

2016 UPONOR CONVENTION

BREAKOUT TITLES AND DESCRIPTIONS

COMMERCIAL PLUMBING

LET'S GET THIS PARTY STARTED: COMMERCIAL PLUMBING DESIGN AND LAYOUT, PART I

COURSE DESCRIPTION: In part one of this two-part series, we will present a step-by-step approach on how to design an efficient, high-performing Uponor Commercial Plumbing system. This session will cover the Uponor Commercial Plumbing Value Proposition and will include specifications, design standards and pipe sizing information.

PRESENTERS:

- Mike Rivers | Design Services Manager | Uponor
- Ryan Messmer | Lead Design Technician, Plumbing | Uponor

TARGET AUDIENCE: Engineers and Mechanical Contractors

TECHNICAL LEVEL: Basic

READY FOR MORE: COMMERCIAL PLUMBING DESIGN AND LAYOUT, PART II

COURSE DESCRIPTION: Part two of this two-part series on Uponor Commercial Plumbing systems will take a deeper dive into pipe sizing as well as discuss design and layout strategies, efficiencies with time and materials, and installation best practices.

PRESENTERS:

- Bob Sparks | Commercial Sales Manager | Uponor
- Casey Swanson | Commercial Sales Manager | Uponor

TARGET AUDIENCE: Engineers and Mechanical Contractors

TECHNICAL LEVEL: Advanced

BIM ME: BUILDING INFORMATION MODELING TRENDS FOR COMMERCIAL PEX PLUMBING SYSTEMS

COURSE DESCRIPTION: Hear from industry experts regarding construction industry trends in the building information modeling (BIM) environment. This session will include new technologies and future expansion of existing BIM platforms as well as Revit modeling, fabrication 3D modeling and Navisworks clash detection. You will learn the benefits of BIM for owners and installing contractors as well as resources from Uponor Design Services.

PRESENTER: Coming Soon

TARGET AUDIENCE: Engineers and Mechanical Contractors

TECHNICAL LEVEL: Basic

IT'S GETTING HOT IN HERE: FIRE-RESISTIVE CONSTRUCTION FOR COMMERCIAL PEX PLUMBING SYSTEMS

COURSE DESCRIPTION: Join industry experts from the fire-resistive construction industry to learn about the history of fire-resistive construction and how it relates to building codes for commercial PEX plumbing systems. Attendees will also learn about proper ASTM E814 fire-stopping techniques for PEX piping as well as the use of ASTM E119-listed fire assemblies for Uponor PEX Commercial Piping systems.

PRESENTER: T.J. Curry | Project Manager | Hilti

TARGET AUDIENCE: Engineers and Mechanical Contractors

TECHNICAL LEVEL: Basic

BE OUR GUEST: UPONOR COMMERCIAL PLUMBING SYSTEMS EXPO TOUR

COURSE DESCRIPTION: Explore the 2016 Uponor Convention Expo and learn about commercial PEX plumbing installation techniques from Uponor experts as well as customer advocates, including hangers and supports, pipe routing, expansion and contraction compensators, and much more. This tour will also include information about helpful products and services from Uponor Design Services and Technical Support.

PRESENTERS:

- Kate Olinger | Product Manager, Plumbing | Uponor
- Tim Peick | Product Manager, Fittings | Uponor
- Bob Sparks | Commercial Sales Manager | Uponor
- Casey Swanson | Commercial Sales Manager | Uponor
- Mike Rivers | Design Services Manager | Uponor
- Ryan Messmer | Lead Design Technician, Plumbing | Uponor
- Daniel Worm | Senior Product Specialist, Plumbing | Uponor
- Lee Browning | Senior Estimator | Uponor

TARGET AUDIENCE: Engineers and Mechanical Contractors

TECHNICAL LEVEL: Basic

COMMERCIAL HYDRONIC PIPING

SAY HELLO TO THE NEW KID IN TOWN: PEX FOR HYDRONIC PIPING APPLICATIONS

COURSE DESCRIPTION: Learn about the benefits of using Uponor PEX for hydronic piping applications. This course will cover the general value proposition, including system longevity, reduced liability and time and materials cost savings as well as the similarities and differences compared to other piping materials.

PRESENTER: Stuart Lorton | Commercial Sales Manager | Uponor

TARGET AUDIENCE: Engineers and Mechanical Contractors

TECHNICAL LEVEL: Basic

TELL ME MORE: BEST DESIGN AND LAYOUT STRATEGIES FOR PEX HYDRONIC PIPING APPLICATIONS

COURSE DESCRIPTION: The session presents a step-by-step process on how to design hydronic piping systems with Uponor PEX. Attendees will gain an understanding about specifications, design standards and pipe sizing as well as design, layout and installation techniques.

PRESENTERS:

- Aaron Stotko | Associate Product Manager, Heating and Cooling | Uponor
- Mike Rivers | Design Services Manager | Uponor

TARGET AUDIENCE: Engineers and Mechanical Contractors

TECHNICAL LEVEL: Basic

WALK THIS WAY: UPONOR PEX HYDRONIC PIPING EXPO TOUR

COURSE DESCRIPTION: Explore the 2016 Uponor Convention Expo and learn about PEX hydronic piping installation techniques from Uponor experts as well as customer advocates, including hangers and supports, pipe routing, expansion and contraction compensators, and much more. This tour will also include information about helpful products and services from Uponor Design Services and Technical Support.

PRESENTERS:

- Bob Sparks | Commercial Sales Manager | Uponor
- Casey Swanson | Commercial Sales Manager | Uponor
- Stuart Lorton | Commercial Sales Manager | Uponor
- Patrick Reed | Regional Sales Manager | Uponor
- Paul McCulloch | Regional Sales Manager | Uponor
- Bill Hooper | Regional Sales Manager | Uponor
- Dominic Marzitelli | Technical Sales Rep | Uponor
- Ryan Swanson | Outside Sales | FourMation Sales
- Brett O'Connor | Outside Sales | PacWest Sales, Inc.

TARGET AUDIENCE: Engineers and Mechanical Contractors

TECHNICAL LEVEL: Basic

BIM ME AGAIN: BUILDING INFORMATION MODELING TRENDS FOR HYDRONIC PIPING WITH PEX

COURSE DESCRIPTION: Hear from industry experts regarding construction industry trends in the building information modeling (BIM) environment. This session will include new technologies and future expansion of existing BIM platforms as well as Revit modeling, fabrication 3D modeling and Navisworks clash detection. You will learn the benefits of BIM for owners and installing contractors as well as resources from Uponor Design Services.

PRESENTER: Mike Rivers | Design Services Manager | Uponor

TARGET AUDIENCE: Engineers and Mechanical Contractors

TECHNICAL LEVEL: Basic

THE HEAT IS ON: FIRE-RESISTIVE CONSTRUCTION FOR PEX HYDRONIC PIPING APPLICATIONS

COURSE DESCRIPTION: Join industry experts from the fire-resistive construction industry to learn about the history of fire-resistive construction and how it relates to building codes for PEX hydronic piping applications. Attendees will also learn about proper ASTM E814 fire-stopping techniques for PEX piping as well as the use of ASTM E119-listed fire assemblies for Uponor PEX Commercial Piping systems.

PRESENTER: T.J. Curry | Project Manager | Hilti

TARGET AUDIENCE: Engineers and Mechanical Contractors

TECHNICAL LEVEL: Basic

RESIDENTIAL

BEST PRACTICES FOR WORKING WITH PEX EVERYDAY

COURSE DESCRIPTION: There are many ways to optimize your plumbing jobs. Hear directly from a plumber about the tricks and tips he uses when working with PEX materials every day.

PRESENTER: Coming Soon

TARGET AUDIENCE: Single-family Plumbers

TECHNICAL LEVEL: Basic

THE INSIDE SCOOP: WHAT HOMEBUILDERS WANT FROM THEIR PLUMBERS

COURSE DESCRIPTION: Want to know what your homebuilder really thinks? Here's your opportunity to hear straight from a builder who will lay out what is most important when choosing a plumbing system and an installer. Hint: They're a lot of the same things YOU want!

PRESENTER: Coming Soon

TARGET AUDIENCE: Single Family Plumbers

TECHNICAL LEVEL: Basic

A SECURE FUTURE: EXPAND YOUR RADIANT ZONING OPTIONS

COURSE DESCRIPTION: This session offers an overview about new additions and changes to Uponor's zoning controls offering as well as their impact. Attendees will learn about the features and benefits of Uponor's new thermostat and actuator product offerings as well as the new Zone Control Module and the Climate Control™ Zoning System upgrade, along with ways to provide customers safe and secure remote-access options.

PRESENTERS:

- Jeff Wiedemann | Product Manager, Controls | Uponor
- Logan Grauer | System Development Manager, Controls | Uponor
- Eric Aune | Owner | Aune Plumbing and Heating

TARGET AUDIENCE: Radiant Installers

TECHNICAL LEVEL: Basic

THERE'S NO PLACE LIKE HOME: RESIDENTIAL EXPO TOUR

COURSE DESCRIPTION: Explore the residential side of the 2016 Uponor Convention Expo. Learn from Uponor's experts about installation techniques and new products, including thermostats, manifolds, pipe routing, multipurpose fire sprinkler systems and much more.

PRESENTERS:

- Justin Churchill | Product Specialist, Heating and Cooling | Uponor
- Eric Skare | Product Manager, Fire Safety | Uponor

TARGET AUDIENCE: Radiant and Plumbing Contractors

TECHNICAL LEVEL: Basic

COMMERCIAL RADIANT

DESIGNING AND BUILDING THE LARGEST NET-ZERO ENERGY BUILDING IN THE COUNTRY: A CASE STUDY INVOLVING UPONOR RADIANT HEATING AND COOLING

COURSE DESCRIPTION: When the Research Support Facility for the National Renewable Energy Lab (NREL) was initially proposed, the Department of Energy challenged the engineers and contractors to design and build the largest net-zero-energy office building in the country — a 220,000-square-foot, LEED® Platinum project with a fixed schedule and budget. To meet the energy goal, the design team employed an Uponor radiant heating and cooling system. This session will explore the challenges and design/construction strategies used to meet the challenging energy goals for the support facility. The session will also discuss operational feedback from the end-user, including comfort, controllability and lessons learned.

PRESENTERS:

- Stan Sveen | Product Manager, Heating and Cooling | Uponor
- Paul Torcellini | Principal Engineer | National Renewable Energy Laboratory (NREL)
- Shanti Pless | Senior Energy Efficiency Research Engineer (NREL)

TARGET AUDIENCE: Mechanical Engineers and Contractors

TECHNICAL LEVEL: Basic

NO MORE ICE, ICE BABY: DESIGNING AND CONSTRUCTING HIGH-PERFORMING COMMERCIAL SNOW MELT SYSTEMS

COURSE DESCRIPTION: Learn a comprehensive, step-by-step process on how to design and construct a reliable and energy-efficient commercial snow and ice melting system. The session will include understanding loads, slab configurations, control strategies and installation best practices.

PRESENTER: Jerry Leyte | Regional Sales Manager | Uponor

TARGET AUDIENCE: Mechanical Engineers and Contractors

TECHNICAL LEVEL: Basic

LET'S TALK RADIANT: A PANEL DISCUSSION ABOUT COMMERCIAL RADIANT HEATING AND COOLING

COURSE DESCRIPTION: Join us for an interactive session as we discuss radiant system strategies and experiences with our distinguished panel of engineers, contractors and building owners. You'll hear the most common challenges engineers face along with what installation methods work best for different applications and what control strategies are most effective. Hear from your peers as they describe their personal experiences and real-life challenges.

MODERATOR: Devin Abellon | Business Development Manager, Engineering Services | Uponor

PANELISTS: Coming Soon

TARGET AUDIENCE: Mechanical Engineers and Contractors

TECHNICAL LEVEL: Basic

IT'S HOT, IT'S COOL: DESIGNING AN EFFECTIVE RADIANT HEATING AND COOLING SYSTEM, PART I

COURSE DESCRIPTION: Part one of this two-part session takes you on a journey to designing an effective radiant heating and cooling system. This session includes design decisions typically made during the schematic and design-development phases, including how to zone a radiant system, how to calculate capacities, sizing and locating manifolds, and determining slab construction.

PRESENTERS:

- Devin Abellon | Devin Abellon | Business Development Manager, Engineering Services | Uponor
- Jerry Leyte | Regional Sales Manager | Uponor

TARGET AUDIENCE: Mechanical Engineers and Contractors

TECHNICAL LEVEL: Basic

IT'S HOTTER, IT'S COOLER: DESIGNING AN EFFECTIVE RADIANT HEATING AND COOLING SYSTEM, PART II

COURSE DESCRIPTION: Part two of this two-part session continues through the step-by-step design process, focusing on construction documents and construction administration phases. Topics will include piping and controls, specifications and construction best practices.

PRESENTERS:

- Devin Abellon | Devin Abellon | Business Development Manager, Engineering Services | Uponor
- Jerry Leyte | Regional Sales Manager | Uponor

TARGET AUDIENCE: Mechanical Engineers and Contractors

TECHNICAL LEVEL: Advanced

EMERGING OPPORTUNITIES

FIRE SPRINKLER SYSTEMS PART I: SAVING LIVES WHILE BUILDING YOUR BUSINESS

COURSE DESCRIPTION: This entry-level course will teach the basics of residential fire sprinkler systems and how installing Uponor's plumber-installed system can help you build your business. You'll hear directly from a plumber on how he's benefited from becoming an Uponor AquaSAFE fire sprinkler system installer.

PRESENTER: Eric Skare | Product Manager, Fire Safety | Uponor

TARGET AUDIENCE: Plumbers

TECHNICAL LEVEL: Basic

FIRE SPRINKLER SYSTEMS PART II: A DEEPER DIVE INTO THE TECHNICAL SIDE

COURSE DESCRIPTION: This follow-up to the AquaSAFE part one session will dive into more technical details such as water supply, attics and insulation, giving you in-depth knowledge of Uponor's residential fire sprinkler systems. You'll also learn how Uponor's new, game-changing UL listing allows the AquaSAFE system to be installed and left exposed in unfinished basements.

PRESENTERS:

- Eric Skare | Product Manager, Fire Safety | Uponor
- Melisa Rodriguez | Fire Safety Design Services Supervisor | Uponor

TARGET AUDIENCE: Plumbers

TECHNICAL LEVEL: Advanced

BIGGER THAN NEW CONSTRUCTION: CAPITALIZING ON THE \$2 BILLION PLUMBING RE-PIPE MARKET

COURSE DESCRIPTION: The plumbing pipe replacement market is exploding, and it's estimated to be TWICE the size of the new construction market! This session will teach you all about the opportunity directly from an experienced re-pipe plumber as well as show you how Uponor can help you take advantage of it.

PRESENTER: Coming Soon

TARGET AUDIENCE: Single Family and Light Commercial Plumbers

TECHNICAL LEVEL: Basic

I'M SORRY, COULD YOU REPEAT THAT? TRENDS IN WATER RECLAMATION AND RECYCLING

COURSE DESCRIPTION: With our population continuing to grow and our freshwater resources continuing to diminish, the need to preserve our natural resources is becoming increasingly important in sustainable building practices. Learn from industry experts who know a thing or two about water reclamation (graywater) systems and what you can do to stay ahead of the competition when it comes to specifying, designing and installing the now well-recognized purple pipe.

PRESENTER: Coming Soon
TARGET AUDIENCE: Plumbers
TECHNICAL LEVEL: Basic

BUSINESS TOPICS

TOP 10 TECHNOLOGIES TO IMPROVE YOUR BUSINESS AND MAKE YOUR LIFE EASIER

COURSE DESCRIPTION: The world of technology is expanding faster than ever with new apps, tools and hardware being introduced every day. In this session we will cut through the “technology noise” and explore 10 technologies that can immediately help improve the operations and efficiencies of your business. Technologies we will touch on will include industry apps, online training and — coolest of all — mobile hardware (like portable printers and mobile credit card scanners that will eliminate your billing headaches forever!). Attendees will receive a flash drive of all ten technologies along with a helpful plan to implement them into a business.

PRESENTER: Don Costello | Manager, Digital Marketing | Uponor
TARGET AUDIENCE: All
TECHNICAL LEVEL: Basic

CRACKING THE CUSTOMER CODE: LAND JOBS BY CONSULTING RATHER THAN SELLING

COURSE DESCRIPTION: More than half of customers choose a product based on the sales experience. Crack that customer code and learn how to close a deal by consulting rather than selling. Only when we truly understand what motivates our customers toward our solutions, can we create partnerships — and loyalty — that will last a lifetime. And that starts with listening to customer needs first and then providing the solutions. Even if your job description doesn't mention sales, we're all sales people. You'll come away with practical tips and techniques you can apply across all your business lines and learn to differentiate how you sell — not what you sell.

PRESENTER: Wes Sisco | Training Manager | Uponor
TARGET AUDIENCE: All
TECHNICAL LEVEL: Basic

GET THE RIGHT PEOPLE NOW! HOW TO RECRUIT, DEVELOP AND KEEP GREAT TEAM MEMBERS

COURSE DESCRIPTION: Finding it difficult to get great people to work with you? Concerned that “kids today” don't have the skills or work ethic you need to grow your company? Do you feel “held hostage” by your team members because you're afraid you couldn't replace them? Here's the good news: there is a proven way to eliminate all these concerns. You can change your approach, and results, when it comes to attracting, and keeping, right-stuff people on your team. This session offers highlights of a systematic approach to developing people and careers. Explore simple recruiting methods to ensure a long line of applicants. Learn about transparent and fair ways to pay and reward team members and learn how to create a clear ladder of opportunity so they can advance and grow. Best of all, industry expert Ellen Rohr will share tried and proven ways to engage team members to play a really great game, make short work of your biggest challenges and help you achieve your goals (and theirs).

PRESENTER: Ellen Rohr | President | Bare Bones Biz, Inc.
TARGET AUDIENCE: All
TECHNICAL LEVEL: Basic

KERMIT WAS WRONG! IT'S EASY BEING GREEN: HOW UPONOR PEX SYSTEMS CAN HELP YOUR PROJECTS — AND BUSINESS — BE SUSTAINABLE

COURSE DESCRIPTION: Is sustainability important to the future of your business? Are Uponor's PEX-based systems sustainable? The answer to both of these questions is an emphatic, YES! More than any other industry, the construction sector is being impacted by an ever-increasing movement towards a more sustainable built environment. In this fact-filled, informative session, we will discuss the general trends in sustainability and how they relate to Uponor's PEX-based systems. Indeed, we will demonstrate how PEX systems are "green" and able to make a vital and valuable contribution to high-performance building. We will also share with you Uponor's "Triple Bottom Line" approach to being a sustainable enterprise and provide you with some ideas on how you can use similar strategies to make your own business more sustainable.

PRESENTER: Dale Stroud | Sr. Director, Marketing/Offerings | Uponor

TARGET AUDIENCE: All

TECHNICAL LEVEL: Basic

BUSINESS UN-COMPLICATED: SIMPLE, POWERFUL BUSINESS PLANNING FOR A PROFITABLE ENTERPRISE

COURSE DESCRIPTION: In this fun, fast-paced session, you'll learn how to UN-complicate your business and skyrocket success. Ellen is a plumbing/heating industry dynamo who's helped grow hundreds of companies in your industry. She knows what works, what doesn't work, and how to get the most results with the least amount of effort. Learn how to create your UN-business plan. This flexible planning process helps you discover what you want out of life and business, why it matters and how to make it happen. Work less and have more? It's possible and inevitable, with the UN-business plan approach.

PRESENTER: Ellen Rohr | President | Bare Bones Biz, Inc.

TARGET AUDIENCE: All

TECHNICAL LEVEL: Basic