equipment Manufacturing Panel—Caterpillar, Case, John Deere, Volvo and Komatsu

Supported by: AEM, ARTBA, AEMP, LICA, NSSGA

The product managers from five leading equipment manufacturers—Caterpillar, Case, John Deere, Volvo and Komatsu—will focus on improved machine history availability through telematics, certified used machines, and machine wear inspections.

Learning Objectives:

1. Learn latest technology from each manufacturer.
2. Understand the certified used machine programs.
3. Discover what inspection programs each manufacturer has.

T-25 Healthcare Reform Implementation—A Business Owner's Guide

by: Robert Laszewski, Health Policy and Strategy Associates, LLC

Supported by: AEM, NRMCA

Both large and small employers will have a great many challenges because of the new health insurance reform legislation signed by President Obama. Employer mandates, tax credits to help small employers purchase health insurance, as well as individual requirements to buy health insurance, and the premium assistance for individuals, as well as coverage requirements, all present challenges and opportunities for business managers. This interactive session will explore not only the new law's requirements and challenges, but also the opportunities and options for employers.

Learning Objectives:

1. Understand what the new health insurance law means for employers—large and small.
2. Learn strategies so employers can take maximum advantage of the benefits available to them.
3. Review requirements and assistance available to individuals so that the employer can best integrate their benefits strategy with the new federal programs available to their workers as individuals.

T-26 How to Maximize & Manage Your Field Production

by: Charles Vander Kooi, Vander Kooi & Assoc.

Supported by: ARTBA

The ability to manage and motivate your field crew is a challenge that companies face no matter their size. Given today's very competitive environment, the effectiveness of those in the field can be your key to bigger profits. This session will focus on key areas and methods of managing crews—whether you manage one or many.

Learning Objectives:

1. Discover best scheduling and routing practices—simple methods to develop and maintain schedules for time-strapped managers.
2. Develop job costing strategies for the field to eliminate reoccurring mistakes and keep on schedule.
3. Learn motivation and people management skills—simple things that can change the culture of your company.

T-27 Asphalt Shingle Recycling— An Economic Advantage

by: Jim Dykes, Dykes Paving

Supported by: CMRA, NAPA

Shingle recycling remains a growing industry, with players both large and small jumping on the bandwagon. This session will examine the latest developments in the various uses of the recycled product.

Learning Objectives:

1. Discover the latest tips on processing asphalt shingles for use in hot mix asphalt (HMA).
2. Learn how to use recycled shingles in HMA.
3. Understand the limits to using asphalt shingles in HMA.

T-28 Energize Your Safety Training Programs

by: Moe Maatouk, National Concrete Masonry Association

Supported by: ARTBA, AEMP, ACPumpA, ICON Expo, NRMCA, NSSGA

So, you have realized that it is in your interest to minimize the risk of your employees getting hurt. Now, how do you convince them to take the necessary precautions—especially when those precautions seem inconvenient or uncomfortable? Most critically, how do you keep them awake during safety training? Like kids, adults learn best when they are having fun; this session will teach you how to make safety training engaging and enjoyable—and therefore effective. Discover how to integrate this adult learning philosophy into your safety program.

Learning Objectives:

1. Know the difference between providing information and effective training, and what impact that difference has on outcomes.
2. Learn about specific training activities that have worked.
3. Apply proven adult learning theory to your safety program and develop creative, behavior-changing training sessions.

Tuesday, March 22, 2011

1:00 – 2:30 p.m.

T-31 Porous Asphalt Pavements for Stormwater Management

by: *Jessica Swick, Pace Construction Company; Dave Vogt, Hooker Creek Companies, LLC*
Supported by: ARTBA, NAPA

Porous asphalt pavements are being used by many people to construct asphalt pavements that become part of the storm water solution, reducing runoff, improving infiltration and saving land. The performance of these pavements depends on proper design and construction. In this session, you will be provided a thorough understanding of porous pavement design, given the latest in construction practices, and provided insight in how to market porous pavement benefits.

Learning Objectives:

1. Understand the basics of porous pavement design.
2. Discuss construction practices of porous pavements.
3. Recommend how to market porous pavements.

T-32 How to Evaluate Concrete Mix Designs & Specifications

by: *Michelle Wilson, PCA and Richard S. Szecsy, Lattimore Materials Company*
Supported by: ACPumpA, ARTBA, ICON Expo, NRMCA, NSSGA, PCA

Whether you are starting from scratch or are interested in getting the most out of your current concrete mixture designs, this session will cover basic methods using the industry's current technologies. The program will focus on ensuring quality concrete production by avoiding confusion in current concrete specifications. You will learn how to specify mix designs to suit design requirements and placement conditions, specify proper transportation and delivery, and tips for quality control testing of fresh concrete to ensure compliance with specifications.

Learning Objectives:

1. Describe the general purpose of ASTM C94 and ACI 301 and how they are applied in concrete specifications.
2. Determine the pros and cons of performance-based mix design.
3. Define common confusion in current specifications, noting the specific importance in ensuring concrete can and will meet specifications.

T-33 Expanding Your Earthmoving Business Services

by: *Craig Austin and Robert Lombardo, Grinnell Enterprises*
Supported by: ARTBA, LICA, NSSGA

Is your company performing the same services that it was founded on? Times have changed and vast opportunities have emerged for those contractors who are willing to expand their services and become well diversified. This in-depth session will help you to understand your current operating skill set and then explore ways to enhance your company service portfolio, which will ultimately help your business grow and thrive no matter the economy.

Learning Objectives:

1. Analyze your current skill sets.
2. Understand the total scope of work on projects.
3. Network current job to future work.

T-34 Applications of Renewable & Alternative Energy Uses for the Equipment Industry

by: *Terry Oftedal, Deere & Co.; Todd Perrine, CEM, Leslie Equipment; Marilyn Rawlings, CEM, Lee County Fleet Management; Martin Willi, Caterpillar, Inc.; Sam Houston, CEM, City of Jacksonville; Pierre LaHute, CNH*
Supported by: AEM, AEMP, NRMCA

Industry leaders representing the equipment triangle—including end users, equipment manufacturers and suppliers—will focus on current and future ways that "renewable/alternative energy" can be used in the equipment industry to reduce a company's carbon footprint. Discussion will include, but not be limited to, biofuels (biodiesel, ethanol, methanol and natural gas), propane, hydrogen, electricity, and hybrid drive systems.

Learning Objectives:

1. Discuss what is happening in renewable/alternative energy uses from an equipment triangle perspective. Which alternative fuels are usable in today's equipment? Which fuels hold the most promise for the future?
2. Understand current applications that can reduce a company's carbon footprint.
3. Illustrate cost reduction and recovery of an investment in renewable/alternative energy.

T-35 How to Secure the Most Profitable Projects in Your Market Area

by: *Vern Glaser, Jonel Engineering*
Supported by: ACPumpA, ICON Expo, NRMCA, NSSGA

In today's market, sales are the lifeblood of any business. This interactive session will provide insight for construction materials or equipment suppliers about how to develop a proactive sales strategy. Topics covered will include development of a companywide sales strategy, establishing and monitoring a sales pipeline, bidding and quoting strategy to maximize profitability, forecasting sales volumes on a project-byproject basis, and maximizing sales team performance.

Learning Objectives:

1. Define a sales strategy for your organization.
2. Discover how to fill your sales pipeline and forecast your sales volumes.
3. Identify techniques to predict and evaluate profit on every job.

T-36 Workforce 2012 & Beyond—Opportunity or Peril?

by: John Richardson, John Richardson & Co., Inc.

Supported by: ACPumpA, AEM, AEMP, ARTBA, CFMA, ICON Expo, NRMCA, NSSGA

The workforce of 2012 will be very different from the historical view. The incredible forces of the replacement of the baby boomer generation will create real and significant challenges not previously experienced and with no historical perspective from which to model and predict. The costs to an organization for trying to manage in the past will be devastating to its present and future survival, let alone its ability to grow and prosper.

Learning Objectives:

1. Learn what defines the workforce of today and where the rapid changes are headed.
2. Understand issues of “Smart Hiring,” as well as “Smart Retention” and “Human Capital Flow.”
3. Develop practical analysis, strategies and tools to identify and align the actions of the workforce with the business strategy that will reduce operating costs and greatly improve performance.

T-37 Triple Your Company’s Bottom Line Through Sustainability

by: Margie Flynn, BrownFlynn

Supported by: ICON Expo, NSSGA, NRMCA

Companies are under increasing pressure to be more environmentally and socially responsible while keeping an eye on the bottom line and identifying ways to increase top-line growth. In this session, you will gain greater insights into how to “triple your bottom line” through sustainability. A strong organizational structure combined with stakeholder engagement, planning, goal setting, and communication provide the foundation for effectively integrating sustainability into a company’s mission and day-to-day operations.

Learning Objectives:

1. Restate the business case for sustainability—why this is increasingly important to their business success.
2. Understand strategies to integrate sustainability into a company’s operations and measure/communicate performance.
3. Summarize best practice examples.

T-38 Cutting-Edge Safety Training for Roadway Construction

by: Brad Sant, ARTBA; Rod Wolford, FOF Communications; Beth Larson, FOF Communications; Don Elisburg, NAPA; Walter Jones, Laborers’ Health and Safety Fund of North America; Emmett Russell, International Union of Operating Engineers

Supported by: ARTBA, NAPA

Few training programs provide the ability to engage students, display interactive graphic representations of hazards, and use state-of-the-art technology to provide simultaneous instruction in multiple languages. The latest edition of “Roadway Safety” provides that and much more. The just-released edition contains new modules on Disaster Response, Setup of Temporary Traffic Control, and greatly expanded sections on Night Work and Runovers. The labor/management partnership of ARTBA, NAPA, AASHTO, the Laborers and Operating Engineers will demonstrate the latest version of the award-winning “Roadway Safety” training program for workers involved in roadway construction.

Learning Objectives:

1. Understand primary hazards of roadway construction.
2. Know actions to take to prevent common exposures and injuries.
3. Understand how to use the “Roadway Safety” training CD to teach others about safety work practices.

Tuesday, March 22, 2011

3:00 – 4:30 p.m.

T-41 Quality Milling to Achieve Smoothness

by: Terry Humphrey, Caterpillar

Supported by: ARTBA, NAPA

Smoothness is often the first thing the traveling public notices as they drive down the road. It is also what many agencies use to measure the success of completed projects—often assessing bonuses or penalties based solely on this factor. This session will focus on milling operations to achieve optimum smoothness and maximum bonus potential for the contractor.

Learning Objectives:

1. Discuss milling machine operation and maintenance.
2. Identify cutter tooth patterns in relation to forward speed.
3. Understand of the benefits of grade control.

T-42 Concrete Construction & Mother Nature

by: Ken Hover, Cornell University

Supported by: ACPumpA, NRMCA, PCA

A great advantage of concrete as a building material is that it can be successfully cast year-round almost anywhere on the planet. To do this requires an understanding of how concrete responds to Mother Nature in all her changing conditions. Whether it’s hot or cold, windy or calm, dry or wet, knowing what to do with each circumstance is key in producing a quality end product. This session will help you to recognize the risks of each situation and discuss what adjustments need to be made to offset any weather condition and ultimately extend the construction season.

Learning Objectives:

1. Understand how temperature affects fresh concrete.
2. Understand how wet and dry conditions affect concrete.
3. Learn how to adjust the mix and field practice to compensate for weather conditions.

T-43 Introduction to Adopting Positioning Technology for Earthmoving Equipment

by: John Smet, Trimble—Heavy & Highway Division

Supported by: ARTBA, AEMP, LICA

Many successful heavy and highway construction companies have integrated positioning systems into their construction operations, both on and off the machine. Positioning technologies offer a broad range of operational benefits that will be explored in this session.

Learning Objectives:

1. Learn what GPS positioning technologies are available and are relevant to earthmoving.
2. Discover operational benefits, such as design automation.
3. Understand equipment efficiencies and how to calculate return on investment.

T-44 Crane Fleet Maintenance

by: Joe Collins, Joe Collins Crane Consulting

Supported by: AEM, ARTBA, AEMP

This in-depth session will focus on “best practices” for obtaining maximum “uptime” from your crane fleet. The discussion will include preventive/predictive maintenance, mechanical inspection procedures, and effective repair practices. The investment of time, energy and funds up front pays major dividends during and at the end of the crane life cycle.

Learning Objectives:

1. Understand how to set up and implement a comprehensive preventive maintenance program.
2. Perform mechanical inspections in conjunction with required OSHA inspections to determine the general health of the crane, allowing for **downtime** management.
3. Organize the repair shop and field service program for maximum effectiveness.

T-45 Effective Decision Making with Telematics-Based Fleet Management Solutions

by: Conrad Sinclair, Spectra Measuring Systems

Supported by: AEMP, ACPumpA, AEM, ICON Expo, NRMCA

Telematics opens up new possibilities for optimized fleet performance through a better understanding of asset usage and operator behavior. Fleet executives and managers will be able to manage their assets better with real-time information. This will allow for effective fleet management decisions through accurate and timely reporting of data, such as asset location, fleet utilization, fuel management, machine health, machine hours, planned maintenance, unauthorized use and vehicle miles, to name a few.

Learning Objectives:

1. Understand telematics—a technology revolution has arrived that will change the way you do your company business!
2. Discover how critical information for both on-road and off-road assets is obtained to increase the productivity of site operations and improve equipment health.
3. Review how real-time information allows fleet and equipment managers to make effective fleet management decisions.

T-46 Estimating & Bidding—Overhead Recovery

by: Charles Vander Kooi, Vander Kooi & Assoc.

Supported by: AEM, ARTBA, CFMA, ICON Expo, NSSGA

Overhead recovery is one of the most critical components in estimating and has the greatest impact on job profitability. This interactive session will review in detail what makes up overhead and why each company must recover it. Understand how to fairly allocate the proper amount of overhead to the material, labor, equipment and subs throughout the year in order to make a profit.

Learning Objectives:

1. Understand how to track every dollar back through your estimates.
2. Learn three key questions to ask, line item by line item.
3. Explore three methods that self-performing contractors use to allocate overhead.

T-47 Concrete Masonry—Building More Energy-Efficient Buildings & Homes

by: Maribeth Bradfield, National Concrete Masonry Association

Supported by: ICON Expo, NRMCA, PCA

The sustainability movement is fully upon us, and the economic climate is causing building owners and design professionals to look for ways to minimize operational costs. Come learn how building with concrete masonry can help owners and specifiers meet evolving energy-efficiency requirements.

Learning Objectives:

1. Learn how energy efficiency contributes to the sustainability of a structure.
2. Understand the energy-efficient qualities of concrete masonry.
3. Know how to communicate the energy-efficiency and sustainability advantages of concrete masonry construction.

T-48 Jobsite Audit—How to Stay Compliant with DOT, OSHA, and EPA Regulations

by: Eric Skow, Conco Companies

Supported by: ACPumpA, ARTBA, AEMP, ICON Expo, NRMCA

Don't get caught unprepared! In the unfortunate circumstance of an incident, this session will help you learn the steps and procedures companies must take in order to stay in compliance with several government agencies. Gain detailed procedures and handouts on areas such as employee applications/ hiring, employee training, drug and alcohol testing, safety programs and documentation, jobsite inspections, accident investigations and storm water pollution prevention program (SWPPP).

Learning Objectives:

1. Establish compliance with DOT.
2. Establish compliance with EPA.
3. Establish compliance with OSHA.

Wednesday, March 23, 2011
7:30 – 9:00 a.m.

W-11 Maximizing Plant Productivity by Benchmarking & Evaluating Performance

by: Bob Bartok, Paschal Associate Sales, Inc., in conjunction with George Fox, Luck Stone Corporation; Phillip Gosnell, Rogers Group, Inc. and Dan Humpal, Martin Marietta Materials

Supported by: NSSGA, NRMCA

The presentation will demonstrate how to establish plant performance benchmarks, then evaluate and improve overall productivity. Real-life plants will be reviewed showing before and after operating results. Elements include benchmarking new and existing plants, reviewing performance through field samples, evaluating process equipment performance, identifying bottlenecks and inefficiencies and maximizing plant productivity and profitability.

Learning Objectives:

1. Learn how to benchmark a plant using process simulation software.
2. Discover how to evaluate productivity and performance of equipment.
3. Understand how to develop plant optimization and identify process bottlenecks.

W-12 Slag—A Dynamic Construction Material

by: John Murphy, The Levy Company

Supported by: NAPA

Slag is a sustainable construction material which can serve as an alternative to our limited natural resources. Slag provides a considerable improvement in skid resistance for asphalt paving and provides dynamic performance in SMA and SuperPave applications. This in-depth session will address the questions surrounding this material, provide an overview of source locations, and discuss suitable applications and technologies.

Learning Objectives:

1. Understand the benefits and wide range of applications for slag aggregates.
2. Understand the applications for which slag aggregates are not suited.
3. Uncover environmental applications for slag aggregates.

W-13 Resisting Scaling & Freeze-Thaw Damage—A Team Effort

by: Ken Hover, Cornell University

Supported by: ARTBA, NRMCA, PCA

Providing an owner with concrete that resists de-icer scaling and freeze-thaw damage, and doing it consistently, is tough to do and requires the best practices of the specifier, concrete producer, and contractor. The specifier has to make the performance requirement clear and will require everyone to work together. The producer has to select quality aggregates, cementitious materials, and the right air and water content. The placing contractor has to maintain water content and make sure that the placing method does not adversely affect the air void system. The finisher has to avoid finishing too soon or too late, and minimize the number of finishing passes.

Appropriate testing is needed to guide materials choices and to keep construction practices on track.

Learning Objectives:

1. Explain the characteristics of durable concrete.
2. Discover how materials and mix design influence durability.
3. Understand how the contractor can make or break durability.

W-14 Unlimited Alternative to Money—Business-to-Business Credit

by: Abe WalkingBear Sanchez, A/R Management Group, Inc.

Supported by: ARTBA, CFMA, ICON Expo, NRMCA, NSSGA

An alternative to money is credit, and no government printing presses are required. The credit and accounts receivable (A/R) management area of business is responsible for creating and managing one of the largest and most liquid assets of a business. On average, A/R is 40% or more of the total assets of a company. This interactive session will break old paradigms of viewing business-to-business credit as a cost center and shift processes to a proactive profit strategy.

Learning Objectives:

1. Gain an understanding of the profit system of credit sales and A/R management.
2. Utilize strategies to increase sales and bring back customers while improving cash flow, customer service, and increasing retention rates.
3. Assess information generated from the credit area for constant internal improvements and new efficiencies.

W-15 The Accidental Boss

by: Brian Gareau, Caterpillar

Supported by: ACPumpA, ICON Expo, NRMCA, NSSGA

Effective leaders, now more than ever, must wear many hats. While your hard hat is very important, you also need to wear your business, company advocate, and employee advocate hats too. In this session, explore tactical and practical leadership reminders on "blind spots," signs, and hazards. Rediscover how some basic techniques can significantly improve the commitment, effort, and loyalty of your workforce.

Learning Objectives:

1. Review techniques to improve the commitment from your workforce.
2. Uncover effective effort that can be implemented to help with the workforce management.
3. Explore methods to build the loyalty of your workforce.

W-16 Sustainable Asphalt Pavements

by: Howard Marks, National Asphalt Pavement Association

Supported by: ARTBA, NAPA

Sustainability seems to find its way into almost every conversation these days. So what do you say as an asphalt contractor when you talk about what you do and how it fits in with sustainability? This comprehensive session will address leading industry trends and issues in asphalt sustainability.

Learning Objectives:

1. Learn how asphalt compares in global warming.
2. Discover what asphalt practices meet sustainability criteria.
3. Understand how asphalt pavements fit in the LEED system.

W-17 Sustainable LEED-Certified Fleet Facility Operational Planning or Renovation

by: Roger Thompson, Effective Management Decisions

Supported by: AEMP, ARTBA, NRMCA

How can you lower your operating cost and increase the asset value? How can you conserve energy and water? How can you make the workplace healthier and safer for your employees? Can you qualify for tax rebates, zoning allowances and other incentives? These questions and more will be addressed in this fast-paced informative session. Discover how to make informed decisions on building or renovating your existing facility.

Learning Objectives:

1. Discover why fleet facilities are complex and expensive to build or renovate.
2. Understand why higher LEED rating status adds, to that cost.
3. Review why fleet facilities pose operational challenges if they support sound, sustainable building practices.

W-18 How Leadership Behaviors Affect Health & Safety Management Systems

by: Steve Boydston, DNV Business Assurance

Supported by: ARTBA, ICON Expo, NRMCA, NSSGA

While most of the technical aspects of Health & Safety Management Systems are well established, there are many pitfalls in the effective execution of the systems in the workplace. Too often, Health & Safety gets siloed as opposed to being fully integrated into the overall management systems. This presentation explores how fully integrating Health & Safety into various functions—such as Human Resources, Maintenance, Purchasing and Engineering, etc.—can result in lower injury rates, less property damage, reduced negative environmental impacts and fewer regulatory citations. Understand how critical the role of leadership is in providing consistency across the organization.

Learning Objectives:

1. Understand the importance of leadership training and education that support employees' needs.
2. Learn how properly balanced metrics for leading and lagging indicators can drive workplace actions of Right Actions, Right Results and Right Rewards for all stakeholders.
3. Discover how leadership can apply the principle of "Leadership Example" to improve employee involvement in increasing the effectiveness of their management systems.

Wednesday, March 23, 2011

9:30 – 11:00 a.m.

W-21 Overcoming Community Opposition

by: Christopher Hopkins, The Saint Consulting Group

Supported by: ARTBA, NRMCA, NSSGA

This session provides guidelines for gaining community acceptance through dialog, community relations programs, community involvement at various governmental and nongovernmental levels, and the local media. The material is based on NSSGA's best-selling *Community Relations Handbook: A Guide to Building Trust and Credibility in the Community*. Overcoming community opposition is never easy, but it can be done if you understand that it is an ongoing and political process. Learn how to develop relationships with local and state elected officials to assist in developing the "reservoir of good will" essential when the road gets rocky.

Learning Objectives:

1. How do you compete against an organized group of angry residents?
2. Learn methods to achieve the best results from the public hearing process.
3. Once you obtain your permits, you can generate goodwill that will be useful in your daily business operations.

W-22 Compaction Best Practices

by: Chuck Deahl, BOMAG-Americas-BOMAG/HYPAC

Supported by: ARTBA, NAPA

Compaction is the final and most important step in constructing quality asphalt pavements. Done properly, it can produce the density, smoothness and blemish-free surface that specifications demand and keep clients coming back. This session will highlight the features of various rollers and specify the best industry practices for mat compaction.

Learning Objectives:

1. Learn how different rollers can be used to compact the mat.
2. Identify the best practices for using each type of roller.
3. Discover how to establish and change rolling patterns.

W-23 How to Deal with Cracking of Concrete

by: *Tim Cost, Holcim (US), Inc.*

Supported by: *NRMCA, PCA*

Excessive or unexpected cracking is too often a source of callbacks and disputes on concrete flatwork projects and need not be. Unfortunately, many of the key influences that contribute to uncontrolled cracking evade attention during the design and construction process. The management of cracking potential includes design, good construction planning and sequencing, specification of appropriate cracking mitigation schemes, and on the jobsite awareness and monitoring of certain key influences that change with weather and time of day. Learn from real examples of cracking in various types of projects with respect to cause and likely prevention scenarios. Recent specification developments that have been successful in producing crack-free bridge decks and other structural elements will be discussed, and software tools for predicting cracking potential and the influence of variables of interest will be reviewed.

Learning Objectives:

1. Review how and why cracking of concrete flatwork typically occurs.
2. Learn to use design features and plan construction procedures that will prevent most uncontrolled cracking of flatwork.
3. Identify when special precautions may be needed and what should be done to deal with unusual or excessive cracking influences.

W-24 Heavy Equipment Contractors—You're Not Sellin', They're Buyin'!

by: *Tom Woodcock, Seal the Deal*

Supported by: *ARTBA, LICA*

With the economy all over the board, how do contractors stay competitive and get the edge? Straight talk about the selling nature of the construction industry and how to maximize it in a down economy. This hard-hitting session gets right at the heart of the issue by bringing a comprehensive sales approach with a bent towards contractors.

Learning Objectives:

1. Review bidding and quoting procedures.
2. Learn how to establish a sales philosophy.
3. Discover how heavy-equipment contractors can compete more successfully.

W-25 The Economic Outlook for the Construction Industry

by: *Edward J. Sullivan, Portland Cement Association*

Supported by: *AEM, ACPumpA, CFMA, ICON Expo, NRMCA, NSSGA, PCA*

Do you know what the economic climate will be in the near future, what trends are influencing it, and how they will affect your business? Are you well positioned to take advantage of tomorrow's economic reality? Don't base your budget on guesswork; attend this comprehensive session detailing the facts and figures that will help you clear the confusion and plan for a bright future.

Learning Objectives:

1. Cover long-term projections and risks for the construction industry.
2. Learn influencing trends which affect the construction market.
3. Discover facts and figures that will help you push through the recession and come out on top.

W-26 Effective Discipline

by: *Wally Adamchik, Firestarter Consulting*

Supported by: *AEMP, AGC, NRMCA*

Discipline is one of the hardest tasks supervisors and managers face, and doing it effectively requires a balance of skills. This session will help managers learn effective techniques that address the problem behavior to focus on solutions and avoid defensive/destructive responses. Learn how to preserve the individual's self-respect and encourage the best kind of discipline—self-discipline.

Learning Objectives:

1. Discover how to issue appropriate warnings consistent with your organization's policies.
2. Utilize proven techniques of effective discipline to eliminate problem behavior.
3. Understand how to review performance to make sure the problem is solved.

W-27 Optimizing Concrete Mixtures for Sustainability & Performance

by: *Karthik Obla and Colin Lobo, NRMCA*

Supported by: *ICON Expo, NRMCA, PCA*

There is increasing pressure on all industries to become greener—a trend expected to accelerate in the future. Concrete is a very sustainable material—it has several advantages such as long-term durability, high solar reflectivity (lowers Heat Island Effect), and high thermal mass (lowers energy consumption). It can absorb CO₂ from the atmosphere during its service life and after it is crushed for recycling. Additionally, it can be used in applications such as pervious concrete that can reduce storm water runoff and recharge groundwater. This session will provide steps on how mixture proportions can be optimized to attain sustainability initiatives.

Learning Objectives:

1. Learn how to make concrete mixture proportions more sustainable while meeting performance.
2. Understand proper use of fly ash, slag, recycled water, returned concrete.
3. Review specification changes that will facilitate the objectives.

W-28 Establishing Safety Expectations

by: *David Ayers, National Ready Mixed Concrete Association*

Supported by: *AEMP, ARTBA, ICON Expo, NRMCA, NSSGA*

The foundations of a good organizational safety culture are those in which a company makes safety a priority from the start. This session will reinforce the need for a comprehensive and thorough new hire safety orientation, along with setting expectations for employees to work safely. Discover how empowering employees to work safely will lead to reduced incidents.

Learning Objectives:

1. Understand the importance of setting expectations for working safely.
2. Discuss the importance of establishing new hire safety orientation.
3. Illustrate the importance of empowering employees to work safely.

Wednesday, March 23, 2011

1:00 – 2:30 p.m.

W-31 Advanced Crusher Performance Management

by: Alan Maio, Oldcastle Materials

Supported by: NSSGA

Presentation will include yield and capacity control using digital photo results and crusher amperage monitoring, along with CSS control, feed distribution control, VFD speed control, hydraulic apron control on HSI, etc. Application recommendations and examples will include various configurations of gyratory, cone and impact crushers and will discuss practical measurement and automation options.

Learning Objectives:

1. Discover advanced crusher performance measurement technology.
2. Learn crusher performance data analysis techniques.
3. Understand application of crusher performance data within process control systems.

W-32 Understanding Warm-Mix Asphalt

by: John Bartoszek, Payne & Dolan, Inc.; Brad Bankston, R.K. Hall Construction Ltd.; Randy West, National Center for Asphalt Technology

Supported by: ARTBA, NAPA

Warm-mix asphalt (WMA) allows producers to lower the temperatures at which the material is mixed and placed on the road. Such reductions have obvious benefits of cutting fuel consumption and decreasing the production of greenhouse gases. In addition to the environment, other benefits include better compaction on the road, the ability to haul paving mix for longer distances, and the ability to pave at lower temperatures.

Learning Objectives:

1. Understand the state of the practice for WMA.
2. Discover how WMA is performing.
3. Evaluate experiences of contractors who are currently using WMA.

W-33 Pumping Air-Entrained Concrete

by: Ken Hover, Cornell University

Supported by: ACPumpA, NRMCA, PCA

There is a lot of confusion surrounding pumping air entrained concrete. This seminar, presented by one of the industry's leading experts, will dispel those myths and get to the facts to take advantage of effective placing methods. Understand all the factors influencing pumping, such as the concrete mixture itself, types of admixtures, slump, combined aggregate grading, pumping rate and pressure, the rate of depressurization, angle of the boom, the length of free-fall, and the manner in which the concrete exits the line.

Learning Objectives:

1. Understand the reasons for air-entrained concrete.
2. Discover how placing methods affect the air.
3. Understand how to minimize the downsides and plan a more effective placing operation.

W-34 Maximizing Productivity & Improving Excavator Skills

by: Equipment Manufacturing Panel—Caterpillar, Case, John Deere, Volvo, and Komatsu

Supported by: AEMP, ARTBA, LICA

This in-depth session will discuss targeting operator improvements using the versatile excavator. Machine positioning, counterweights, laying pipe and digging trenches are just a few of the topics to be discussed to help improve your excavator skills.

Learning Objectives:

1. Understand the latest technology from each manufacturer.
2. Discover how to optimize your excavator.
3. Learn techniques to enhance your excavator skills.

W-35 Know Your Costs or Fly Blind

by: Mike Vorster, Virginia Tech. Univ.

Supported by: AEMP, ICON Expo, LICA, NSSGA, NRMCA

Hear from one of the leading industry experts what role equipment costs play in various aspects of construction company management. Competitiveness at the bid table, job costing, and fleet management can be influenced by these costs. This session will review the methodology for managing the equipment account by "horizontal slices" according to equipment category and "vertical columns" according to principal cost types. Discussions will also include the need to manage costs by category, class and type in order to set and calibrate appropriate internal cost recovery rates for each type of equipment.

Learning Objectives:

1. Gain an understanding of how owning and operating cost for each and every category and class of equipment is critical for successful operations.
2. Discuss how each category and class is paying for itself and recovering the actual costs experienced by the units in that category and class.
3. State how theoretical rate calculations using industry standard data or OEM norms are a must to reflect the actual costs experienced.

W-36 The Great Myths & Mistakes of Sales & Marketing

by: Rich Szecsy, Lattimore Materials Company; Vance Pool, NRMCA; Tim McMahon, TheBizCat Group
Supported by: ARTBA, ACPumpA, AEM, ICON Expo, NRMCA, NSSGA

All businesses can benefit from greater productivity, effectiveness, and efficiency in their sales organizations. This session is a must for those selling and marketing their products in the construction industry. Presented by a panel of leading industry experts representing 75 years of experience, discover a number of pitfalls currently encountered by sales and marketing teams, as well as ways to avoid them.

Learning Objectives:

1. Improve understanding of how to grow your business through focused and strategic sales and marketing efforts.
2. Discover how to maximize the potential of your sales force and marketing resources.
3. Realize that sales and marketing in a “commodity” industry is different than traditional sales and marketing efforts.

W-37 New Developments in Concrete & Asphalt Recycling

by: Craig Benson, PhD, PE, DGE, University of Wisconsin-Madison and Gerry Huber, Heritage Research Group
Supported by: ARTBA, CMRA, NRMCA, PCA

Presented by leading industry experts, this session will outline the latest issues and developments affecting the recycling of concrete and asphalt—estimated to be more than 220 million tons per year.

Learning Objectives:

1. Understand what the federal government is doing to promote concrete and asphalt recycling.
2. Discover how major road contractors are successfully using these materials.
3. Learn what the latest research is in concrete and asphalt recycling.

W-38 Highlights of Changes to OSHA Crane Rules/New OSHA Crane Standards

by: Bill Davis, Sr., Zurich Risk Services
Supported by: AEM, ARTBA, AEMP

It's been almost 40 years since OSHA's Crane Rules, 29 CFR 1926.550, have undergone a revision. In 2004, the Crane and Derrick Advisory Committee (C-DAC), composed of manufacturers, operators, and other stakeholders, submitted proposed rule changes; and in 2008, OSHA published the proposed rules. This presentation provides a comparison of the old rules and the proposed rules, highlights areas of change, and offers recommendations for future compliance needs.

Learning Objectives:

1. Gain insights into anticipated changes, in particular operator certification, signaler training, inspections, wire rope, and much more.
2. Help companies be prepared for new regulations, where training and certification can take place, new areas of responsibility.
3. Become aware of new requirements, such as operator certification, signaling, working around power lines, and assembly/disassembly.

Wednesday, March 23, 2011

3:00 – 4:30 p.m.

W-41 A Guide to Full-Depth Reclamation

by: Steven Muncy, ARRA
Supported by: ARTBA, NSSGA

Population growth and the resulting increase or change in traffic patterns and loads mean that many roads are carrying traffic well beyond their original design, and rehabilitating pavements can be costly. Full depth reclamation (FDR) is a reclamation technique in which the full flexible pavement section and a predetermined portion of the underlying materials are uniformly crushed, pulverized, or blended, resulting in a stabilized base course. By addressing the entire pavement section, FDR is able to correct delinquent cross sections, increase the load-bearing strength of the base, and utilize 100% of the existing materials. FDR can be used in any pavement structure, from low-volume roads to the heaviest-traffic interstates.

Learning Objectives:

1. Understand the FDR method of recycling—project selection, the equipment needed, the modifiers available.
2. Understand the laboratory analysis necessary for mix design and for proper QA/QC.
3. Learn from case studies involving a variety of equipment, modifiers, and distress situations that have been successfully addressed with FDR.

W-42 Design & Construction of Concrete Parking Areas & Site Paving

by: Tim Cost, Holcim (US), Inc.
Supported by: ARTBA, NRMCA, PCA

There is a significant potential for the growth of the market for concrete parking area paving. This session will focus on best practices for designing, planning, and building concrete pavements for parking lots and light- to medium-traffic industrial sites. Proper concrete thickness and jointing design, sub grade preparation, materials, testing, selection of methods and equipment, and related specifications will be covered. Learn from examples of both successful and problematic projects.

Learning Objectives:

1. Discover how to select proper thickness, jointing, and reinforcement details for parking and site paving projects.
2. Recognize how to avoid uncontrolled cracking and other common parking area design and construction issues.
3. Learn the proper construction methods and equipment for the job.

W-43 Directional Boring: Improving Accuracy & Production

by: Chris Fontana, Vermeer and Richard Levings, Ditch Witch

Supported by: LICA

In this session, discover the latest state-of-the-art equipment, technology, and practices that will help contractors be more accurate, efficient and therefore more profitable.

Learning Objectives:

1. Identify efficient methods of drilling.
2. Learn how to be more profitable.
3. Understand new technology available to help you run your business better.

W-44 Delaying Capital Expenditure—There is No Such Thing as a Free Lunch

by: Mike Vorster, Virginia Tech. Univ.

Supported by: AEMP, ARTBA, ICON Expo, NSSGA

Companies must be competitive in today's market and, in order to do so, need to manage capital expenditures. This session will review the two critical fleet management principles—maintaining fleet average age at a point close to the minimum average annual cost and the need to implement a well-planned repair-rebuild-replace program. Quantitative tools and case studies based on field data will be used to show that “there is no such thing as a free lunch” and that delays, or apparent savings, in capital expenditure inevitably give rise to increased operating costs and decreased availability.

Learning Objectives:

1. Understand that fleet average age is a critical metric, defining the productive capacity of your fleet.
2. Discuss how delaying replacement does not deny the need for replacement.
3. Identify key factors that must be taken into account when establishing capital expenditure budgets.

W-45 Assuring the Successful Continuation of Your Family Business

by: Terrance K. Resnick and Leon B. Resnick, Resnick Associates

Supported by: ACPumpA, AEM, ARTBA, CFMA, ICON Expo, NRMCA, NSSGA

Only one-third of all family-controlled businesses survive to a second generation and less than 15% to a third generation. This is true regardless of how large and successful an enterprise becomes. In fact, the larger a business becomes, the more challenges the owner will face. This informative session will provide tools owners can implement to protect all the hard work and effort put into creating and growing their businesses.

Learning Objectives:

1. Define techniques to avoid and potentially eliminate income, capital gains and estate taxes.
2. Identify types of trusts and other estate planning techniques to preserve and continue the business.
3. Provide examples of case studies to review best practices and know what mistakes to avoid.

W-46 The Road Signs of Leadership

by: Wally Adamchik, Firestarter Consulting

Supported by: AEM, AEMP, AGC, ARTBA, ICON Expo, NRMCA

Wouldn't it be great if your employees displayed easy-to-read and easy-to-understand signs? These signs would indicate how they are reacting to your new program or what they are thinking about your actions as a leader. Just like traffic signs give us information, employees provide signs that give us information too. But employees are often subtle and hard to interpret, or we are not tuned in to looking for the signals, so we miss them. This session will look at some of the signs your employees might be displaying. Your ability to tune in to these messages and adjust your activity will lead to success as you reach toward your objectives.

Learning Objectives:

1. Learn the eight “signs” that drive employee engagement.
2. Learn how to energize and engage your staff for outstanding performance.
3. Gain practical and effective tools and approaches to implement immediately.

W-47 The Application of Ecosystem Services Reviews & Ecosystem Valuation Models at Construction Materials Sites

by: David Carroll, Lafarge

Supported by: ARTBA, NSSGA, NRMCA, PCA

Lafarge North America Inc. (Lafarge) conducted an ecosystem services review and an ecosystem valuation of potential future land uses at its 8 million tons/year Presque Isle (Michigan) Aggregates Quarry. This project was conducted in conjunction with several partners—WWFUS, WRI, WHC—and provides an assessment of how two ecosystem services valuation models perform. This assessment was used to develop a Business Guide on Ecosystem Services Valuation Models that was published in September-October 2011. The session will present the Presque Isle construction materials site's ecosystem services project, summarize the ecosystem services review and valuation results, assess the strengths and weaknesses of the two ecosystem valuation models tested, and provide a synopsis of the final WBCSD Ecosystem Valuation Business Guide.

Learning Objectives:

1. Better understand ecosystem services and sustainable development and how it relates to the construction industry.
2. Better understand what is an ecosystem services review and benefits to a construction company/site.
3. Better understand what economic valuation tools are being developed and tested to better assess the value that would result from proposed ecosystem services/biodiversity projects.

W-48 Safety Risk Management for Construction & Mining

by: *Michael Nelson, Ph.D., Department of Mining Engineering, University of Utah*
Supported by: *ICON Expo, NSSGA*

Risk management is a proactive tool for improving and maintaining workplace safety. It allows management, operators, and regulators to move beyond reactive rulemaking to a cooperative system that can truly achieve zero harm. Examples from the oil, chemical, and mining industries will be presented, using video of some notable cases, and statistics showing the benefits of good risk management. Those in attendance will be provided with a short worksheet that will allow a preliminary assessment of how their organizations manage risk.

Learning Objectives:

1. Understand a proactive, positive method for improving workplace safety.
2. Understand how to use risk management techniques for project planning.
3. Utilize risk management techniques to “design in” safety.

Thursday, March 24, 2011

7:30 – 9:00 a.m.

TH -11 Automating the Quality Control Process

by: *Jim Cox, CEMEX*
Supported by: *NSSGA*

A look at automating the sampling, testing and evaluation processes of the quality control process, including case studies from several operations.

Learning Objectives:

1. Learn how to increase productivity and safety by automating the sampling process.
2. Discover ways to improve repeatability by implementing automatic testing processes.
3. Utilize software to manage large amounts of information for timely communication of product quality.

TH -12 Building Longitudinal Joints That Last

by: *Mark Buncher, Asphalt Institute*
Supported by: *ARTBA, NAPA*

Knowing how to place and compact good longitudinal joints separates the “A-team” from the “B-team.” A good joint should be almost unnoticeable and relies on quality practices. In this session, you will learn techniques for placing and compacting a cold joint, matching the cold joint, and constructing smooth transverse joints.

Learning Objectives:

1. Learn what joint techniques perform the best.
2. Uncover best practices for placing and compacting a cold joint.
3. Understand recommended specifications for longitudinal joint construction.

TH -13 The Future of Concrete Dispatching

by: *Jim Wagner, Command Alkon*
Supported by: *NRMCA*

Finding the balance between service and efficiency is key to thriving in today’s economy. Computer-Optimized Dispatch, a new and revolutionary tool, can enhance both service and efficiency for the ready mixed concrete industry. The session will delve into why optimization is needed and how it benefits everyone by reacting quickly to ever-changing situations, always presenting the best solution for that moment in time. Hear real-life scenarios that provide an overview of a specific method of optimization that relies upon assigning a cost to everything, services as well as materials and equipment. Don’t miss this unique opportunity to learn about the technology that is the future of concrete dispatching.

Learning Objectives:

1. Gain an understanding of what computer-aided dispatch optimization is and how it works.
2. Understand the benefits of computer-aided dispatch optimization and review a comparison between human and computer-aided decisions.
3. Review case studies of how computer-aided dispatch optimization has aided specific companies in the ready mixed concrete industry.

TH -14 Successes & Challenges of Off-Road Diesel & Portable Engine Regulations

by: *Homaira Akbari, SkyBitz and Mike Buckantz, Associates Environmental*
Supported by: *AEM, AEMP, ARTBA, NSSGA*

There are over 60,000 companies with hundreds of thousands of vehicles and portable 50 HP engines that will need to find a way to monitor and report emissions. This session will provide an overview of the off-road vehicle and portable engine regulations. Understand the statistics regarding the numbers and types of engines and equipment subject to these regulations, along with the regulatory and compliance approaches that have worked as well as those that didn’t. Walk away with an understanding of strategies for meeting state and federal emissions standards for 2011 and beyond.

Learning Objectives:

1. Obtain a better understanding of diesel and portable engine emissions regulations.
2. Learn fleet management direction in anticipation of emissions regulations and remote asset management solutions that can help a company monitor emissions.
3. Gain knowledge of areas of the country where emissions regulations impact fleet management.

TH -15 Cash Management & Forecasting Through Tough Times

by: *Matt Stevens, Stevens Construction Institute, Inc.*

Supported by: *AGC, CFMA, ICON Expo, NRMCA*

In these tough economic times, cash management is a critical skill to keeping companies viable. Additional pressure is added to contractors' businesses as the government takes a larger role in the private economy. Gain a better understanding of cash management and learn effective methods of control to keep your company going strong for years to come.

Learning Objectives:

1. Understand the power of cash management.
2. Discover several effective cash management practices.
3. Recognize common cash flow problems and how to control them better.

TH -16 Taking the Mystery Out of Managing Across Cultural Barriers

by: *Bob Losyk, Innovative Training Solutions*

Supported by: *ARTBA, AEMP, ICON Expo, NRMCA*

As more and more foreign-born workers enter the workforce, new challenges are arising for owners and managers in finding, hiring, and keeping the best. With the workplace becoming so diverse, it's difficult to juggle all the cultures so that everyone can work together in harmony. This practical, no-nonsense session will give you the tips, tools, and techniques to recruit, hire, and retain immigrant workers, and bring harmony to your work environment. Filled with anecdotes and real-life examples, you'll learn the do's and don'ts to help you take the confusion out of working with today's new workforce.

Learning Objectives:

1. Learn the biggest myths about recruiting, hiring, and motivating Hispanics, Asians, and other ethnic groups.
2. Discover the five most important things foreign-born employees want from the workplace.
3. Realize how employee involvement, recognition, and other American management techniques can backfire and create turnover with some ethnic groups.

TH -17 Solar Energy Augmentation for Asphaltic Concrete Plants

by: *Malcom Swanson, ASTEC, Inc.*

Supported by: *ICON Expo*

This session will address the application of solar energy to asphaltic concrete plants. Uncover the driving issues that make solar energy a viable alternative supplemental energy source for many plants in our industry. Information on the technical and financial aspect of solar projects will be provided. Much of the presentation will be based on results from operational commercial and prototype systems.

Learning Objectives:

1. Identify potentially advantageous solar energy applications at asphalt plants and terminals.
2. Determine the average daily solar energy availability at any location in the United States for any month.
3. Identify available incentive tax credits and grants for solar energy applications.

TH -18 SAFE Program—A Unique Approach to Safety!

by: *Victoria Tyminski, Carroll Concrete Co.*

Supported by: *ARTBA, AEMP, ICON Expo, NRMCA*

At a time when every penny counts, you won't want to miss this session! This session will cover one company's journey from a desperate situation of out-of-control workplace incidents and injuries to the successful claims record today. Discover how this company turned it all around, saving over \$500,000 in the first two years, and how they continue to improve.

Learning Objectives:

1. Identify techniques for managing workplace injuries and incidents.
2. Learn about a unique points system.
3. Illustrate how to put more money on your bottom line by reducing your exposure and your insurance costs!

Thursday, March 24, 2011

9:30 – 11:00 a.m.

TH -21 Game Change for Profit in Quarry Operations

by: *Bill Hissem, Sandvik Mining and Construction CNSM USC*

Supported by: *NSSGA*

Operating standards and practices in use prior to the current recession are no longer sufficient to ensure the needed and desired profitability for quarry enterprise sustainability. This presentation will reference an actual field process improvement case study which yielded substantial gains in total economy and productivity by leveraging the chemical crushing effect in the drill/blast phase of unit operations. The quantitative and qualitative lessons of this project demonstrate concepts, techniques and organizational issues which are necessary for successful change and improvement.

Learning Objectives:

1. Understand the need and opportunity to maximize total profit on sold product at the gate.
2. Help quarry operations personnel and management see quarry operations from a different perspective (full process integration).
3. See drilling and blasting as an overlooked opportunity and as the true functional primary crusher in the comminution process.

TH -22 Roller-Compacted Concrete Pavements—Applications, Design & Construction

by: Wayne Adaska, Portland Cement Association and Christopher Tull, PE, LEED AP, CRT Concrete Consulting

Supported by: ARTBA, NRMCA, PCA

Roller-compacted concrete (RCC) is used when strength, speed of construction, and economy are primary needs. RCC has the same basic ingredients as conventional concrete: cement, water and aggregates; but unlike conventional concrete, it's a drier mix—stiff enough to be compacted by large vibratory rollers. RCC pavements need neither forms nor finishing, nor do they contain dowels or steel reinforcing. These characteristics make RCC pavements simple, fast, and economical. This, coupled with long service life, minimal maintenance, and RCC's low initial cost, adds up to economy and value for all.

Learning Objectives:

1. Gain an understanding of what roller-compacted concrete is, its benefits and limitations, and the various applications it can be used for.
2. Learn how to design RCC from materials selection and gradation, mix design determination and quality control procedures during construction.
3. View the complete construction sequence: sub grade preparation, mixing, placing and finishing methods, jointing and curing procedures. Also experience based on long-term performance will be presented.

TH -23 Quality Control—Reducing Concrete Variability

by: Donald Bain, Drake Materials Inc.

Supported by: ICON Expo, NRMCA, NSSGA, PCA

Reducing concrete variability can significantly reduce the cost of concrete production. Lowering a company's standard deviation can greatly reduce the amount of cement required to comply with relevant ACI standards. Using tested techniques, this session will demonstrate how to reduce the variability of concrete—techniques such as batch plant accuracy, tracking and control of raw materials, quality and consistency of testing by outside agencies. The question will be asked, "Are you putting into your concrete exactly what you intended to put in your concrete?" Once this is determined, the question becomes, "Is this what you should be putting into your concrete?"

Learning Objectives:

1. Discover successful techniques for increasing concrete batch plant accuracy.
2. Review techniques for reducing concrete variability.
3. Learn innovative methods for dealing with outside testing labs.

TH -24 Securing NRCS, USDA Federal Contracts—A Primer

by: Lyn Gillespie, P.E., Natural Resources Conservation Service, USDA

Supported by: LICA

The session will be a very broad overview of the basic types of federal contracting, such as sealed bid and best value, and will also include contract types when awarded by NRCS local sponsors. Items of discussion will include how contracts are advertised and awarded for both federal and local sponsor contracts, and some pointers on items to consider when preparing a bid or proposal.

Learning Objectives:

1. Discover various federal contract types.
2. Learn how and for what kinds of projects contracts are advertised and awarded.
3. Find local sponsor contracts when those sponsors have contracting capability.

TH -25 Efficiently Maintaining a Fleet with Today's Changing Environmental Restrictions

by: David Pitts, Caterpillar Inc.

Supported by: AEMP, ARTBA, ICON Expo, NRMCA

Environmental restrictions are impacting the way business is conducted in the equipment industry. The session uncovers strategies to thrive in an emissions-constrained environment. Techniques for planning for machine retirement vs. repair/rebuild/repower/after treatment will be discussed. A comprehensive review will be given of emissions reduction options to consider when developing compliance strategies. Discover options for government funding for machine upgrading and look at choices for optimizing machine output over the life of a job.

Learning Objectives:

1. Understand from an environmental standpoint what to look for in a new machine or used machine.
2. Decide when to retire a machine.
3. Learn resources to help with fleet management and optimization.

TH -26 How to Build Repeat & Referral Business

by: Bob Losyk, Innovative Training Solutions

Supported by: AEM, LICA

Increased competition for customers has changed the way we get and keep our business. Slick advertising and creative marketing can't do it alone. Businesses must be so good at service that they create customers for life, and at the same time, generate valuable referrals. This nuts-and-bolts session will show how to get free word-of-mouth advertising and referrals by customers. It gives you the tools to increase your business by creating a "sales force" of satisfied customers.

Learning Objectives:

1. Realize the important difference between customer perceptions and their expectations.
2. Find out the ten deadly sins of service and sales.
3. Take irate customers and turn them into customers for life!

TH -27 Control-Point Productivity for Today's Ultra-Busy Professional

by: Ron Black, The Mentor Group

Supported by: AEM, AEMP, NRMCA

Churning priorities, multiple projects, and long hours plague today's top achievers. This novel control-point system blends the art and science of time, project, and productivity management with the latest research on multi-tasking, sleep, and other performance-affecting choices to help you create balance, increase productivity, reduce stress, and improve job satisfaction. Participants learn how to get in control of the results that really count, get more done, and get home with more energy left to live.

Learning Objectives:

1. Apply the control-point technique to your daily or weekly work plan.
2. Describe three techniques that can improve your productivity and reduce stress.
3. Manage multiple projects, churning priorities, and competing objectives with confidence.

TH -28 Crane Safety Through Professional Equipment Management

by: Burt Thorpe, CEM, AmCrane; Jack Butler, Butler Cranes & More; Theresa Anderson, CEM, Parsons

Supported by: AEM, AEMP, ARTBA

Developing a culture of safety in a company is an ongoing challenge for company leadership. This session will show how to improve safety by increasing reliability with proper machine maintenance and OSHA regulation compliance, and how to minimize cost of ownership and operation for your chosen level of corporate safety.

Learning Objectives:

1. Learn how to improve safety by increasing reliability.
2. Discover how to improve safety by increasing compliance with regulations.
3. Reduce overall total cost of ownership and operation for your chosen level of corporate safety.

Thursday, March 24, 2011

1:00 – 2:30 p.m.

TH -31 The Basics of Screening

by: Joe Schlabach, Deister Machine Company

Supported by: NSSGA

This session covers basic concepts for novice plant design personnel to understand screening options. Screening is the critical "cashbox" of each operation. This overview will cover items like stratification, separation, bed depth, and the effects of stroke, amplitude and speed. You will glean nuggets on how to help your existing screening operations while gaining an understanding for future plant expansions.

Learning Objectives:

1. See a comparison of inclined vs. horizontal screens, advantages and disadvantages.
2. Learn the variable operating parameters of vibrating screens.
3. Learn why screening efficiency is important to productivity and profitability.

TH -32 Troubleshooting Myths in Concrete Construction

by: Michelle Wilson, Portland Cement Association and Richard S. Szecsy, Ph.D., Lattimore Materials Company

Supported by: NRMCA, PCA

Designed for ready mix producers, contractors, architects and specifiers, this session will expose the most common misconceptions in the concrete industry. It will address real-life problems that may occur when using concrete caused by inadequacies in design, construction and maintenance practices.

Learning Objectives:

1. Describe common misconceptions in our industry, including mix design, placement and finishing operations, and curing practices.
2. Match problems to the potential causes and identify the most effective preventive measures.
3. Understand the vital importance of doing the job right the first time.

TH -33 Excavation Contractor Utility Disruption

by: Dennis Powell and Gary Clevenger, CNA Insurance

Supported by: ARTBA, LICA

Although the responsibility for a jobsite resides with the contractor, this session will review contractors' competency assistance training programs for construction workers. These programs include Subpart P – Excavation Standard definitions, requirements for protective systems, soil classification and handling an OSHA inspection. Each participant receives a training manual that includes a complete copy of the excavation standard.

Learning Objectives:

1. List techniques and industry practices to enhance a company's risk prevention efforts and avoid property/worker losses.
2. State methods to elevate awareness of underground and overhead exposures.
3. Discuss the need for utility coordination.

TH -34 Interim Tier 4 & Non-Attainment Impact on Our Business

by: *Chris Maifield, John Deere Construction & Forestry Division*

Supported by: *AEMP, ARTBA*

With the Interim Tier 4 machines in production, equipment management professionals will be in the process of analyzing their fleet to determine which machines are good candidates for replacement. Decisions will also be made on which tier machine is the right one for their fleet over the coming years as Interim Tier 4 continues to be rolled out. In this session, discover how important a thorough fleet analysis is and what other impacts such as government regulations and the spread of non-attainment zones in our country will have on your business.

Learning Objectives:

1. Understand the impact that Interim Tier 4 and nonattainment is having on our business.
2. Learn the decision process that is needed when purchasing Interim Tier 4 machines and what different engine/driveline technologies are available.
3. Hear some case examples of equipment management decisions which apply this thinking.

TH -35 Using Online Social Media to Get Construction Work

by: *Sandy Lender, AsphaltPro Magazine*

Supported by: *AEMP, NRMCA*

Think Twitter and Facebook is something just for teenagers? Think again! This interactive session will help those not familiar with this technology gain an understanding of how these powerful (and free) applications can increase sales. Discover how to access, set up profiles, and use various useful online social media networks, such as LinkedIn and Twitter, in professional-only capacities. Learn how to connect with and keep good, professional online colleagues for networking and business growth purposes.

Learning Objectives:

1. Understand the nuances of professional online social networking.
2. Learn time-saving shortcuts and ways to avoid time wasting pitfalls.
3. Review a synopsis of blog and Facebook etiquette to keep employees out of trouble and/or from embarrassing management.

TH -36 Generational Diversity—Making it Work in the Workplace

by: *Lisa Lackovic, Watkins Concrete Block Company, Inc.*

Supported by: *AEM, AEMP, ARTBA, ICON Expo, NRMCA, NSSGA*

For the first time in the American workplace, there are four generations working together. Each generation brings its own unique set of values, beliefs, and work ethic to the workplace, creating a truly dynamic, vigorous, and perplexing work environment. Managers are being challenged as never before. How do you get the people in your company communicating and working together efficiently? In this session, learn what makes each generation tick as it relates to relationships, information processing and work patterns to produce a productive and well-oiled team.

Learning Objectives:

1. Understand the personal, lifestyle and professional characteristics of each generation in the workforce.
2. Learn how differences in age and communication styles create conflict and generational clashes.
3. Master the best ways to manage and motivate each generation of workers.

TH -37 Managing System-Driven Incidents—A Holistic Approach

by: *Peter Furst, The Furst Group*

Supported by: *NRMCA*

Human error has a profound impact on organizational well-being. It results from decisions made based on organizational, business and operational factors, as well as personal interaction and perception. Traditional intervention has not worked well, so a new holistic approach that integrates innovative approaches to understanding this complex issue and aligning solutions with operational and business goals to “lean” the protective element maximizing the production factor, thereby impacting the bottom line.

Learning Objectives:

1. Understand the complexity of human decisions leading to error.
2. Appreciate the organizational and operational drivers of risk.
3. Create a framework for stellar performance.

TH -38 Best Practices in Aerial Work Platform Training

by: *David R. Baxter, JLG Industries, Inc.; Brad Boehler, Skyjack; Carla Brozick, CAE, AmericanRental Association; Steven Phillips, Trico Lift; Jeff Stachowiak, Sunbelt Rentals, Inc.; Rick Curtin, Genie, A Terex Company*

Supported by: *AEM*

Several leading industry associations (Associated Equipment Distributors, Association of Equipment Manufacturers, The American Rental Association, IPAF, and Scaffold Industry Association) have collaborated to create a statement of best practices for aerial work platform (AWP) equipment. This industry effort covers recommended training guidelines for operators of AWP equipment and informs members of their obligations under the ANSI A92 Standard. The initiative will ultimately strengthen safe use of AWP equipment throughout the industry and increase risk management knowledge.

Learning Objectives:

1. Understand the difference between familiarization and operator training.
2. Discuss the rental company's obligations under ANSI.
3. Review training guidelines for operators of AWP equipment.

Thursday, March 24, 2011
3:00 – 4:30 p.m.

TH -41 Washing 101

by: John Bennington, Greystone Inc.
Supported by: NSSGA

This presentation overviews the basics of this easily misunderstood portion of operations. Topics include washing techniques, maintenance routines, classifying tanks, dewatering screws versus dewatering screens, troubleshooting of common washing problems and consequences of wrong-sized equipment. With the ever-increasing need for cost savings and efficient production of sand, especially manufactured sand, gaining this insight is invaluable.

Learning Objectives:

1. Understand the proper sizing of equipment for the individual process.
2. Uncover maintenance procedures, both routine and preventative.
3. Explore the science behind washing of construction aggregate.

TH -42 Energy Efficiency at the Plant

by: Malcolm Swanson, Astec
Supported by: ARTBA, NAPA

Given the increasing costs, energy use is a big consideration in plant operations today. Minimizing energy use is not only good for the environment, but will help you reduce expenses to stay competitive in today's marketplace. In this session, discover how to identify those key areas for improved efficiencies and learn strategies to measure the effects of improvements within your operation.

Learning Objectives:

1. Understand what operations consume the most energy at a plant.
2. Establish what can be done to reduce energy use.
3. Learn criteria for how to determine energy savings.

TH -43 Why Pump Concrete?

by: Tom O'Malley, Schwing America
Supported by: ACPumpA, NRMCA

Contractors are not always aware of the advantages and applications that using a concrete pump on the job can provide. This session will focus on special and unique applications whereby using a concrete pump can actually help you enhance the overall quality of your job. Discover how pumping concrete helps you reap rewards now and in the future with greater profits and productivity, fewer headaches, and enhanced capabilities. Various types and sizes of equipment relating to specific applications will be featured along with new innovations.

Learning Objectives:

1. Learn applications that help increase productivity.
2. Discover how to improve the quality of the concrete placed.
3. Understand ways to improve on-the-job performance.

TH -44 The 10 Myths of Equipment Security

by: David Shillingford, National Equipment Register
Supported by: AEMP, ARTBA, LICA, NSSGA

Equipment theft has always been a major concern that costs construction companies millions in lost assets and production. The current economic downturn only increases the risk and concerns owners have for their equipment safety. This session will debunk the ten myths of equipment security and demonstrate how to protect your assets. Discover some of the latest technology innovations, such as GPS, and learn methods to avoid purchasing stolen equipment without knowing it.

Learning Objectives:

1. Identify how to best protect your valuable equipment.
2. Understand why your stolen machine is probably still in the United States.
3. Discover practical tips on getting law enforcement to work for you.

TH -45 The Disappearing Workforce—Strategies for Avoiding a Future of Limited Resources

by: Preston Ingalls, TBR Strategies, LLC; Jim Kendzel, MPH, CAE, Institute for Credentialing Excellence; and Eric V. Gearhart, SkillsUSA
Supported by: AEMP, ARTBA, ICON Expo, NRMCA

The U.S. is facing a severe shortage of skilled laborers, technicians, mechanics, and production personnel over the next decade. The Department of Labor estimates that for every ten baby boomers leaving the workforce through retirement, there will only be four skilled replacements ready to take their positions. Manpower Inc., the world's largest job placement agency, has identified technicians, mechanics, and tradesmen as three of the "Top 10 Most Difficult Jobs to Replace." These shortages could cause bidding wars for a limited pool of resources, unskilled personnel performing critical work, and longer times for repair events due to the lack of adequate skills and knowledge.

Learning Objectives:

1. Understand the workforce development challenges facing the construction industry.
2. Be aware of formal academic and other workforce development solutions—including apprenticeship programs, high school vocational programs, community colleges, and certification programs.
3. Develop practical plans to attract talented people to the industry and retain the good ones who work for you now.

TH -46 Are Your Business Practices Ruining Your Financial Success?

by: *Matt Stevens, Stevens Construction Institute, Inc.*

Supported by: *ACPump, ARTBA, CFMA, ICON Expo, NRMCA, NSSGA*

This is a crucial question that every business owner should be evaluating. Efficient practices and strategies will help you keep costs down and collected profits up. In this session, learn how to calculate an effective return, track success, and how to implement improvements when necessary. Discussion will also include an outline of common traps that decrease return on investment (ROI).

Learning Objectives:

1. Discover how to increase ROI on jobs.
2. Understand what affects ROI.
3. Determine how to calculate ROI and why it is the ultimate metric.

TH -47 Business-to-Business Negotiating Skills

by: *Ron Black, The Mentor Group*

Supported by: *ACPump, AEM, AEMP, ICON Expo, NRMCA, NSSGA*

Whether your style is “love to bargain” or “please don’t make me dicker,” this session delivers the key principles, elements, and skills of creating successful deals for fruitful, long-term business relationships. Negotiating success depends on how well you can help others get what they want, on your terms. Maximize your results with vendors, customers, and colleagues in this power packed program. Participants learn why it’s important to bond before bargaining, how to identify the essential facts and feelings, create successful strategies, position interests, uncover what the other side really wants, and communicate with confidence, composure, and persuasive punch. You’ll learn how to prepare, probe, propose and close deals that optimize your success.

Learning Objectives:

1. Create negotiated agreements that optimize both short and long-term results.
2. Avoid common mistakes, dirty tricks and damaging haggling tactics.
3. Energize your success by knowing the facts, fears, friends and foes of a deal and learn to prepare, probe and propose with persuasive punch.

TH -48 Eliminating the Cost of Avoidable Injuries in the Manufacturing Plant

by: *Robert R. Stewart, Oldcastle APG, Inc.*

Supported by: *ICON Expo, NRMCA*

Most employers believe in the concept of worker safety, but how many understand how much each employee injury really costs the business? Regulatory enforcement, workers’ compensation, lost productivity—the list of short-term and long-term costs can be overwhelming. This session will help you figure out what an injury costs your company, determine the cost of processes and equipment that can help you reduce the risk of injuries, and calculate the cost-benefit ratio of investing in worker safety. You will also be provided with a safety plan outline that you can customize for your own business.

Learning Objectives:

1. Describe the true costs of employee injuries—both short-term and long-term.
2. List the costs and savings associated with worker injury reduction.
3. Develop a safety plan that benefits all stakeholders—employees, employers, and the community.

Friday, March 25, 2011

7:30 – 9:00 a.m.

F-11 Leverage Community Relations to Achieve Maximum Operational Goals

by: *Bronwyn Weaver and Bob Archibald, Anderson & Schwab USA, Inc.*

Supported by: *NSSGA*

An aggregates operations veteran and a community relations professional give blow-by-blow details of three case studies where operational capabilities were expanded as a result of strategic community relations planning. The case studies include a surface quarry, a sand and gravel operation and an underground mine.

Learning Objectives:

1. Efficiently and accurately identify needs/concerns of the community surrounding an aggregate operation.
2. Identify elements within an aggregate operation which can impact the community and should be managed and mitigated.
3. Determine ways to incorporate changes, which in the short term can improve community relations and in the long term can leverage those relationships, for the benefit of the operation’s future efficiency and productivity.

F-12 RAP-Up

by: *Gerry Huber, Heritage Research Group; Randy West, National Center for Asphalt Technology*

Supported by: *NAPA, CMRA, NSSGA, ARTBA*

Progress is being made in the quest to increase the amount of RAP allowed in asphalt mixtures. Many states have changed their specifications and contractors are stepping up their efforts to take greater control of their destiny by using RAP to hedge against the price volatility of asphalt cement. Studies of performance are showing how RAP mixes stack up against virgin mixes, from both a sustainability and cost point of view.

Learning Objectives:

1. Find which agencies are allowing more RAP.
2. Identify the best practices for designing and constructing RAP mixtures and how it’s performing.
3. Benchmark your business when considering using RAP.

F-13 Going Lean at Concrete Products Manufacturing Facilities

by: *Ronald S. Mulligan, Basalite Concrete Products LLC*

Supported by: *ICON Expo, NRMCA*

The "Lean" advantage is obtaining more profit and increasing shareholder value, without costly capital investments. Concrete masonry, SRW, paver, and RMC factories are typified by large, expensive equipment that is fixed in nature. These operations are less flexible than discrete systems that lend themselves well to cellular manufacturing. Nonetheless, forward-thinking companies in process industries are becoming agile by becoming Lean. Critical insights presented in this seminar include: unique challenges for Lean in continuous manufacturing, and the 10 best lessons learned from applying Lean in continuous process manufacturing.

Learning Objectives:

1. Know what the Lean system is and how it can apply to a concrete products or ready-mix manufacturing operation.
2. Understand how the Lean system can increase net profitability, improve worker safety, and enhance product quality and value.
3. Learn how to implement the Lean system within a concrete products or ready-mix manufacturing facility.

F-14 The Volumetric Mixer in Today's World

by: *Jerry Stoner and Laszlo Szabo, Zimmerman Industries, Inc.*

Supported by: *NRMCA*

Volumetric mixers can help companies and agencies provide concrete meeting any specification in locations that are remote, in severe conditions, and with difficult-to-handle materials. This can not only provide a controlled, fresh product for the end user, it also allows for the concrete producer to do so in a cost-effective manner. Along with the advantage of not wasting materials, they minimize the amount of cleaning of equipment and the ensuing waste product issues. Each of these allows for a much more environmentally friendly method of concrete production.

Learning Objectives:

1. Understand the basics of how volumetric mixers work.
2. Review of specifications governing volumetric mixers.
3. Discuss applications of volumetric mixers across the entire spectrum of concrete production, and examples of these successfully accomplished across the world.

F-15 Identifying Levels of Contamination in Hydraulic Systems

by: *Diego Navarro, John Deere Construction & Forestry Division*

Supported by: *AEMP, ICON Expo*

Equipment owners, managers, and supervisors can benefit from understanding how contamination can have a great impact on equipment life. The lack of proper contamination diagnosis hinders component life after repairs. This session will explore the many ways hydraulic systems get contaminated, and identify the type of contamination that can endanger the equipment life cycle if proper cleaning procedures aren't followed.

Learning Objectives:

1. Understand how fluids get contaminated and degraded, and methods for proper cleaning procedures.
2. Understand how components contribute to contamination, depending on what side of the rotary group fails first.
3. Identify compounded contamination cases where fluid and component produce specific contamination.

F-16 How to Contract for Today's Tough Economy & Evolving Technology

by: *Tom Keranen, Esq., Clark Hill PLC; John Sier, Esq., Kitch, Drutchas, Wagner, Valitutti & Sherbrook PC; Phil Beck, Esq., Smith Currie & Hancock LLP; and Ted Argyle, Esq., Ada County Prosecutor's Office*

Supported by: *AGC, ICON Expo*

A panel of industry experts will discuss best practices to handle issues such as BIM; project financing; liquidated, consequential and delay damages; indemnity and insurance; claims and dispute resolution; design documents; inspections; overhead; and contract interpretation. Comparisons of key contracting provisions will be used to discuss these issues to help you create a better contractual foundation for your projects. A brief question and answer period will be held at the end of the session to address specific attendee questions.

Learning Objectives:

1. Identify risk-shifting clauses and learn the proper allocation of project risks.
2. Discuss how all participants can establish positive working relationships.
3. Identify how project participants can reduce transactional time and costs by using industry standard contract documents.

F-17 Selling Concrete for LEED Projects

by: *Lionel Lemay, PE, SE, LEED AP, NRMCA, and David Shepherd, AIA, LEED AP, Portland Cement Association*

Supported by: *ICON Expo, NRMCA, PCA*

The green building movement continues to gain momentum as developers, government agencies, and designers build structures to minimize environmental impact. To take full advantage of this movement and be a participant in the process, you have to have a detailed understanding of the design concepts and guidelines used in LEED. This session will provide a detailed understanding of the environmental attributes of concrete and how they can contribute towards LEED certification. Discover how green building rating systems work and how they can benefit both the environment and your business.

Learning Objectives:

1. Understand how concrete contributes to LEED certification.
2. Identify methods to promote concrete to the LEED project design team.
3. Illustrate how to increase your business on LEED projects.

F-18 Confined Space & Excavation Safety—What You REALLY Need to Know

by: *Steeve Inagaki, Safety Engineer*

Supported by: *AEM, LICA*

When working underground in long spaces like pipelines and tunnels, most workers feel confident because they've taken confined space and excavation safety training. However, what they don't know to tell you is there is also underground safety training with its own topics and that if you are in a pipeline or tunnel, you are required to use the underground safety regulation.

Learning Objectives:

1. Discuss how underground safety training is lacking in this country.
2. Explain why workers and managers need to take confined space, excavation and underground safety training.
3. Understand sources of underground safety training.

Friday, March 25, 2011

9:30 – 11:00 a.m.

F-21 Maximizing HMA Productivity Through Efficient Rolling Patterns

by: *Todd Mansell, Sakai America, Inc.*

Supported by: *ARTBA, NAPA*

The ability of the roller train to meet compaction and smoothness goals and keep up with the paving machine is often the limiting factor in how many tons of hot mix asphalt can be placed in a day. In this session, learn how to maximize job profits and be more competitive in bidding by implementing the lowest cost compaction process that achieves density, smoothness and quality goals.

Learning Objectives:

1. Understand how to establish a rolling pattern that meets density and ride quality goals.
2. Find ways to maximize the efficiency of your rolling pattern based on the particular job requirements.
3. Utilize proven techniques to take when your rolling pattern isn't working.

F-22 Self-Compacting Concrete & Self-Consolidating Grout—Leveraging the Advantages

by: *Rich Szecsy, Lattimore Materials Company*

Supported by: *ACPumpA, ICON Expo, NRMCA, PCA*

Self-compacting concrete (SCC) and self-consolidating grout (SCG) are radical departures from what the industry believes concrete can and cannot do. As a result, there are contractors, producers, engineers and owners that all have the opportunity to take advantage of SCC and SCG. However, understanding its design, price and costs, placement, QC/QA, and its fundamental technology is critical to achieving that success. This session will explore self-compacting concrete and self-consolidating grout, as well as some case examples of both success and failure.

Learning Objectives:

1. Recognize and understand the basic technology behind SCC and SCG.
2. Understand the price and cost impacts on jobs using both.
3. Become knowledgeable on the QC/QA aspects of SCC and SCG.

F-23 Tips on Working with Your Federal & State Legislators

by: *John Peterson, LICA Director of Government Relations*

Supported by: *ACPumpA, LICA, NRMCA, NSSGA*

As a contractor and businessman, you are often affected by proposed legislation and have a duty to provide your elected representatives with your opinions. Communicating your ideas, requests and needs to your federal and state legislators is vital to policymaking in the United States. Legislators want and need your suggestions and ideas, as you have expertise in subject matters that they often cannot get anywhere else. This session will provide tips on how to effectively communicate and work with your elected representatives.

Learning Objectives:

1. Understand why your views are welcomed and needed by elected representatives.
2. Identify why contacting your elected representatives in their local offices can be very effective.
3. Review twenty effective tips for working with any elected representative.

F-24 Fleet Equipment Strategies—Repair vs. Replace vs. Rebuild vs. Scrap

by: *John Dolce, Wendel Companies*

Supported by: *AEMP, ARTBA, CFMA, ICON Expo, NRMCA*

Equipment replacement carries a huge financial impact for companies, and it is critical to manage those assets properly. Vehicles and equipment have financial life cycles, and there are proactive indicators that allow us to prevent incurring these excessive costs before migrating costs reach excessive levels. This session will provide decision makers with strategies to apply the appropriate criteria when considering whether to repair, replace, rebuild or scrap equipment.

Learning Objectives:

1. Develop proactive cost indices that measure thresholds to initiate corrective action to control excessive costs.
2. Identify cost trends for comparative information in repair, replace, rebuild and scrap strategies.
3. Know when to initiate and fund options in order to prevent the cost of the old equipment exceeding the cost of the new equipment.

F-25 Employee Benefits & Prevailing Wage Workshop

by: Pedro Reyes, Barney & Barney; Adam Bonsky, Fringe Benefit Group

Supported by: ACPumpA, ARTBA, CFMA, ICON Expo, NRMCA

Employee benefits is the second-most important compensation issue for employees, right behind salary. This also tends to be the cost that has increased the most over the last ten years. Prevailing wage and the Davis-Bacon Regulation add responsibilities to employers and how they administer fringe benefits. Not following all guidelines set by the government will put companies out of compliance and make them subject to heavy fines. Options available to employers will be outlined (TPAs, retirement accounts, hour banking programs).

Learning Objectives:

1. Gain a deeper understanding of employee benefit programs and cost-saving solutions.
2. Explain how prevailing wage works, the laws that govern prevailing wage, and solutions for making sure you are compliant.
3. Review common mistakes companies make and ways to avoid them.

F-26 Project Management Essentials—Planning That Boosts Coordination, Control and Cash Flow

by: Ron Black, The Mentor Group

Supported by: AEM, NSSGA

Learn how to leverage the essential elements of planning and scheduling to boost the volume, value and velocity of work your organization delivers. This comprehensive session provides the knowledge, insights and techniques project teams need to accomplish even the most challenging project. From the seasoned veteran to the anxious rookie, discover how to get more done with limited resources, operate more efficiently, and improve the coordination and control of your projects.

Learning Objectives:

1. Focus on four keys to effective project planning and scheduling.
2. Create schedules that improve coordination, control and operational effectiveness.
3. Turn your planning investment into better financial performance.

F-27 Advances in Pervious Concrete Technology

by: Dan Huffman, NRMCA, and Matthew Offenberg, W.R. Grace & Co.

Supported by: ARTBA, NRMCA, PCA

The technology of pervious concrete has changed so dramatically within the past few years, that what was state-of-the-art five years ago is now obsolete. This session will help contractors and concrete producers keep up with the latest, practical information on pervious concrete applications, mixture proportioning, construction techniques, codes and regulations, strategic marketing, and opportunities.

Learning Objectives:

1. Learn new construction techniques for pervious concrete.
2. Understand mixture proportioning.
3. Review how to use national, regional and local codes and regulations in strategic marketing of pervious concrete.

F-28 Health in the Workplace—Silica & Ergonomic Considerations

by: Robert R. Stewart, Oldcastle APG, Inc.; Ken Headley, Westblock Systems; Ronnie Birdwell, Sims Stone

Supported by: ARTBA, ICON Expo, NRMCA

The United States Occupational Safety and Health Administration (OSHA) is developing proposed regulations that will address workplace ergonomics and silica exposure. The scope of those regulations will likely have a significant impact on the construction industry, especially given the presence of silica in concrete. Attend this session to learn what the safety concerns are, how the federal government is likely to address these issues, and how you can minimize your workers' exposure to these risks.

Learning Objectives:

1. Know what silica and ergonomics are and why they are an issue in manufacturing and construction.
2. Be aware of current and pending government regulation regarding silica and ergonomics in the workplace.
3. Understand how to protect employees from injuries related to ergonomics and silica.

Friday, March 25, 2011

1:00 – 2:30 p.m.

F-31 Correct Operations & Tuning of a Vertical Shaft Impact Crusher

by: Neil Hise, CEMCO

Supported by: NSSGA

Learn how to profit from a vertical shaft impact (VSI) crusher to improve the aggregate quality, enhance the material quality, and add value to your product. Maintenance tips for longevity of the VSI and its parts and the use of variable frequency drives to drive down costs of operations will also be discussed.

Learning Objectives:

1. Understand the proper sizing of a VSI.
2. Explore real measures of feed size, rate, and crushing ratios.
3. Accurate measure of total cost of operation of VSI.

F-32 Is Tire Slippage Robbing You of Production?

by: Jack Dutcher, Bridgestone Firestone

Supported by: NSSGA

We all know tires are important to your costs of production, but have you considered the productivity aspects of OTR tires? This seminar will highlight various tools you can use to determine if tire slippage is an issue, among others, in your overall production.

Learning Objectives:

1. Understand how OTR tires affect the productivity of an operation.
2. Learn methods of determining loss of traction of loaders and hauling units.
3. Identify ways of mitigating tire slippage and other factors that negatively affect productions.

F-33 Supplementary Cementitious Materials for Use in Concrete

by: Michelle Wilson, Portland Cement Association, and Michael Thomas, UNB

Supported by: ICON Expo, NRMCA, PCA

Explore the use of supplementary cementing materials (SCMs) and their impact on durability, workability, economy and sustainability of concrete. This session provides a comprehensive overview on the most common SCMs used in concrete construction: fly ash, GGBF slag, silica fume, and natural pozzolans. Topics discussed will include the production process, physical and chemical properties, and their effects on both the fresh and hardened properties of concrete.

Learning Objectives:

1. Identify the four main types of SCMs used in concrete construction.
2. Describe, in general, the production processes of the industrial byproducts used in concrete—fly ash, slag and silica fume.
3. List the advantages to using more than one SCM in combination with Portland cement (ternary blends) in concrete.

F-34 Avoiding the 10 Critical Business Insurance Mistakes

by: William Dougherty, True & Associates

Supported by: ARTBA, LICA

No matter if it's a one-man operation or a very large contractor, one of the largest annual expenses is business insurance. This eye-opening session will provide tips to help the contractor control the costs and maximize the value of the insurance program. Learn how to avoid the ten critical mistakes and reduce your insurance expenses.

Learning Objectives:

1. Discover how the quality of your agent affects your premiums.
2. Learn tips on how to influence the insurance carrier's underwriting/policy decisions.
3. Find out what you can do to take charge of your insurance program.

F-35 Benchmarking for Asset Managers

by: Greg Kittle, CEM, William Charles Construction

Supported by: AEMP, ARTBA, CFMA, ICON Expo, NRMCA

Organizations that want to improve their performance and bottom line can do so with benchmarking. Benchmarking is the process of comparing the cost, cycle time, productivity or quality of a specific process or method to another that is widely considered to be an industry standard or best practice. The result is often a business case for making changes in order to make improvements. The term "benchmarking" was first used by cobblers to measure one's feet for shoes by placing the foot on a "bench" and marking it to make the pattern for the shoes.

Learning Objectives:

1. Discover how organizations use benchmarking to improve performance.
2. Understand what is measured.
3. Learn benchmarking best practices.

F-36 Building a Blog for the Construction Industry & Marketing with It

by: Sandy Lender, AsphaltPro Magazine

Supported by: ICON Expo, NRMCA

Today, tens of millions of people read blogs, and this has had major implications for businesses with the foresight to use it. Blogs can open portals for significant advertising revenues and opportunities to build your company branding. A blog can contain news, articles, personal diary pages, pictures, audios, video, company information, product to be sold, advertisements—the list really is endless!

Learning Objectives:

1. Discover what blogs are and how to network with others.
2. Understand how to attract customers with a blog.
3. Define how to use tags vs. labels and what kind of content can be stored within blogs.

F-37 How to Become a Sustainable Production Facility

by: Lionel Lemay, P.E., S.E., LEED AP, NRMCA; Gary Mullings, NRMCA; Doug Ruhlin, Resource Management Associates

Supported by: ICON Expo, NRMCA

Corporations in every industry are shaped by their customers' desire to be more environmentally responsible. Companies that adopt sustainable practices will become preferred suppliers. While environmental performance, including greenhouse gas emissions, will be increasingly monitored and regulated, voluntary initiatives that you implement at your production facilities will help differentiate yourself from the competition. This session will explore the many strategic and operational changes you can make to your concrete and masonry production facilities to become a leader in sustainable manufacturing.

Learning Objectives:

1. Understand how you can conserve energy and reduce carbon emissions
2. Discover methods for reducing water consumption.
3. Learn strategies to reduce air and water emissions and waste while increasing recycled content.

F-38 Avoiding Safety Discrimination Claims Under the Mine Act & OSH Act

by: Adele Abrams, Law Office of Adele L. Abrams P.C.

Supported by: ARTBA, ICON Expo, NRMCA, NSSGA

This presentation will address whistleblower protections and worker rights under the Mine Act and the Occupational Safety and Health Act, including coverage of any new amendments by Congress of those rights and procedures. Understand what constitutes protected activity and "adverse action," as well as the procedures that the agencies will follow when responding to complaints, conducting investigations, and prosecuting worker claims, as well as the relief that workers can receive if successful and potential agency penalties against companies and corporate agents.

Learning Objectives:

1. Understand workers' rights and supervisor responsibilities under the OSH Act and Mine Act concerning safety complaints and other protected activities.
2. Avoid litigation by learning how to document disciplinary and investigative actions properly.
3. Comprehend how to respond to OSHA/MSHA investigations of whistleblower complaints.

Friday, March 25, 2011

3:00 – 4:30 p.m.

F-41 Efflorescence Control for Concrete Products

by: Craig Walloch, ACM Chemistries, Inc., and Ronald J. Scherer, Oldcastle Architectural Inc.

Supported by: ICON Expo, NRMCA, PCA

A cure for efflorescence has long been sought, as it is a constant battle for most producers of manufactured concrete products. Though no silver bullet has yet been discovered that can completely prevent the pesky white stuff, there are ways that efflorescence can be significantly reduced. This session will discuss what efflorescence is, what causes it, and—most importantly—ways to minimize its occurrence.

Learning Objectives:

1. Understand the different kinds of efflorescence and the factors that influence its severity.
2. Understand what can be done throughout your operation to minimize efflorescence.
3. Learn what can contribute to a "total solution."

F-42 Communicating with Your Top Executives—A How-To Guide

by: Guy Gordon, CEM, Insituform Technologies

Supported by: AEMP, ICON Expo, NRMCA

Fleet and equipment managers need to be a contributing part of a company's goal, direction, and strategy development. To accomplish this, they need skills that may not have been a part of their training. The positions of CEO, CFO and COO have specific responsibilities within a company; and it is important to understand what these responsibilities are, how to present material in relation to the position, and how to develop an understanding of the person.

Learning Objectives:

1. Find an understanding of the position.
2. Develop an understanding of the person.
3. Learn effective presentation of the message in relation to the outcome you want to achieve.

F-43 Ethics & Compliance—Make It Pay Off

by: Jim Schmid, CPA, CFE, ABV, Grant Thornton LLP, and Stuart Teger, Esq., Honigman Miller Schwartz & Cohn & Cohn LLP

Supported by: CFMA

Recent changes in project funding sources and changes in the False Claims Act have put contractors at greater risk of penalties and sanctions due to employee or institutional ethical misbehavior. Additionally, private owners are strengthening contract audit rights and conducting invasive contract compliance audits. A comprehensive Ethics and Compliance program can help protect the contractor from these threats and improve overall contractor operating performance.

Learning Objectives:

1. What are the five most common mistakes that put contractors at risk relative to the False Claims Act and the owner's contract compliance audit?
2. What are the basic elements of a successful Ethics and Compliance program?
3. How can an Ethics and Compliance program improve the contractor's bottom line?

F-44 New Opportunities with Permeable Interlocking Concrete Pavement

by: David R. Smith, Interlocking Concrete Pavement Institute

Supported by: ARTBA, ICON Expo, NRMCA, PCA

Permeable interlocking concrete pavement (PICP) is a visually attractive and environmentally effective tool for supporting national, state and local laws that reduce storm water runoff and encourage low-impact development. Since its arrival, millions of square feet of PICP have been placed in driveways, parking lots and streets. This session provides essential information on this emerging business opportunity, including design guidelines, construction materials, estimating, site logistics and productivity, guide specifications, and successful installation methods. Additionally, it covers LEED credits plus maintenance for all-season performance with state-of-the-art methods.

Learning Objectives:

1. Understand PICP applications and design requirements.
2. Know essential features of PICP construction materials and methods in guide specifications.
3. Implement construction materials estimates and essential site logistics.

F-45 Surviving an OSHA or EPA Plant Inspection

by: Robert R. Stewart, Oldcastle APG, Inc.

Supported by: AEMP, ARTBA, ICON Expo, NRMCA

Whether or not you have effective compliance plans in place, the federal government has given our industry notice that the administration places a high priority on worker safety and environmental protection—so you may soon find your manufacturing plant visited by an OSHA or EPA inspector. Don't panic; prepare! Come to this session and learn what an inspection typically involves, which regulatory violations are commonly cited, how to take action now to minimize your risk of being cited, and what steps you can take following an inspection if things didn't go quite the way you had wanted.

Learning Objectives:

1. Describe what to expect from a regulatory agency plant inspection.
2. Proactively eliminate existing environmental and safety noncompliance.
3. Identify what to do if you are found in violation of OSHA or EPA regulations.

F-46 Concrete Pump Co-Worker Safety

by: Michael Cusack, Conco Pumping & Belting, Inc.

Supported by: ACPumpA

Safety can make the difference between having a successful pour or a disaster. Learn the jobsite basics of safely working with or around a concrete pump, beginning with the delivery through the final placement. Discover how to address emergency procedures, electrocution hazards, hand signals, proper hosehandling techniques, and other specialized applications necessary for placing concrete with a concrete pump.

Learning Objectives:

1. Review safety procedures and practices for concrete pump operations.
2. Understand common causes of incidents.
3. Establish preventative steps to avoid further incidents.

F-47 Know Your Numbers—The Metric of Success

by: Ron Black, The Mentor Group

Supported by: ARTBA, NSSGA, NRMCA

While there are many ways to measure success, business managers must constantly monitor and control their organization's profitability, strength, and growth. Designed for the non-accountant, this session will demystify the income statement and balance sheet, describe how ratio analysis can be used to make better decisions, and help you create your own key performance metrics.

Learning Objectives:

1. Master the time-honored ROI success formula.
2. Learn the difference between leading and lagging indicators.
3. Identify the everyday operating metrics that keep your team focused on success.