



FWCCA

ANNUAL EXECUTIVE'S CONFERENCE & TABLE TOP SHOW + NETWORKING EVENT

JANUARY 31 - FEBRUARY 1, 2024

OMNI CHAMPION'S GATE RESORT

ORLANDO, FLORIDA

PARTNERS IN EDUCATION

AMES TOOLS • AMICO

CLARKDIETRICH • COMMERCIAL PLASTERING

DEMAND PRODUCTS • JACKSON/FLAYLER

JS SPECIALTY PRODUCTS • LANCO • MASTER

WALL MARINOWARE • PLASTIC COMP • QUIKRETE

ROCKWOOL • SENCO • STO CORP. • TITAN FLORIDA

WALL & CEILINGS MAGAZINE • WIND-LOCK CORP.

FLORIDA WALL & CEILING CONTRACTORS ASSOCIATION

ANNUAL EXECUTIVE'S CONFERENCE & TABLE TOP SHOW + NETWORKING

WEDNESDAY // JANUARY 31, 2024

2:00 - 4:00 PM Board of Director's Meeting

5:30 - 7:30 PM **OPEN TABLE TOP SHOW + NETWORKING** - Open to all event attendees. Free food with cash bar and networking with over 25 industry manufacturers and service providers.

5:30 - 7:30 PM For Field Personnel – A special presentation of 4 individual programs geared specifically towards our field personnel in tool safety, new technologies, improving productivity, and cost savings programs. Attendees are free to attend any session of their choice - this is free to all fwcca members/field personnel. All classes are “certificate at conclusion” so don't miss this educational opportunity!

1. **COST SAVINGS ANALYSIS**

Presented by Justin Klett, Senco Tools

This program will show cost savings of collated fastening systems vs. bulk fastening followed by the tool safety presentation and certification.

2. **TOOL SAFETY PRESENTATION W/CERTIFICATION**

Presented by Guillermo Alvarez, Senco Tools

3. **DUSTLESS SANDERS & VACUUMS- IMPROVING PRODUCTIVITY USING DUSTLESS SANDERS AND VACUUMS**

Presented by Al Sorzano, Pete Rodriguez and Issa Botto, Ames Tools

- What does Improve Productivity in using Ductless Sanders and Vacuums Mean?
- Keys to Achieving Productivity with Ductless Sanders and Vacuums
- Proper Application while using Ductless Sanders and Vacuums
- Understanding the Difference between all Ductless Sanders and Vacuums
- New Innovations and Technologies with Ductless Sanders and Vacuums

4. **THE ULTIMATE GUIDE TO LEVEL 5 FINISHES - WHAT YOU NEED TO KNOW**

Presented by Al Sorzano, Pete Rodriguez, and Issa Botto, Ames Tools

- Understanding the different Levels of Finish – (Level 0 to 5) and the proper application of each
- What does Level 5 really mean?
- Keys to achieving a Level 5 finish
- Proper application of a Level 5 finish; from hand application to a spray application format
- New Innovations and Technologies in a Level 5 finish



THURSDAY // FEBRUARY 1, 2024

7:30 AM Check-in with Continental Breakfast

8:00 - 10:00 AM **CLASS I – RECESSION PROOFING YOUR BUSINESS**

Presented by GREGG SCHOPPMAN, FMI, Tampa, FL

Back by popular demand, Gregg will once again show us why FMI is the construction consulting firm leader with a new, and most appropriate program for today's ever-changing economy.

Does it seem like you just can't catch a break? Pandemics, supply chain woes, worldwide conflict, labor shortages and inflation? Throw in a recession for good measure and the industry resembles the old "spinning Plates" variety act. The only saving grace is that during all of this, most contractors have had a fairly good run with strong financial performance.

That being said just because the economy may be seeing signs of weaknesses does not mean you have to follow suit. To out-perform the economy and defy convention wisdom, leaders must maintain a balance of strategic focus and a level of nimbleness to adjust to market conditions. You must remain vigilant about the long game. It is imperative that businesses avoid myopia and think about the future to be able to play the field when the market shifts yet again. In this program, you will learn the following:

- Examine the right strategy that businesses should consider in the short term to be successful in a recessionary market
- Determine the right decisions to make as backlogs shift and more importantly the placement of triggers to help keep the business nimble
- Understand the long-game on strategy to ensure the business is positioned successfully before, during and after any economic event.

8:00 - 9:00 AM **CLASS II – INTERNAL CRYSTALLINE TREATMENTS FOR POUR-IN CONCRETE WALL STRUCTURES**

Presented by Jason Mota, VP of Sales/Marketing, FOXFIRE, San Antonio, TX

This presentation will cover the following information:

Concrete surfaces are everywhere in the modern world and are often subject to a wide range of adverse environmental conditions, including abrasion and erosion. The protection of such surfaces is essential in ensuring their longevity and ensuring a safe and attractive environment for all. One way of protecting concrete structures is by using potassium silicate treatments. These treatments are effective and often preferred in comparison to other sealers because of their range of advantages. A comprehensive look at the benefits of using potassium silicate treatments on pour-in- place wall structures will be discussed.

- Understand the basics of concrete and crystalline waterproofing for concrete
- Consider how crystalline waterproofing can mitigate moisture, enhance strength properties, reduce maintenance costs, and extend service life.
- Learn where internal crystalline waterproofing can contribute to LEED points.

THURSDAY // FEBRUARY 1, 2024 // (CONT.)

9:00 - 10:00 AM

CLASS IIA - UNDERSTANDING MONOLITHIC ACOUSTICAL CEILING SYSTEMS

Presented by Rick Sweet, President, OWA CEILINGS

One of the fastest growing segments of the commercial interior finishes industry is the Monolithic Acoustical Ceiling (MAC) segment. MAC's first arrived in the us in the late 1990's but recent innovations by multiple manufacturers have led to rapid growth of both demand and the number of manufacturers supplying MAC systems. Unlike other acoustical ceiling systems which have many similarities, the means, methods and performance of MAC's can vary greatly across different manufacturers. Which type of system should you use? This program will be a generic brand conversation about MAC's. Included in discussion:

- MAC System selection considerations
- What is the major difference between MAC systems – application and performance (brand generic)
- Site and design considerations
- Potential trouble considerations

10:00 - 10:15 AM

REFRESHMENT BREAK

10:15 AM -
12:15 PM

CLASS III – THE TALENT DEVELOPMENT PIPELINE

Presented by Gregg Schoppman, FMI, Tama, FL

There is a WAR FOR TALENT within the construction industry and it is more important than ever to find the right people to build for future growth. However, finding the talent is only one element of this process. Screening, on-boarding, and developing are equally important to ensure your organization has a winning and proactive response to this critical need. FMI has been committed to helping our clients address these issues in the Construction industry for over 50 years. FMI completed a 'Talent Survey of the Construction Industry' to provide insight on what best of class organizations are doing to provide a leg up on the competition and also important trends about what to do for the future. Learn from our professional experience how to find, motivate and keep the star talent that will help you achieve your profitable growth objectives. You will learn to:

- Target the right "High Potential" hires that align with your company's culture
- Invest in proactive best practices that identify high potentials early and keep them engaged
- Create a culture that focuses on talent development at all levels within the firm
- Provide a unique and personal career path to keep star engaged

10:15 AM -
12:15 PM

CLASS IV – HOW EXPERIENCE SHOWS UP ON DIMENSIONED PLANS/ SECTIONS FROM BIM TO INFORM THE FIELD OF THINGS ARCHITECTS HAVEN'T DRAWN

Presented by O. Armando Guerarra, BIM/VDC Manager, Mader Southeast, Orlando, FL

As deadlines get tighter, the scale of projects getting more complex, the promise of BIM is sometimes getting lost in the paperwork. Architects/Designers simply cannot keep up with the amount of questions. The combination of RFI's and directives to catch what is missing on construction documents cannot be caught with the latest clashing software.

While the talk of the VDC town is about the hot-topics of capturing data in the form of digital twins, A.I., and scans, lost among the shuffle are the real-world answers to

moving jobs forward in the field. Here we can get into the best practices to setting up your coordination drawings that get things installed. The strength of tech right now is documentation "in-situ" but what about using our roles as trade partners to draw what is missing and execute in the real world. If we stop work in the field, then BIM begins to lose its ROI. To be covered:

- Practical application of how sharing models with your trade partners early keeps jobs moving
- Developing the model(s), coordination, and practical applications

12:15 - 1:15 PM

LUNCH – STATE OF FLORIDA LEGISLATIVE POLICIES AND 2024 POLITICAL OVERVIEW AND OUTLOOK

Presented by Carol Bowen, Chief Lobbyist, ABC Florida and President/CEO of Carol Bowen Strategies, LLC and Christopher Dawson, Attorney, Gray Robinson

A review of the new Florida Immigration Law and its' affects on industry along with an update on the pending 2024 Legislative Session. Come prepared with your questions relative to the new SB #1718 on Immigration and get answers and input from the professionals.

1:30 - 3:30 PM

CLASS IV – THE FIELD LEADER'S TOOLBOX

Presented by Gregg Schoppman, FMI, Tampa, FL

Best of class is a phrase reserved for the elite performers. There are NO trophies in the construction industry yet businesses strive for operational excellence every day. What separates the middle of the pack from the top performers? How does a construction organization create greatness on every project, every time? What do the best managers, superintendents and business leaders do to create operational excellence? The elements of this session will look at the drives and behaviors of the most successful project teams and proactive processes, tools and KPS's. In this session you will learn:

- Understand the difference between a project leader and a project witness
- Examine the key processes, tools and accountability metrics that truly influence performance on any project
- Drive better project performance through an effective understanding of productivity, profitability, production and the difference in all three

CLASS V – JOISTRITE & STUDRITE TRAINING & ORIENTATION

Presented by Chip Gardner, President & CEO Marino/Ware Industries, Inc.

The following will be covered:

- | | |
|----------------------------|---|
| ▪ Lightweight & Safe-Edged | ▪ Installation Guide |
| ▪ Better STC'S | ▪ Shop Drawings |
| ▪ Better Thermal Transfer | ▪ Demising wall, parapets, curtain walls, medical buildings |
| ▪ Speedier Trades | ▪ Testimonial |
| ▪ Faster Installation | |
| ▪ Longer Spans | |

3:30 PM

CONFERENCE CONCLUDES



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REGISTRATION: CONTRACTORS

PLEASE PRINT CLEARLY AND COMPLETE ALL INFORMATION

NAME _____

COMPANY _____

COMPANY ADDRESS _____

CITY _____ STATE _____ ZIP _____

EMAIL _____

NAME OF ATTENDEES

BEFORE 1/10

AFTER 1/10

- | | | |
|----------|------------|------------|
| 1. _____ | (\$200.00) | (\$250.00) |
| 2. _____ | (\$175.00) | (\$225.00) |
| 3. _____ | (\$175.00) | (\$225.00) |
| 4. _____ | (\$175.00) | (\$225.00) |

Fee includes **ALL** Classes, Handouts, Breakfast, Lunch & Reception.

New Member Fee \$250.00 includes 1 Registration for Executive Conference and one year membership. Use membership application enclosed.

A block of rooms have been reserved for this event.

OMNI CHAMPION'S GATE - Room rate is \$179.00 + discounted resort fee of \$20.00

Call: 1-800-843-6664 and mention "FWCCA Executive Conference 2024" when booking rooms

Mail form with check to:

FWCCA, PO BOX 180458, CASSELBERRY, FL 32718

OR EMAIL TO: fwcca@fwcca.com



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REGISTRATION: SUPERVISORS, FOREMEN, KEY-PERSONNEL PROGRAM

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PLEASE PRINT
CLEARLY AND
COMPLETE ALL
INFORMATION

COMPANY _____

COMPANY ADDRESS _____

CITY _____ STATE _____ ZIP _____

NAMES OF ATTENDEES

1. _____ (\$125.00)

2. _____ (\$100.00)

3. _____ (\$100.00)

4. _____ (\$100.00)

REGISTRATION FEE:
\$125.00 FOR THE FIRST PERSON,
\$100.00 FOR TWO OR MORE

REGISTRATION FEE INCLUDES:

BREAKFAST, ALL CLASSES AND HAND-OUTS, & LUNCH/NETWORKING
SESSION.

Mail form with check to:

FWCCA, PO BOX 180458, CASSELBERRY, FL 32718

OR EMAIL TO: fwcca@fwcca.com

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