

SCORE BIG with **NERCA**

NORTH/EAST ROOFING CONTRACTORS ASSOCIATION

93rd Annual Convention and Trade Show

March 18-20, 2019 • Fox Tower • Foxwoods Resort Casino
Mashantucket, Connecticut

Join us and experience one of the largest regional roofing tradeshow in the country. This year's show continues to deliver quality education and will feature near 200 booths displaying products and services designed for you - the roofing professional!

REVISED DATES & SCHEDULE

NERCA's Annual Business Meeting & Breakfast

Wednesday — March 20, 2019, 9:30 a.m. - 11:00 a.m.

Ticketed Event — \$50.00

Marc Fucarile, at the age of 35, became a right leg above the knee amputee from the Boston Marathon Bombings on April 15, 2013. On that day his life changed forever, leaving him with new and difficult challenges. Marc, being a dad to his 5 year old son Gavin at the time of the tragedy, did not let this stop him, it only gave him motivation to work harder. Now Marc is not only a father to his 11 year old son but also a mentor to so many other young children and adults by volunteering his time and efforts to people with missing limbs, limb differences, autism and many other disabilities through nonprofit organizations like Camp No Limits, Granite State Adaptive Sports and others.

Join us in welcoming back Marc Fucarile, a former roofing industry professional, and hear about how his life has changed since that tragic day.

Presentation of the Clarence J. Carr Roofing Industry Annual Award to NERCA's 2018 Outstanding Member

22nd Annual Thomas S. Gunning, Membership Recruitment Award

Election of Board of Directors

Greetings and Updates from NRCA

Nick Sabino, NRCA Chairman-Elect

Welcome Reception

Monday — March 18, 2019, 5:30 p.m. - 7:00 p.m.

Convention Registration Area

Join us to kick off the start of the Convention. Enjoy complimentary beer, wine, soft drinks and appetizers as you chat and reconnect with your colleagues and friends.

Don't Miss Our Exhibitor Demonstrations on the Show Floor



Marc Fucarile

*Guest Speaker
Amputee from the
Boston Marathon
Bombings*

Accommodations - NERCA will be using the Fox Tower at Foxwoods Resort Casino as this year's headquarters hotel.

TO TAKE ADVANTAGE OF THE SPECIAL CONVENTION RATES, YOUR RESERVATIONS MUST BE MADE DIRECTLY TO FOXWOODS RESORT CASINO. TO RESERVE YOUR ROOM ONLINE LOG ONTO THEIR WEBSITE:

<https://book.passkey.com/go/NERCA2019>

YOU MAY ALSO RESERVE YOUR ROOM BY PHONE AT **800-369-9663**, and enter #, **2, 1**. PLEASE REFERENCE

GROUP CODE: M1NOR0318I

Fox Tower, Foxwoods Resort Casino

SPECIAL CONVENTION RATES:

Monday, March 18	Single/Double	\$145.00
Tuesday, March 19	Single/Double	\$145.00
Wednesday, March 20	Single/Double	\$145.00
Thursday, March 21	Single/Double	\$145.00

EDUCATIONAL SEMINAR - 3 Hour Program

PRO Lead Generation & Sales Techniques to Maximize Your Income!

Speaker: Jim Johnson, ContractorCoachPRO

Monday — March 18, 2019, 2:00 p.m. to 5:00 p.m.

In this workshop Jim will be coaching sales reps on how to create as many lead opportunities as they will ever need. Now that you have leads, you gotta close them. If you're currently in a situation where you feel it all comes down to price, we will be sharing techniques that will allow you to sell your projects from 25 - 100% more than you currently do and your customer will be happy to pay you!

Don't miss this session! Learn the secrets of Superstar reps and sales teams...

"Coaching Contractors to WIN!"

Member: \$50.00

Non-Member: \$75.00

Happy Hour Reception

Tuesday — March 19, 2019, 4:00 p.m. - 6:00 p.m.

Exhibit Hall Floor

Join us for complimentary beer, wine & soft drinks. Enjoy a light snack as you visit with the exhibitors on the show floor.

Register online at nerca.org

NORTH/EAST ROOFING CONTRACTORS ASSOCIATION, INC.

100 Grossman Drive, Suite 300 Braintree, MA 02184 • phone: 781.849.0555 • fax: 781.849.3223 • nerca.org

FREE EDUCATIONAL SEMINARS

NRCA Technical Issues Update

Speaker: Mark Graham, Associate Executive Director of Technical Services National Roofing Contractors Association

Monday — March 18, 2019, 1:00 p.m. to 3:00 p.m.

The International Code Council (ICC) has just published the new 2018 editions of their I-codes, which include The International Building Code, 2018 Edition and International Energy Conservation Code, 2018 Edition. Individual states and local jurisdictions can begin the process of adopting the new I-codes in 2018.

In this presentation, Mark S. Graham, Vice President, Technical Services, National Roofing Contractors Association will provide an overview of the roofing-related changes to the building, residential, existing building, energy conservation, fire and plumbing codes. Time will be allocated for questions from the audience on code-related issues. *(This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of the Construction Supervisors License (CSL) requirement.)*

Insurance Coverage for Roofing Contractors - Understanding the Coverages (and Exclusions) of Construction Insurance Policies and Getting the Coverage to Which You Are Entitled

Speaker: Stephen Phillips Esq., Hendrick, Phillips, Salzman and Siegel P.C.

Monday — March 18, 2019, 3:00 p.m. to 5:00 p.m.

Stephen Phillips, Esq. has been defending the interests of the roofing contractor for many years with consistent successful results. He has conducted multiple seminars and webinars for NERCA members that demonstrate his expertise and reputation as one of the top legal professionals in the country.

Stephen will provide a basic and practical understanding of three insurance coverages with which roofing contractors should be familiar: Commercial General Liability, Builder's Risk Insurance and Installation Floater Policies and a Contractor's Errors and Omissions Policy.

Each of these policies are different and provide different coverage. Contractors will gain a basic understanding of each and how they differ. *(This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of the Construction Supervisors License (CSL) requirement.)*

ROOFING FALL PROTECTION - Explaining Compliance, Expelling Myths

Speaker: Peter Shackford, Director of Safety & Risk Control Services

Hettrick, Cyr & Associates, Inc.

Tuesday — March 19, 2019, 9:00 a.m. to 11:00 a.m.

Whether you're working on steep slope single family homes, large high rises or flat roof box stores, fall hazards exist and roofers are finding them! Workers in the roofing industry are three times more likely to experience fatal work-related injuries than other construction workers. 75 - 80% of roofing industry fatalities are related to falls. This workshop aims to expel some of the many myths and misunderstanding relating to fall protection and OSHA regulations. These myths not only lead to injuries and fatalities, they are also the result of OSHA citation and fines. Fall protection is the most frequently cited standard by OSHA. Understanding the regulation is the law. We will review common causes of these falls as well as discuss resources and techniques available for low and

steep slope projects which can help prevent citation, injury and fatality.

- I don't need fall protection when inspecting roof: MYTH
- I'm protected from falls if I remain 6" and greater from the edge: MYTH
- Stringing this cable between two anchors will provide a good anchorage point: MYTH
- Warning lines 6' from the roof edge is sufficient regardless of the type of work I'm doing: MYTH
- Roofing repair crews have different fall protection requirements: MYTH
- "We can all monitor each other": MYTH

Above are just some of the fall protection myths commonly thrown around the roofing industry. After attending this course you will have a better grasp of OSHA requirements, how and where falls most frequently occur and most importantly... tips and techniques on how to prevent them! *(This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of the Construction Supervisors License (CSL) requirement.)*

Technical Issues in the Roofing Industry Panel

Panelists:

Mark Graham, Associate Executive Director of Technical Services, National Roofing Contractors Association

Stephen Phillips Esq., Hendrick, Phillips, Salzman and Siegel P.C.

Louis Silver, Silver Roofing, Inc.

Tuesday — March 19, 2019, 11:00 a.m. to 1:00 p.m.

There's no easier way to keep abreast of technical developments and updates in the roofing industry! Tradition dictates that NERCA offers employers the opportunity to discuss and deliberate on the technical issues found within the roofing industry. NERCA is proud to have three knowledgeable panelists at this year's show. Mark S. Graham, NRCA's Associate Executive Director of Technical Services, who will provide information about current technical issues in the roofing industry and provide answers to your questions. Stephen Phillips, Esq., who constantly has the pulse of the legal issues facing the roofing industry, will cover the spectrum of issues that protect roofing contractors in today's litigious world. Lou Silver, President of Silver Roofing, Inc., past President of NERCA, will give practical advice as seen through the eyes of a roofing contractor.

We encourage contractors, manufacturers and roofing partners to debate the issues that are affecting the roofing industry with our experts.

Shingle Systems and the Most Common Mistakes

Speaker: Brian Cornelius, Senior CARE Manager
GAF Materials Corporation

Wednesday — March 20, 2019, 9:00 a.m. to 11:00 a.m.

Brian Cornelius is a Senior CARE Manager at GAF. He joined GAF as the CARE Training Manager for the Midwest in 2013.

In this course Brian will cover the installation of residential roofing systems as well as how to avoid the common mistakes in ventilation, mold and more.

Become the best at installing the best!!

Exhibit Hall Open

Tuesday, 1:00 p.m. - 6:00 p.m.

Wednesday, 11:00 a.m. - 3:00 p.m.

Register online at nerca.org

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