

**Tuesday, Feb. 16**

3:00 - 5:00 PM

Registration

**Wednesday Feb. 17th**

7:30 AM - 4:00 PM

Registration

8:00 - 8:35 AM

Opening

8:35 - 9:20 AM

Keynote : Synergy

9:30 - 10:30 AM

Concrete Materials - Cement / Pozzolans (Tony Sorcic)

Effective Communications between Sales and Production (Herb Hohl and Tim Wayment)

10:40 AM - 12:00 PM

Concrete Materials - Aggregates & Admixtures (Tony Sorcic)

Box Culverts (Chris Reindeau)

The True Cost of a Failure (LCA) (Joe Perrin)

Fundamentals of Concrete Pipe (Hank Gottschalk)

12:00 - 1:00 PM

Awards Luncheon

1:10 - 2:40 PM

Reinforcement (Mel Marshall)

Mix Design Workshop (Gary Knight)

Rigid vs. Flexible (Ron Brown)

Selling More Pipe with Qcast (Ed Sexe)

Sign up on registration form.

Case Studies: Fire, Failures and Shortcomings (Mary Beth Kramer)

2:50 - 3:50 PM

Concrete Technology (Gary Knight)

Proper Reinforcement Welding Practices (Bill Washabaugh)

Promoting the Benefits of Post Installation Inspection (Randy Wahlen)

Effective Plant Tours (Walt Catlett)

4:00 - 5:00 PM

Quality School Round Tables

Communications in Management (Al Iagnemma)

Maintaining Customer Loyalty - Building a Customer Centric Organization (Elaine Fogel)

Reviewing Post Installation Results (Randy Wahlen)

6:00 - 8:00 PM

Reception

**Thursday Feb. 18**

7:00 8:00 AM

Concrete Mix Design (Gary Knight and Dave Anderson)

Rinker Plant Tour, Installation Demonstration and Hanson Plant Tour

(7:00 AM - 12:30 PM)

8:15 AM - 12:30 PM

Hanson Plant Tour & Installation Demo

1:10 - 2:10 PM

Batching and Mixing (Mel Marshall)

Leak Resistant Joints (Pat Liston)

100 Year Service Life for Flexible Pipe - "Debunking the Myth" (Doug Holdener)

Leading Effective Safety Meetings (Aaron Rice)

2:20 - 2:50 PM

Wire Drawing (Mel Marshall)

Panel Discussion: Planning for the Recovery (Mark Omelianiec, Bill Washabaugh, Bill Austgen)

SWOT - Plastic: An Analysis From a Competitors Vantage Point (Jeff Hite)

Fall Protection Demonstration (DBI - SALA)

2:55 - 3:50 PM

Consolidation (Jake Jyrkama)

Understanding Mill Certifications and Staying Current with Specs (Chuck Curry)

SWOT - CMP (Woody Rigdon)

Developing an Effective Public Relations Plan (Mary Beth Kramer)

4:00 - 4:50 PM

Curing (Mel Marshall)

Understanding Mill Certifications and Staying Current with Specs (Chuck Curry)

SWOT - CMP (Woody Rigdon)

Developing an Effective Public Relations Plan (Mary Beth Kramer)

5:00 - 6:00 PM

Round Tables (3@20min)  
1. Mixing 2. Batching, Mixing, Curing 3. Consolidation 4. Joint 5. Safety

Sales and Marketing - The Difference and Why We Do Them (Ron Brown)

Understanding Your Impact on Government and Local Officials (Oliver Delery)

6:00 - 8:00 PM

Sneak Peek of Trade Show

**Friday Feb. 19**

7:00 - 8:00 AM

Pre /Post Pour Inspection (Jake Jyrkama)

Open Forum (Mel Marshall)

A Short Ride to "What do YOU do?" the 30-Second Elevator Pitch (Hank Gottschalk)

2020: A Concrete Pipe Odyssey (Jeff Hite)

8:10 - 9:10 AM

Testing, Repairs and Finishing (Paul Krauss)

Open Forum (Mel Marshall)

11 Keys to Successful Prospecting (Sales Concepts)

Thinking Outside the Trench (Grant Lee / Steve Hiner)

9:20 - 10:20 AM

Qcast Certification (Paul Krauss)

Intro to Professional Pipe Promotion (P<sup>3</sup>) Training Course 1 (Matt Childs)

11 Keys to Successful Prospecting cont. (Sales Concepts)

Engaging Public Works (Al Hogan)

10:30 - 11:10 AM

Qcast Review and Test

Panel Discussion: That's the Facts Jack (Moderators - Tom Umek, Matt Childs, Jeff Hite, Bill Washabaugh, and Jim Wright)

Closing the Deal (Ron Brown)

An Engineer's Perspective (Jack Lettiere)

11:15 AM - 12:00 PM

Qcast Review and Test

Panel Discussion: That's the Facts Jack (Moderators - Tom Umek, Matt Childs, Jeff Hite, Bill Washabaugh, and Jim Wright)

Closing the Deal (Ron Brown)

LEED as a Sales Tool (Tom Finn)

12:00 -12:20 PM

Chairman's Safety Awards and Door Prizes

12:00 - 1:00

Precast Show Lunch

Precast Show (Thursday 6-8, Friday 11-6, Sat 11-5)

**Saturday Feb. 20**

8:00 - 10:00 AM

Machinery Clinics @ Convention Center (Wire Batching / Mixing, Machine, Cages, Curing)



- Quality School\*
- Production
- Safety
- Marketing and Sales
- Marketing and Production Mix
- General Session

\*If you plan to become a Quality accredited personnel, all courses in the Quality School track **MUST** be attended and test passed. **Please sign up on registration form for this track.**