

2018 Uponor Convention Breakout Sessions

BUSINESS TRACK BREAKOUTS

Session title: Milwaukee® Tool: Increasing Productivity Through Innovation

Duration: 50 minutes

Speaker: Alex Boll, Sr. Product Manager – Plumbing Tools

Intended audience: Single family and light commercial professionals

Session overview: Since Milwaukee® Tool began in 1924, it has been the leader in both durability and performance by providing the best in professional, heavy-duty tools and accessories. Never satisfied, Milwaukee continues to be obsessed with understanding user challenges, and revolutionizing the industry with innovative, trade specific solutions. In this session we invite you to experience the newest solutions from Milwaukee®, and to learn how Milwaukee® can help you drive profit by maximizing productivity.

Session title: Get quality employees! 4 strategies to attract, engage and retain the best

Duration: 50 minutes

Speaker: John Bain, President of Operations, R.T. Moore

Intended audience: All attendees

Session overview: With growing construction demand, 70% of contractors are challenged to find qualified skilled labor. This tight labor market requires companies to change the way they operate, recruit and compensate workers. Learn the strategies you can use today to attract, assimilate and retain great employees in this highly competitive labor market.

Session title: The results are in: How sustainability generates value for your customers

Duration: 50 minutes

Speaker: Suzanne Shelton, CEO, Shelton Group

Intended audience: Single family and light commercial professionals

Session overview: Research shows nearly half of Americans want to buy and use eco-friendly products, and three-quarters consider a company's environmental reputation as they make purchasing decisions. Learn how customers perceive sustainability issues and how those concerns drive product and service purchase decisions.

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Session title: Construction disruption: Be ready for the technology of tomorrow

Duration: 110 minutes

Speaker: James Benham, CEO, JBKNOWLEDGE®

Intended audience: Light commercial and commercial professionals

Session overview: With technology quickly changing, it's easy to get left behind. Learn the latest construction technologies, such as virtual reality, mobile applications and data mobility (think drones), to keep your business on the cutting edge and differentiate yourself from the competition. Experience select devices, such as drones and virtual reality glasses, and hear case studies of how industry leaders are using innovative technology to inspire collaboration and design.

2018 Uponor Convention Breakout Sessions

RESIDENTIAL TRACK BREAKOUTS

Session title: [The new smart home: Discover cutting-edge solutions for residential applications](#)

Duration: 50 minutes

Speakers: Kate Olinger, sr. manager, Single Family Segment; Kip Vangsgard, manager, Single Family Segment and Tim Botten, specialist, Single Family Segment

Intended audience: Residential contractors, reps and distributors

Session overview: Take a walk through the Uponor home in the expo area to see the latest residential solutions that will change your customers' lives, expand your business opportunities and put you on the cutting edge of the smart home trend. This guided tour will highlight the products and solutions every savvy homeowner will want in the future.

Session title: [Making sense of sustainable building trends: The future of homebuilding](#)

Duration: 50 minutes

Speaker: C.R. Herro, VP of Energy Efficiency and Sustainability, Meritage Homes

Intended audience: Residential contractors, reps and distributors

Session overview: The new standard in home building combines design, efficiency, sustainability, and new technologies to provide customers what they've come to expect — a home that offers greater comfort, healthier air and fewer costs to own and operate. Learn what is important to homeowners today and how you can incorporate these strategies to propel your business forward and differentiate yourself from the competition.

Session title: [Like to solve problems? Let's focus on the industry's labor shortage crisis](#)

Duration: 90 minutes

Speaker: Worrell

Intended audience: Residential and light commercial contractors [attendees will need to sign a non-disclosure agreement (NDA)]

Session overview: Collaborate with contractors to identify the major labor shortage issues affecting the skilled trades today, and work as a group to discover products and services that can minimize labor and ease the crisis in our industry. This is a session geared toward thoughtful problem-solvers who have a passion for brainstorming, sharing ideas and finding solutions to solve one of the biggest crises to hit our industry.

Session title: [Show and tell: Take a peek behind the technology curtain](#)

Duration: 90 minutes

Speaker: Worrell

Intended audience: Residential and light commercial contractors [attendees will need to sign a non-disclosure agreement (NDA)]

Session overview: Discover never-before-seen concepts and technologies for the building market and give feedback to help guide the future of residential applications. Attendees will have the opportunity to see, feel and hear products in action and offer input to shape the future of residential products, services and solutions.

2018 Uponor Convention Breakout Sessions

MULTIFAMILY | LIGHT COMMERCIAL TRACK BREAKOUTS

Session title: Trends in low-rise/mid-rise construction: What you need to know to succeed

Duration: 50 minutes

Speaker: Stan Sveen, sr. manager, Light Commercial Segment, Uponor; Daniel Worm, associate manager, Light Commercial Segment, Uponor; and Terry Pappas, national sales manager, Hospitality, Uponor

Intended audience: Mechanical contractors and engineers, project managers, plumbers/pipefitters, BIM managers, specification controllers, owners and executives, and business development managers

Session overview: Learn about trends impacting the low-rise/mid-rise construction industry for the multifamily and hospitality markets along with resources that will help you find success in a competitive market. Engage in a Q&A session about best practices specifically for low-rise/mid-rise construction.

Session title: Get in control: Project management tactics for mechanical contractors

Duration: 50 minutes

Speaker: Mike Headrick, vice president and district manager, PCL Construction Services, Inc.

Intended audience: Owners/executives, business development managers, project managers, engineers, designers and BIM managers

Session overview: Hear from a leading general contractor about the current project delivery methods being used today and what to know about integrated project delivery (IPD), design/build, P3 and plan/spec. Attendees will learn important aspects of the business, such as how building owners make decisions and what is important to them, as well as mass trends, including major purchasing, commodity pricing control, pre-fabrication and public/private partnerships.

Session title: Winning in multifamily and hospitality: Case studies and lessons learned

Duration: 50 minutes

Speaker: Paul McCulloch, sales manager, and Andrew Cahill, technical sales

Intended audience: Project managers, estimators and plumbers/pipefitters

Session overview: Discover opportunities and lessons learned for greater efficiencies and business growth in the North American multifamily and hospitality markets. This session will feature a professional contractor sharing best practices and strategies you can start implementing in your business today.

Session title: Construction disruption: Be ready for the technology of tomorrow

Duration: 110 minutes

Speaker: James Benham, CEO, JBKNOWLEDGE®

Intended audience: Light commercial and commercial professionals

Session overview: With technology quickly changing, it's easy to get left behind. Learn the latest construction technologies, such as virtual reality, mobile applications and data mobility (think drones), to keep your business on the cutting edge and differentiate yourself from the competition. Experience select devices, such as drones and virtual reality glasses, and hear case studies of how industry leaders are using innovative technology to inspire collaboration and design.

2018 Uponor Convention Breakout Sessions

COMMERCIAL TRACK BREAKOUTS

Session title: [Let's get started! Increase your potential for success and your bottom line](#)

Duration: 50 minutes

Speakers: Matt Bahr, business development manager, Uponor, and Aaron Stotko, manager, Commercial Segment, Uponor

Intended audience: Mechanical contractors and engineers, project managers, BIM managers, specification controllers, owners and executives, and business development managers

Session overview: In this first session to kick off the day, learn how you can create systems that are more accurate in design and efficient in installation. You'll learn about value-add services and products that can increase your bottom line and create better jobsite efficiencies.

Session title: [Get in control: Project management tactics for mechanical contractors](#)

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Session title: [Design optimization: Techniques for superior plumbing and hydronic piping](#)

Duration: 50 minutes

Speaker: Stephanie Radel, supervisor, Design Services, Uponor; and Jacob Sevelius, sr. design technician, Design Services, Uponor

Intended audience: Mechanical engineers, mechanical contractors, specification controllers and BIM managers

Session overview: Dive into the Uponor tools and resources available for optimizing your next PEX piping project. Learn how Uponor Logic design strategies can build a better performing, more efficient plumbing or hydronic piping system. Attendees will discover areas that make a difference in design, including static height limitations, accurate pressure loss data, pipe-sizing tools, hot-water recirculation strategies, hydraulic balancing and more.

Session title: [Pre-construction perfection: Getting it right for precise piping projects](#)

Duration: 50 minutes

Speaker: Lee Browning, supervisor, Design Services, Uponor

Intended audience: Estimators, project managers

Session overview: Hear best tips, practices and product selections that professionals employ every day to estimate and design a flawless commercial piping project. Attendees will learn about the latest Uponor-supported estimation software, databases and assemblies, along with industry-sourced labor data and pricing comparisons, PEX piping take-off practices and bid options to ensure every PEX piping project is the most efficient and effective for the customer.

2018 Uponor Convention Breakout Sessions

COMMERCIAL TRACK BREAKOUTS

Session title: [Designing with distinction: Strategies for high-performing radiant systems \(Part 1\)](#)

Duration: 50 minutes

Speaker: Devin Abellon, P.E., business development manager, Uponor, and Robert Bean, R.E.T., P.L. (Eng.), HealthyHeating.com

Intended audience: Mechanical engineers, mechanical contractors, specification controllers, BIM managers

Session overview: Learn the step-by-step process to design an effective radiant heating and cooling system for a commercial application. Attendees will discover design decisions made during the schematic, design development and construction document phases and also learn about system capacities and limitations, interdisciplinary coordination, system selection and layout, piping and controls, and more.

Session title: [Executive roundtable discussion: Trends, opportunities and the evolving market](#)

Duration: 50 minutes

Speaker: Casey Swanson, sr. manager, Commercial Segment, Uponor

Intended audience: Owners, executives and business development managers

Session overview: Join other executives and business development managers from across North America for an afternoon of insightful discussions and engaging networking. Discuss the latest macro trends, market changes and opportunities to drive future business success and propel the industry forward. Uponor sales directors and managers will moderate the roundtable discussions which will include involvement from a general contractor and other Uponor personnel.

Session title: [Let's Revit-up: 3D modeling for PEX piping systems performance](#)

Duration: 50 minutes

Speaker: Chris Di Iorio, CEO/co-founder, ENGworks

Intended audience: Project managers, estimators, installers, engineers, designers and BIM managers

Session overview: Keep current with Uponor BIM content and platform-specific tools and preferences with this session that focuses on tactics to best implement Uponor PEX services and content into Revit MEP and Fabrication MEP piping models. Attendees will learn about BIM content families, templates and preferences along with implementing PEX services and pipe types as well as differences between Revit MEP and Fabrication MEP to show how a well-coordinated model can achieve project success. Attendees will also have the opportunity to watch a Navisworks project demo.

Session title: [Hear how it's done: Commercial piping case studies that show success in action](#)

Duration: 50 minutes

Speakers: Jason Smith, business development manager, Uponor, Mike McReady, JCM Associates / ARK Group, Jason Sewell, technical sales representative, Sales, Uponor, David McCallum, project manager, Randall Mechanical

Intended audience: Project managers, estimators and plumbers/pipefitters

Session overview: Hear real-world examples of how others have found success with PEX piping systems in the North American market. Attendees will learn about challenges and triumphs within various case studies, along with details about time and labor savings.

Session title: [Rolling out the savings: Opportunities with commercial radiant case studies \(Part 2\)](#)

Duration: 50 minutes

Speaker: Alen Frandsen, technical sales representative, Sales, Uponor

Intended audience: Project managers, estimators, installers, engineers and designers

Session overview: Learn about efficiencies and successes the Uponor Radiant Rollout™ Mats have provided on various North American commercial radiant projects. Hear first-hand from the installing contractor or design engineer about project challenges as well as time and labor savings and installation efficiencies.
