

SOUTH CENTRAL REGION PRE-CONFERENCE PROGRAM – April 5th, 2018

1. HILTI PLANT TOUR AND PROGRAM: (1LU/HSW) *Click here for itinerary of this program*

Irving Customer Experience Center
3701 W. Royal Lane
Irving, TX 75063

This program includes lunch, and consists of a plant tour, burn test, and “**FIRESTOP 101**” program. This course explains the need for firestop and provides an overview of how the building codes are addressing the issue.

a. Learning Objectives:

1. Understand what firestop is and why it's needed.
2. Know the applicable code requirements related to firestopping.
3. Understand firestop system testing and listing.
4. Understand how firestop fits into the specification, design, and construction process.

SOUTH CENTRAL REGION SPRING CONFERENCE PROGRAMS – April 6th, 2018

1. “PRINCIPLES OF CO DETECTION & THE CODE” (1 LU/HSW)



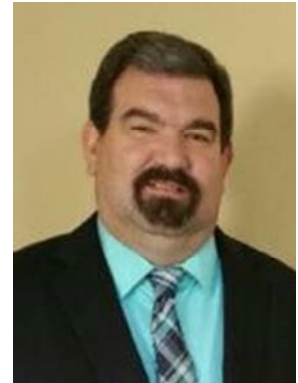
Understanding the characteristics of Carbon Monoxide and how the Code addresses the notification of lives affected.

a. Learning Objectives:

1. What is CO?
2. What are the symptoms of CO poisoning?
3. How did the code change to protect the public?
4. What are the basic installation, testing, and maintenance guidance?

- b. Speaker: Kenneth D. Oberst SET
Southern Regional Support Representative
AIA CES Approved Provider/AIA CES Registered
NICET Level IV – Fire Alarm & VSS #99746
NICET Level III – Special Hazards #99746
Former ASCET V.P. Central United States
Current ASCET V.P. Southwest United States
714-398-6878

- c. Bio: Ken has been in the fire and security arena for over 30 years. He is NICET certified level IV for Fire Alarm Systems and Video Security Systems, and is NICET level III certified for Special Hazard Suppression Systems, and is a NICET Ambassador. Ken holds professional licenses in Ohio, Kentucky, and Texas including an Ohio fire alarm system designer's license, and in Texas, he holds both, a Fire Alarm Planning, and Fire Extinguisher System Planners license, as well as a Texas Security Installers license. Ken has extensive experience in the installation, service, and maintenance of a variety of fire alarm, special hazard suppression, intrusion, access control, and video surveillance systems, including several Government Military Installations such as Crane Naval Base in Indiana and Ft. Campbell in Kentucky/Tennessee. Ken has also managed installation and service departments throughout the years, as well as headed the Engineering Department of a National company. He has been with Hochiki America Corporation since August 2016 as the Southern Regional Support Representative. Ken has been happily married to his wife Vicki for 32 years, and he is a proud father of 4 beautiful children, Ryan, 30, Sean, 28, Tiffany, 26, Kyle, 17 and the grandfather of Nathaniel was born in November of this year.



2. “DESIGNING WITH HARDWOOD VENEER” (1LU/HSW)

This program will provide information on planning interior wall and fixture surfaces with hardwood veneer including:

Wood veneer production

- Slicing methods and specification
- Grain and figure; how they affect your design
- Grade requirements: allowable characteristics & identifying defects
- Availability in LEED projects
- Avoiding specification errors
- Practical limitations to what you can do with wood veneer
- Leaf to leaf matching, Panel matching, Room matching
- Sketch faces
- Shop Drawing Requirements & your expectations
- Sample Requirements & approvals for the record

A Visual Slide Show will illustrate the factors that affect the project. The program will reference the AWS Woodwork Quality Standards, Second Edition, 2014.

a. Learning Objectives:

1. Learn the six critical elements of specifying hardwood veneer on a project.
2. Learn how to match veneer styles to achieve a desired design.
3. Understand the measurable qualities and properties of wood veneer grades.
4. Recognize the importance of adequate specification to protect the integrity of the design vision.

b. Speakers:

Margaret S. Fisher
Standards Editor
mfisher@awinet.org
571.926.5522

c. Bio:

Honorary Lifetime Member of the Architectural Woodwork Institute, Margaret Fisher has been involved in the custom woodwork industry for over three decades. Recognized as an industry leader, she has served as President and Vice President of the Wisconsin Chapter and served on the AWI National Board of Directors. Wood & Wood Products Magazine featured her as a 2010 Market Leader. A past recipient of the Claude Twillenmeier award, she has also served on the Sustainable Resources Think Tank and Education Planning Committee. As AWI's most prolific speaker, thousands of design professionals and contractors all over North America have attended her educational programs on Quality Standards, Cores, Veneering, Moldings, Finishes, Using Wood in a LEED® project and how to overcome your fear of speaking which she has been authoring and instructing since 1997. Woodworkers have listened to her 12 part podcast series on Using Wood in a LEED project and attended her trainings. Margaret Fisher is the Standards Editor of the Architectural Woodwork Institute.



Greg Lutz
AWI Past President
Lutz Woodworks, LLC

d. Bio:

Greg is owner of Lutz Woodworks located in Wylie Texas. Lutz Woodworks has been a member of the Architectural Woodwork Institute (AWI), a Certified Fabricator and Installer of the Quality Certification Corporation (QCC) providing projects registered through the Quality Certification Program (QCP) for more than 15years. Lutz Woodworks works to ensure its employee are trained through AWI education opportunities in drafting and shop drawings, estimating, project management, production and installation.



Greg has been active in AWI at both the State and National level since joining the associations. Greg is the 2016 Past President for AWI National and he continues to serve on the board of the state chapter; TAWI. A primary focus of Greg's association work is "professional association relations and the development of industry standards, testing and education to develop a better product which fit the needs of all parties involved." Having received several awards from local and industry partners, Lutz Woodworks is extremely honored to have received the Craftsmen Award from CSI in 2016 for work done on the George Bush Elementary School in Wylie Texas.



3. "I'M A MAC, I'M A PC"

This professional development program outlines the prolific differences and bridges to success when interacting with Design Professionals or Product Reps. The speakers would include Grady Whitaker, Jr., Architect, FCSI – President of Whitaker Architects, P.C. and Casey Robb, FCSI, CCPR, LEED® AP, President of C. F. Robb Consulting Services, LLC. The two professional speakers will take on the role of "I'm a PC" (The Rep) and "I'm a Mac" (The Architect) and outline the various traits, perceptions, and activities of each, along with the various ways in which they can work better together in finding a pathway for winning results. The program will help those who are still trying to "Sell" the Architect, or Design Professionals who are refusing to see any Product Rep's. We offer many ways to change their approach at the various stages of the project. This becomes your chance to gain a better perspective on each party involved during the design and construction process. This interactive seminar will result in finding new ways to build better, stronger, and longer-lasting relationships in the complex world of designing, building and delivering better results in the competitive commercial construction industry. Both Design Professionals and Product Reps can benefit from attending this seminar.

Topics to be discussed include:

- The Design Phases & Process
- Bidding and Negotiation
- Approved Equals
- Submittals and Shop Drawings
- Substitutions
- Value Engineering
- Construction Quality Control
- Sustainability
- Warranties
- Project Close-Out

a. Learning Objectives:

1. Attendees will better understand the phases and process of the commercial design and construction industry and their individual roles in the process.
2. Attendees will also understand the differences and similarities in personality traits, winning strategies and limitations between design professionals and the more trusted product reps.
3. Attendees will better understand the demands, differences and bridges to success from both the Architect and Product Rep perspectives.
4. Attendees will understand where true winning results can be found at the various stages and for long-term relationships and "Trusted Advisor" skills improvement.
5. Attendees will benefit both personally and professionally, and learn new ways to be more successful with each individual and ultimately more successful on the appropriate projects.

4. "SUBSTITUTIONS, OR APPROVED EQUALS, AND OTHER DIRTY WORDS"

This Professional Development seminar outlines the prolific differences and bridges to success when interacting with Design & Construction Professionals and Product Representatives. The two speakers will take on the roles of the Product Representative, the Design Professional and other parties involved with each phase to discuss the various traits, perceptions, and activities of each, along with the various ways in which they can work better in finding common ground. Exploring these various pathways will help attendees find winning results. The program will also help those Product Rep's who are still trying to "Just Sell Products" at the various stages of a project. It will help the Product Rep's become more of a "trusted resource" at each stage of the project. The seminar will also help those Design and Construction Professionals who are flat-out refusing to see any Product Rep's. and help them realize the value and solutions they can bring to the project. Our speakers will offer up many ways to change your approach,

to help each gain trust, and find a better approach during the various stages of the construction project. All parties involved in the Design, Construction and Project Delivery process can benefit from attending this seminar.

Topics to be discussed include:

- The Typical Design Phases & Construction Process
- Bidding & Negotiation phases
- Approved Equals
- Submittals & Shop Drawings
- Substitutions
- Value Engineering
- Construction Quality Control
- Becoming a "Trusted Resource"

a. Speakers:

Casey F. Robb, FCSI, CCPR, LEED AP, CSI
President - C.F. Robb Consultants, LLC
770.714.5922

cfrobb@comcast.net

Casey is a business development professional providing consulting services to product manufactures, construction associations and design professionals nationally. He has extensive experience in specification development for building enclosure protection. His consulting services are now focused on building enclosure education, specification influence consulting, architectural promotion, and the commercial construction sales process.

Casey is based in Atlanta, GA and is currently responsible for business development consulting and related initiatives with various manufacturers, construction associations, distributors and construction service providers. He has worked in the past with key Fortune 500 building product manufacturers. Most recently he was Director of Business Development for Kingspan Insulated Panels and formerly Business Development Manager for DuPont Building Innovations and sales representative for Dow Corning Corporation and Thoro System Products. His career has been focused on building enclosure protection, professional education and specification influence nationally leading various commercial teams and specialist networks.

Casey is a graduate of Murray State University with a B.S. in Construction Technology and has over 30 years of construction administration, specification influence and business development experience. He is also active with CSI, (Construction Specifications Institute) serving as a former Atlanta Chapter President, SE Region President, Institute Director, Institute VP and a former Institute President of CSI Nationally. He is also a Fellow in CSI, a Certified Construction Product Representative, (CCPR) and a LEED® Accredited Professional. He has also been a professional development speaker with several manufacturers and at many CSI and AIA-BEC national, regional and local speaking events.

Casey has also represented various manufacturer firms as research partners with the Design Futures Council national advisory board and is currently president of the CSI Atlanta Foundation and secretary of the CSI College of Fellows.

Through his many years of dedicated industry involvement, Casey promotes the practice of being a "trusted adviser" to those we serve and has developed a strong professional network with top specification consultants, general contractors, and design professionals nationally.



Grady Whitaker, R.A., CSI
President – Whitaker Architects, P.C.
918.607.9447

GWhitaker@WhitakerArchitects.com

Grady W. Whitaker, Jr., FCSI is the founder and President of Whitaker Architects, P.C., a full service general practice architecture, interior design, consulting and construction management firm which focuses its energy and efforts on creating uniquely exciting and custom environments for their clients.

Prior to forming Whitaker Architects, P.C., he Mr. Whitaker served in the capacity of project manager, project architect and principal for other architectural and civil engineering / architectural firms.

In addition to his architectural practice Mr. Whitaker shares his knowledge as a public speaker presenting numerous programs and interactive workshops on topics ranging from architectural practice, architectural design, construction administration, construction materials and methods, leadership development, business management, organizational structure and strategic planning on local, regional and national levels.

He is the co-author of "Rethinking Recycling: An Economic Perspective of Our Next 109 Years for the Building Industry & Others"



5. "LET'S FIX CONSTRUCTION" (2 LU/HSW)

This interactive AEC problem solving event strives to identify multiple prevalent problems within the industry. Teams will be given allotted time to brainstorm an out-of-the box, collaborative, forward moving solution to a given AEC problem. Solutions will be shared publicly with other participants. The intent is to improve communication, collaboration, unique ideas and the sharing of perspectives from different disciplines.

6. "PROTECTORS OF THE FUTURE: EMPOWERING AND ENGAGING TOMORROW'S LEADERS" (1 LU)

Intended for 'young professionals' 35 and younger, this workshop is geared towards bringing basic knowledge of the project team to architecture / engineering / construction (AEC) professionals just starting their careers.

This workshop is ideal for those who are looking to learn more about their future in the construction industry from seasoned professionals.

a. Learning Objectives:

1. Project delivery education is an essential aspect to your career.
2. Working outside of your bubble and comfort zone will benefit your job, career and family life.
3. Sharing your industry knowledge and experience is as beneficial to the senior-level as their experience back to you.
4. Working outside of your industry occupation is an eye-opening and enriching experience.

7. "SOCIAL MEDIA AND THE AEC INDUSTRY" (1 LU)

Are you intimidated by social platforms outside of Facebook and Linked? Attend this session and get a better understanding on the basics of Twitter and Instagram and make yourself comfortable in setting up a free account and navigating the sites. Recognize the basics of video and stories utilized in platforms such as Instagram, Snapchat and YouTube and see examples of how individuals and businesses within AEC are utilizing these platforms.

a. Learning Objectives:

1. Understand the basics of Twitter and Instagram and be able to set up a free account and navigate the site.
2. Understand the basics of video and stories utilized in platforms such as Instagram, Snapchat and YouTube.
3. Ease of content and information sharing and distribution will be demonstrated, including blogging.
4. See examples of how individuals and businesses within AEC are utilizing these platforms.

b. Speakers:

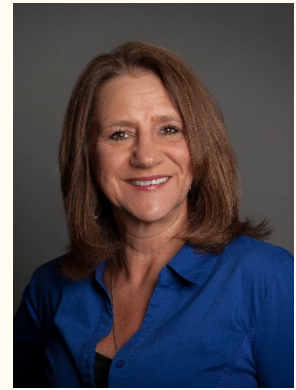
Cherise Lakeside, CSI, CDT, SCIP
503-317-9875

Specifier with LSW Architects of Vancouver, WA. She has experience in construction, MEP engineering and primarily architecture in her 30-year career.

Cherise has worked extensively in multiple areas of AEC and is actively involved in education, speaking, blogging, social media and Let's Fix Construction.

Her passions include emerging professional development and LetsFixConstruction.com which she co-founded with Eric Lussier. She is currently the immediate past president of the Portland Chapter of CSI and Director-At-Large for CSI.

You can find Cherise on Twitter [@CheriseLakeside](#) and on [LinkedIn](#)



Eric D. Lussier, CSI, CDT
802.922.8407

Indoor sports flooring trusted advisor, distributor and subcontractor for 12 years, now working with Precision Athletic Surfaces, based out of Vermont. He is active in the Construction Specifications Institute (CSI), and is currently president of the Vermont Chapter.

Eric is a construction industry blogger whose work is featured on Let's Fix Construction, which he co-founded with Cherise Lakeside. Cherise and Eric recently launched the Let's Fix Construction podcast which you can find on any of your favorite players or on their website. You can find Eric on Twitter [@EricDLussier](#) and on [LinkedIn](#)



8. "THE IMPORTANCE OF PROPER SUBFLOOR PREPARATION" (1 LU/HSW)

To educate the viewer with an understanding of why subfloor analysis, diagnosis and proper preparation and moisture mitigation are all critical in advance of installing finish floor coverings. Narrative descriptions and visual aids provide the associate with commonly encountered substrate conditions/problems, the circumstances that led to these, and the best practices required to prepare and correct them accordingly. This course was designed by industry experts to take a look at many of the common challenges that arise with various subfloors before installing the new flooring. Hot topics like asbestos, moisture and contaminants are discussed in depth with the hope that viewers will be better prepared to understand the best method to correct each subfloor challenge as they arise. This topic is literally relevant to every single job!

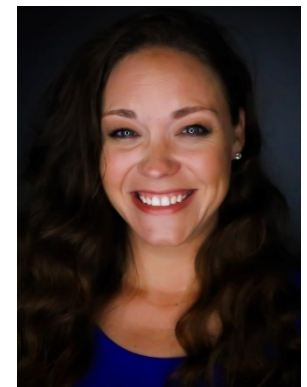
- a. Speaker: Meredith Brown, Ind. IIDA, TAID, OIIC, Regional A&D Manager
Professional Flooring Supply
806.548.4067

Meredith.brown@professionalflooring.com

Bio: Meredith Brown is the Regional Architect & Design Manager for Professional Flooring Supply, the nation's largest distributor of Roppe, Six Degrees, Ardex, Uzin, and several other product lines focusing on commercial flooring installation systems and solutions. She attended Texas State University, where she studied Interior Design.

After veering wildly off course into high volume restaurant management for several years, Meredith found her way back into the industry that she loves working closely with designers and architects to assist with the specification of resilient flooring, subfloor preparation, and moisture mitigation for a broad range of projects.

Meredith has been with Professional Flooring Supply for 6 years and is the current VP of Industry on the IIDA TX-OK Chapter Board.



9. "LUNCH & LEARN PRO-TIPS"

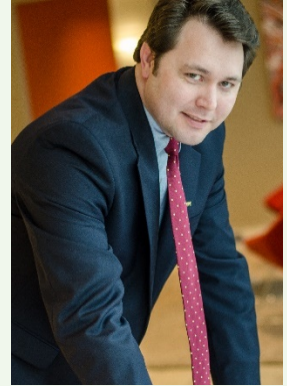
Having attended hundreds of lunch and learns, Raleigh will offer thoughts and observations on how to give engaging presentations to architects. This short presentation will hit key points of what a good presentation includes and some things not to do.

10. "SITE TOURS FOR EVERYONE!"

One year and 12 site tours later Raleigh will offer insights into how to arrange a site tour which will showcase your products and bring you closer to your clients

- a. Speaker: J.A. Raleigh Sullivan, R.A., CSI, CDT
Project Manager
PBK
972.233.1323
Raleigh.sullivan@pbk.com

Bio: I'm a father of two daughters who is a project manager at PBK architects and a graduate of Auburn University.



11. "CODE JEOPARDY" (1 LU/HSW)

One of our most popular programs, this course is delivered in an interactive game format, covering topics such as ADA as well as fire and safety codes. Categories include "Let Me In," "Wired," and "Hot Stuff." Have fun, and learn something too.

- a. Learning Objectives:
1. Identify requirements for accessible openings according to the ADA.
 2. State code requirements for means of egress.
 3. Determine where door closers are required.
 4. Specify products that meet fire code requirements.
- b. Speaker: Stephen Richardson, DHT, CSI, CDT
Allegion
469.215.0030
Stephen.richardson@allegion.com

Bio: Stephen has 5 years in the door hardware industry. He is a Project Coordinator with Allegion. Allegion has a passion for excellence and integrity. With knowledge and dedication, they provide accurate and code compliant solutions for the places we experience every day.

