

**15** CONFERENCE  
HALL MAP

**20** SESSION  
SCHEDULE

**58** EXHIBIT  
HALL MAP

**60** EXHIBITOR  
PROFILES

# Event **2010** DIRECTORY

BUILDING OPERATING MANAGEMENT'S

# NFMT

March 16-18, 2010 • Baltimore

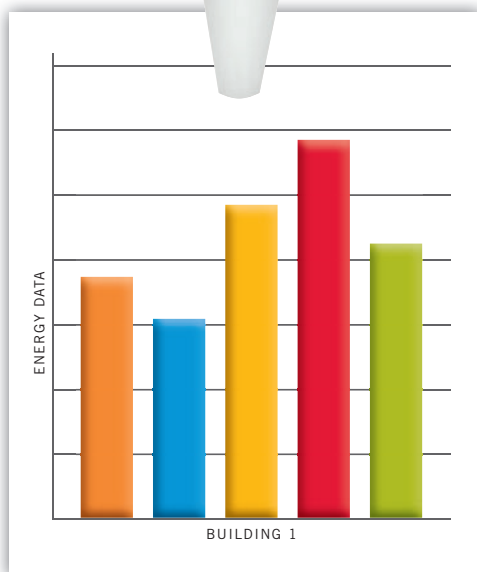
NOW IN OUR 10<sup>TH</sup> YEAR



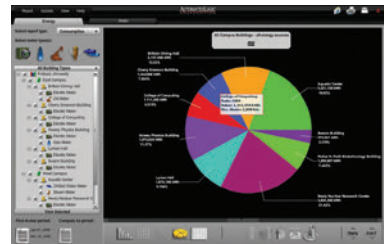


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It Just Gets Better

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Tuesday, March 16.....7:00 am - 5:00 pm

Wednesday, March 17.....7:00 am - 5:00 pm

Thursday, March 18.....7:00 am - 3:00 pm

# WELCOME

## Welcome to NFMT 2010!

This year we're putting a laser focus on helping you as a facility professional, contribute to your organization's bottom line. Our goal is to help you with key information and techniques that enable you to:

- Cut costs
- Re-engineer for better productivity
- Invest in technology that makes a difference

The past 18 months haven't been easy. Many in facilities management and maintenance have been asked to do more with less. You have also been required to demonstrate your ability to reduce operating expenses while continuing to run your facility at peak efficiency. So this year, our education has been re-tooled and expanded to offer fresh strategies and address bottom-line concerns.

This year also marks the 10th year of NFMT.

Since the first NFM&T in 2001, the facilities management profession has changed and so has the country. Mere months after we got our start, the nation was rocked by the terrorist attacks in New York, Pennsylvania and at the Pentagon on September 11, 2001. Our perception of homeland security and building safety have never been the same.

In response, we launched the Safe Buildings Conference and Expo. Safe Buildings provides a platform for facilities managers to focus on their roles, responsibilities and the critical information they need to keep their buildings secure. Our goal with Safe Buildings is for attendees to walk away from our event better prepared to provide a safe environment for building tenants, occupants and their guests.

Because of the aging inventory of existing buildings in the United States, we added another new portion of our event called the Maintenance Solutions Conference & Expo. To date, it remains the only national trade show for maintenance and engineering executives who manage operations in institutional and commercial buildings. Together, NFM&T, Maintenance Solutions Expo and Safe Buildings drew record attendance numbers as the co-located events provided more professional training,



**Bob Wisniewski**  
President, NFMT

unique networking opportunities and an expanded array of leading companies presenting their innovations in the exhibit hall.

By 2007, the green buildings movement was in full force. It was time to devote substantial attention to all things sustainable. So that year we created GreenTech for the decision makers directly responsible for leading the sustainability initiatives in corporate, commercial and institutional facilities. Once again co-located with NFM&T, GreenTech offered free access to top green product suppliers and cutting-edge, sustainability-focused facility management education sponsored by the Alliance for Sustainable Built Environments (ASBE).

And now, here we are in 2010. NFMT is now four shows under one roof (NFM&T, Maintenance Solutions,

GreenTech and Safe Buildings Expo) and is the biggest expo of its kind in the country. Year after year we continue to advance, adapt and provide new experiences and opportunities, and help our attendees run effective, efficient facilities.

Whether it's our cadre of nationally recognized speakers, the new discussions bubbling at Solutions Exchange, the hundreds of leading suppliers showcasing their product innovations in the exhibit hall or the multitude of networking options, NFMT has been and will always be at the service of facilities professionals. As we celebrate our 10th year, please don't hesitate to contact me or any of the NFMT staff with new ideas or suggestions on how we can make the next 10 years even better than the first.

Enjoy!

## NFMT PARTNERS



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at NFM&T  
Booth 161

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Booth # 1461



Booth # 332



Booth #632



Booth #1047



SELECT Products Limited

Booth # 968



Booth # 875

## Networking Party



**Georgia-Pacific**

Professional Booth # 1261



Booth # 753

*It's time to celebrate the start of NFMT and, at the same time, enjoy the accomplishments of our industry.*

**Our Networking Party Sponsors:** Georgia-Pacific Professional is a provider of hygienic and environmentally responsible dispensing systems and paper products to major market segments including office building facilities. Georgia-Pacific Professional is committed to better hygiene, greater efficiencies and richer knowledge that create significant business advantages. With a heritage of creating innovative solutions, GP Professional offers unique brands such as enMotion®, Compact®, Dixie®, and Brawny Industrial®. For more information on Georgia-Pacific Professional, visit us at [www.gppro.com](http://www.gppro.com). Experience GP Professional. Experience better.

Developed by FacilitiesNet.com, MyFacilitiesNet is the new online community for facility and maintenance professionals. MyFacilitiesNet is the hub of the facilities management industry, virtually connecting and networking building professionals across the globe. Members of the online community connect with their colleagues, discuss management strategies, share valuable resources, build strong relationships and much more.

## Tote Bags



Booth # 161

*As an NFMT attendee, you receive a tote bag that contains the official Event Directory and other information and registration materials. This useful bag helps you collect product literature and other items as you walk the exhibit hall.*

**Our Tote Bag Sponsor:** Sloan Valve Company, the world's leading manufacturer of water-conserving plumbing systems, offers a complete line of sensor-operated and manual fixtures. Products include the Royal®, which is the standard in Flushometer technology; OPTIMA® electronic faucets; Solis™ solar-powered faucets, Waterfree Urinals, hand dryers; bedpan washers; hand-washing and scrub sinks; SloanStone® lavatories equipped with sensor-operated faucets; and showerheads.

## Grand Prize – \$1,000 Cash Giveaways



Booth # 653



Booth # 753

*Each day at NFMT we will be awarding a cash prize of \$1,000. Be sure to enter your ballot (found in your tote bag) at booth #653 for your chance to win. The drawing will be held in the Exhibit Hall on Tuesday at 3:45, Wednesday at 2:45 and Thursday at 1:45. You must be present to win. Good luck!*

**Our Grand Prize Sponsors:** UGL Unicco® is recognized across North America for dependable, quality, cost-efficient facility maintenance, progressive management, innovative technology and extensive employee training and development. UGL Unicco is dedicated solely to providing a complete suite of facility services, from basic office janitorial service to sophisticated manufacturing maintenance CMMS capabilities. This unwavering focus and dedication to facility maintenance excellence is why UGL Unicco proudly claims the

highest customer retention rate — 95 percent — in the facility services industry.

*Building Operating Management* is the leading magazine for building owners and facility executives in commercial and institutional buildings. Readers are executives who own or manage high-rise office buildings, college campuses, school districts, hospitals, medical clinics, retail chains, hotels and government buildings.



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# SPONSORS

## Badge Holders

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CORPORATION

BOOTH# 461

*These handy holders allow you to display your official NFMT badge required to gain admission to the free conferences and exhibit hall. The badge holder also doubles as a wallet for cash, credit cards, your cell phone, etc.*

**Our Badge Holders Sponsor:** For more than 25 years, Automated Logic has remained true to a single mission: to bring leadership, innovation and order to the complexities of building control. Automated Logic's systems are installed in thousands of buildings worldwide while our complete commitment to customers' needs remains the key to our mission and philosophy.

## Complimentary Coat and Luggage Check

**FPLS** | Facilities  
Professional  
Leadership Series

BOOTH# 753

### Hours of operation:

Tuesday, March 16 ..... 7:00 a.m. – 5:30 p.m.

Wednesday, March 17 ..... 7:00 a.m. – 8:00 p.m.

Thursday, March 18 ..... 7:00 a.m. – 4:30 p.m.

*The coat and luggage check is located near the NFMT registration area on the east side of the Pratt Street Lobby.*

**Our Coat and Luggage Check Sponsor:** The Facilities Professional Leadership Series is presented by *Building Operating Management* magazine and BOMI International, the industry information and education leaders. It's designed to broaden your knowledge of the wide-ranging issues that affect your organization, from finance to leadership, from negotiating to the economy. You will develop a deeper understanding of how to analyze and evaluate complex issues...discover ways you can achieve a leadership role...recognize ways to enhance your value to your organization. Completion of the series of six seminars is required to earn a Facilities Professional Leadership Certificate.

## Exhibitor Locator Signs

**Reliable<sup>®</sup>**  
controls

BOOTH# 668

*The Exhibitor Locator signs, positioned outside the NFMT exhibit hall, assist you when searching for exhibitors alphabetically and by product category.*

**Our Exhibitor Locator Signs Sponsor:** Reliable Controls Corp. manufactures simple, flexible and economical BACnet compliant software and control products. Also known as direct digital control systems (DDC) or building management systems (BMS), the building automation systems are used to monitor and control the heating, ventilation, and air-conditioning (HVAC) equipment found in commercial, institutional and agricultural buildings.

## Cyber Centers

**FacilityZone.com<sup>®</sup>**  
THE SEARCH ENGINE FOR FACILITY PROFESSIONALS

BOOTH# 753

*The Cyber Centers serve as an interactive technology hub and is an essential part of the show floor, connecting you to work and home while at NFMT. Visit booths 311, 411, or 1975 to check your email and connect with your office remotely from NFMT.*

**Our Cyber Centers Sponsor:** FacilityZone<sup>®</sup> is a comprehensive vertical search engine for facility professionals. It indexes millions of pages of facility content from more than 2,500 facility-related sites on the Web. Facility executives from all building types use FacilityZone to research and evaluate products and services. This valuable tool searches the Web and immediately delivers all pertinent facility-related content and information right to the user's desktop.



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Booth #770

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Booth #327

**thinkage Ltd.**

**MainBoss**

Booth #451

## Birds of a Feather Networking Event



Join your peers on Wednesday from 5:00 to 6:00 p.m. in the Pratt Street Lobby to gain valuable insight from fellow attendees. Led by IFMA-Chesapeake, this interactive networking event reviews a series of case studies that highlight renewable energy applications and technologies and reveal opportunities for significant cost savings.

**Our Birds of a Feather Sponsor:** For more than 20 years, IFMA Chesapeake, a professional association composed of facility managers in Maryland, has been committed to expanding the FM global network. IFMA Chesapeake offers members a wealth of educational and networking opportunities. Representatives from IFMA headquarters will provide resources and additional expertise. Be sure to stop by booth #1046 to learn how IFMA membership can impact your career.

## GreenTech Conference Tracks



### Alliance for Sustainable Built Environments

Sharpen your sustainability skills and attend the GreenTech educational sessions. You'll be amazed how your knowledge will "grow."

**Our GreenTech Sponsor:** The Alliance for Sustainable Built Environments is a group of industry leaders who practice and are recognized for leadership in sustainability that is economic, social and environmentally responsible. It is committed to delivering high performance sustainable solutions for the built environment. Current members include Johnson Controls, JohnsonDiversey, Forbo Flooring, Milliken and Company, Owens Corning and Philips Lighting.

## Lunch Coupons

**FPLS** | Facilities Professional Leadership Series

BOOTH# 753

Who says there's no such thing as a free lunch? You'll find these popular lunch coupons in your totebag for redemption in the NFMT Café in the exhibit hall.

**Our Lunch Coupons Sponsor:** The Facilities Professional Leadership Series is presented by *Building Operating Management* magazine and BOMI International, the industry information and education leaders. It's designed to broaden your knowledge of the wide-ranging issues that affect your organization, from finance to leadership, from negotiating to the economy. You will develop a deeper understanding of how to analyze and evaluate complex issues... discover ways you can achieve a leadership role... recognize ways to enhance your value to your organization. Completion of the series of six seminars is required to earn a Facilities Professional Leadership Certificate.



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**NFMT Booth #977**

# SOLUTIONS EXCHANGE

Got something on your mind? Want to share your brilliant ideas? It's time for Solutions Exchange, NFMT's round-robin, speed-learning event. Free coffee too!



**Wednesday, March 17 • 7:45 a.m. - 8:50 a.m. • Pratt Street Lobby**

Many thanks to the facilitating companies who helped make the following discussions possible.



#### **Green Cleaning and LEED**

Green cleaning is an integral part of your LEED certification. Join us as we discuss the common issues and misconceptions that come out of the LEED online review process and how to fix them before you submit your project.



#### **The Benefits of Synchronized Time**

Participants will discuss how a synchronized clock system improves accountability, increases safety and decreases liability. Learn how to avoid costly mistakes when selecting and maintaining a clock system.



#### **Innovative HVAC design**

At this exchange, hear about a new technology that reengineers how you move air, and offers all the benefits of an ideal fan system: reliability, energy efficiency, low maintenance, small footprint and low acoustical signature.



#### **Portable Air Conditioning: Where and How to Use It**

Learn the crucial role portable air conditioners play in climate control and how to use portable air conditioning as an affordable solution for backup, emergency, supplemental, primary and disaster recovery cooling.



#### **Energy Efficient Building Automation**

With rising energy costs and tighter operating budgets, the ability to monitor and assess energy usage has become ever more critical. But installing energy conservation measures with no thought to comfort can result in a failed plan.



#### **A Roadmap to CMMS and FM Technology**

This discussion will focus on facilities management software and the methodology for a successful FM software project, from selection to implementation. We will explore the common problems encountered with these initiatives and how to avoid them.



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#### **Tankless Water Heater Technology for Energy and Water Efficiency**

Discuss the advantages as well as the cost and environmental benefits of selecting tankless water heaters for both new and retrofit applications.



#### **Structure Drying**

Seven out of 10 insurance claims are water related. Participants will discuss the importance of structure drying immediately after water loss to reduce further physical damage and minimize tenant disruption.



#### **Hand Dryer and the Hygienic, Green Facility**

Attend this table to discuss the role of high-speed energy-efficient hand dryers in helping a facility go green and lower its carbon footprint in addition to saving time, money and maintenance. Also to be discussed is the role hand dryers can play in becoming a LEED certified building.

## Commercial Office Case Study

### Overview:

- Large office comprising approximately 369,000 square feet
- T12 fluorescent lamps retrofitted to T8s
- Retrofitted 7,415 lighting fixtures

### Financial Benefits:

- Yearly electric bill savings — \$143,797
- Yearly maintenance savings — \$40,877

### Environmental Benefits:

- Electricity savings — 1,258,065 kWh/yr
- Eliminates 6,839 lbs. SO<sub>2</sub>
- Eliminates 1.9 million lbs. CO<sub>2</sub>
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# SOLUTIONS EXCHANGE



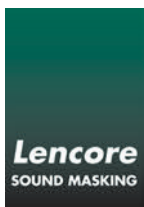
## Healthy Buildings Result in Healthy Highly Productive People

Join this exchange to explore the definition of a healthy facility and discuss practical solutions for maintaining healthy tenants, the role of hand hygiene and well-being in employee productivity and stopping the spread of germs throughout a building.



## Security Systems — Best Practices

Please join us for a discussion of real-world security systems best practices for facilities of all types. Topics to include access control, alarm monitoring and intrusion detection, video surveillance and recording, identity management, biometrics, and interoperability with other building and business systems.



## Choosing a Sound Masking System that is Right for your Facility

This discussion will help facility managers identify key specification criteria that provides a basis for evaluating any sound masking proposal and comparing bids in order to select the right system for a project.



## Daylighting and Other Energy Saving Strategies

Attend this discussion to understand energy management products and technologies that saves energy in lighting for commercial applications. Discuss the use of daylight harvesting technologies as part of an overall energy management and lighting control solutions for improving the efficiency of all types of commercial buildings.



## Long Term Door Solutions

This discussion will focus on the prevention of basic problems for new door openings and how to correct problems in existing door openings.



## Sustainable Roofing Solutions

Roofing is an important component of the building's environmental profile. Attend this session to learn how to select a roofing solution that is recyclable, can save on building energy costs, reduce your greenhouse gas emissions and have a long life cycle.



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## Measurable Green Procurement

Discuss steps to achieving green procurement goals, implementing green product alternatives and using spend data to measure success and deliver tangible results to owners, managers and other stakeholders.



## Water Efficient Plumbing Products & Systems

Converse about how to effectively incorporate water efficiency measures to lower costs, comply with LEED requirements and achieve environmental goals.



## UVC and Energy Saving

In this day of energy and IAQ awareness few products offer the impact as does UVC Lighting. UVC offers a benefit to Green issues of infrastructure, sustainability, and building air quality.



## Facade Restoration — Exterior Aluminum Restoration & Maintenance

Discuss how to avoid costly mistakes when preserving or enhancing clad systems with the use of clear or colored high-performance coating.



## Optimizing Your CMMS

Managing your maintenance is not a do once and it's done point in time; neither is computerizing it! You need to define your success target(s), review what you have accomplished and tune up what needs improvement to meet these targets. This exchange will discuss the review process and how to get the greatest returns.



## The Building Envelope's Impact on Energy-Saving Performance Contracts

More and more, buildings are being recognized as systems in which the operation of both internal and external components has a direct impact on the use, and therefore the cost, of energy. This roundtable will focus on how integrating those components to optimize overall building performance can directly result in energy savings.



## Integrating Sustainability Into Your Capital Plan

At this exchange participants will discuss the five key areas to consider in evaluating potential green initiatives and discover approaches for effectively integrating sustainability programs into their organization's capital planning process.



## Renewable Energy — Making an Impact on the Market

Attend this exchange to discuss wind power, which is becoming the world's fastest growing energy resource.

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Alaska (9)  
Arizona (53)  
Arkansas (21)  
California (217)

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Healthcare  
Facilities/Teaching Hospitals (2)  
High Schools (844)  
Middle Schools (391)  
Other (58)

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### ARCHITECTURAL PORTFOLIO / EDUCATIONAL INTERIORS SHOWCASE

2007 Educational Interiors Renovation (333)  
Specialized (366)  
Work in Progress (210)

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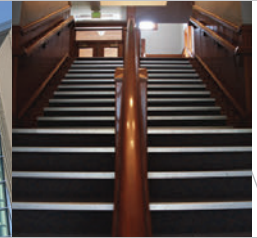
### CITATION NAMES

Bronze Citation (58)  
Bronze Citation, Facility Renovation Citation (1)  
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### INTERIOR CATEGORY NAMES

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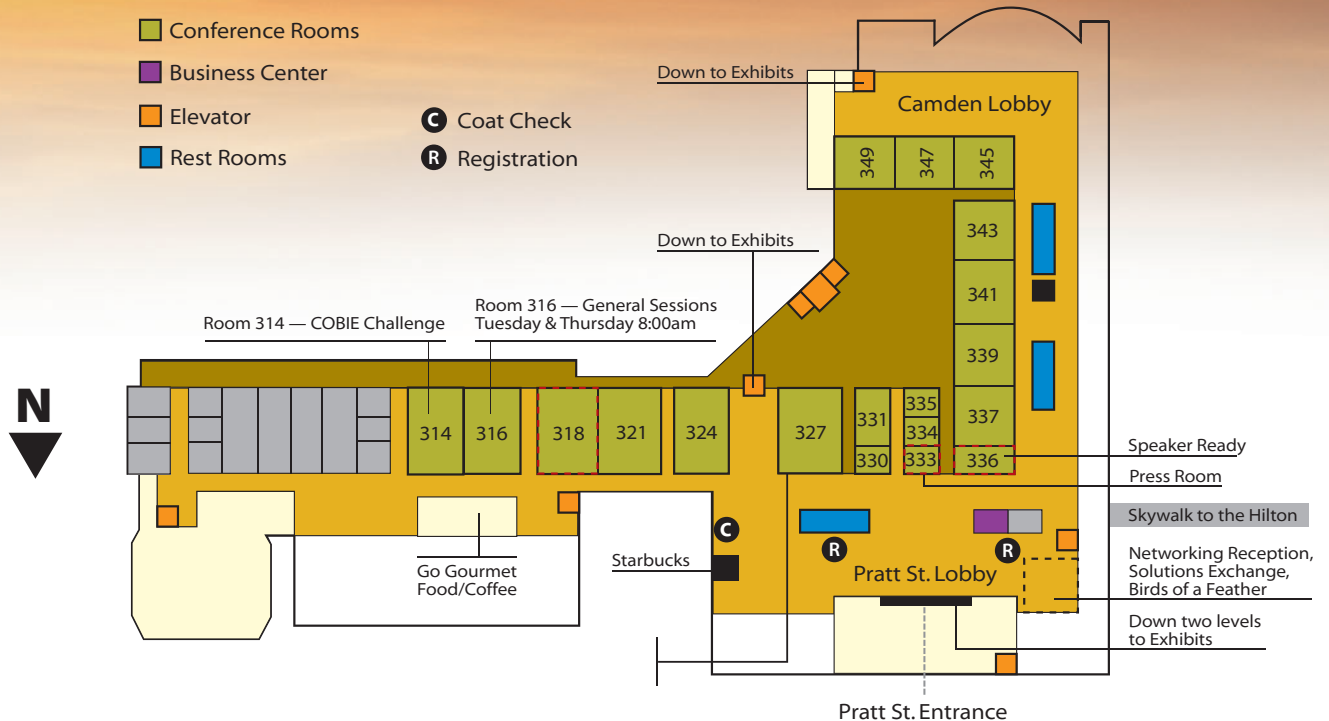
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**NFMT Booth #560**

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# TRACKS AT-A-GLANCE

## National Facilities Management & Technology Conference & Expo

NFMT's flagship event delivers executive and management-level information to building owners and facility executives in commercial and institutional buildings.



### ENERGY

- T1.24 Managing - and Controlling - Your Energy Costs
- T2.24 Case Study: Projects and Procedures that Deliver Energy Savings
- T3.24 Creating Green Facilities with Increased HVAC Efficiency
- W2.24 Greening to Standards: Saving Energy with Your BAS
- W3.24 Energy Dollars Out the Window... Walls and Roof
- W4.24 Energy Reporting: Analyzing Data, Finding Savings
- R1.21 Demand Response - How it Really Works
- R1.24 Cutting Costs, Creating Value and Extending Asset Life in a Tough Economy
- R2.24 Creating Credibility for Energy Upgrade Investments
- R3.24 High Payback, Low Risk Energy Conservation
- R4.24 The Value of Benchmarking Energy Performance

### LEADERSHIP

- GS FM to FM: Achieving Excellence in Facilities Management
- T1.45 New Leader's Guide to a High-Performing Facilities Organization
- T2.45 Professional Growth Pathways for Today's FM
- T3.45 Six Keys to Building a Winning Team
- W1.45 FM Innovations in Tough Times
- W2.45 Getting to 'Yes' in a Minute or Less: Pitching Your Proposal to Upper Management
- W3.45 The Power of Leadership Through Relationships
- W4.45 How Designations Can Increase Career Opportunities
- SS Facility Manager or Facility Leader: Which Do You Want to Be?

- R1.45 Women in Facilities Management (Extended Session)
- R3.45 Getting your Message Heard in the Boardroom and Beyond

### TECHNOLOGY

- T1.47 Maximizing Efficiency Gains with ASHRAE's Data Center Environmental Envelope
- T1.49 Managing Roofing Projects: Rules of Engagement
- T2.47 Data Centers Development for the Short and Long Term
- T2.49 The Role of Controls in Improving HVAC Performance
- T3.47 How to Ensure Quality HVAC Preventive Maintenance
- T3.49 Close Up: Environmentally Preferable Paints, Stains and Finishes
- W1.47 How to Address Acoustics in Green Building Design and Performance
- W1.49 High Impact Performance Measurement for Facilities
- W2.47 The Importance of Proper Carpet Selection and Specification
- W2.49 Energy Conservation Strategies through Total Light Management
- W3.47 Whole Building Design Guide
- W3.49 BIM and FM: Bridging the Divide
- W4.39 Implementing Proven Energy Reduction Strategies through Better Building Knowledge
- W4.41 Seeing ROI with IR Thermography for Predictive Maintenance
- W4.47 Federal Research and Development Agenda for Net-Zero Energy, High-Performance Green Buildings

- R1.41 How Daylight Management Can Decrease Energy Costs
- R1.47 FM Information Systems in a University Setting
- R1.49 Air Filtration Strategies for Sustainability
- R2.47 buildingSMART Alliance Overview
- R2.49 Executive Primer for Real Estate/Facility Management Information Systems
- R3.47 Submetering to Cut Facility Operating Costs
- R3.49 LED Lighting: Fact and Fiction
- R4.21 Lighting the Way to Quick Returns

### STRATEGY

- GS FM to FM: Achieving Excellence in Facilities Management
- T1.27 Six Critical Factors for Strategic Facilities Planning in the Economic Upswing
- T2.27 Closing the Skills Gap: Creating a Culture of Learning
- T3.27 Enhancing a Public School's Image with Facilities Management
- W1.27 The Challenges and Opportunities in Retail Facilities Management Today
- W1.43 Navigating Contractor Risks in an Economic Downturn
- W2.27 Creating Capital Budgets in an Uncertain Economy
- W3.27 The School as a Learning Laboratory: Using Sustainability to Improve O&M
- W4.27 Creating a High Performance FM Organization
- R1.27 Preparing for Successful Negotiation
- R2.27 Operationally Sustainable Procurement for Building Services
- R3.27 Planning for Outsourcing

## Maintenance Solutions Conference & Expo

The cutting edge of maintenance operations and management.



### CODES AND COMPLIANCE

- T1.37 How to Deal with NFPA 2009 Updates
- T3.41 ADA Update for the New Decade
- W2.41 Surviving an OSHA Audit in Six Easy Steps
- W3.43 Establishing Safety Goals to Reduce Workers Comp
- W4.18 Legally Green: Green Building Codes and Requirements
- R1.43 Annual Fire Door Inspection Requirements
- R3.37 Employment and Labor Law Update

- T3.37 Three Key Strategies to Lower O&M Costs
- T3.39 Grounds Management: Designing and Maintaining Sustainable Landscapes
- T3.41 ADA Update for the New Decade
- W1.37 Mission-Critical Facilities O&M
- W1.41 Is Training the Problem? Why Some Employees Don't Perform
- W2.37 Five Myths About the Maintenance Profession - and How to Bust Them
- W2.39 Using Assessments and Selective Training to Reduce Maintenance Costs
- W3.37 Recruitment Process Outsourcing: What Is It and How Can It Benefit Your Company
- W3.39 CIMS: Taking the Guesswork Out of Contract Cleaning
- W4.37 Fighting the Maintenance Crisis
- W4.41 Seeing ROI with IR Thermography for Predictive Maintenance
- R1.37 GSA's Facility Maintenance and Management Services

- R1.39 Show Me the Money! Finding ROI in Maintenance
- R2.37 Create Increased Value while Decreasing Costs
- R2.41 Paving the Way to a Great First Impression
- R3.41 Retrocommissioning of Existing Facilities
- R4.39 Successful Facilities Management Auditing and Benchmarking

### MRO

- T1.41 Parking Structure Maintenance
- T2.39 The Role of Plumbing Fixtures in Water Conservation Strategies
- W1.39 Assessing Your Facility for Legionella
- W3.41 Monitoring Maintenance: The Use of Data to Optimize the Department
- R2.39 Stop Loss: Bar Coding Your Assets is Easier than You Think
- R3.39 The Top 10 Roofing Problems and How to Avoid Them
- R4.27 Generator Technology Update

### MAINTENANCE MANAGEMENT INSIGHT

- PC2 Saving Money with Maintenance: Proper Planning, Scheduling and Storerooms Can Get You There
- T1.39 Maintenance Cost Forecasting
- T2.37 Lowering Costs Through Conditioned-Based Maintenance and Commissioning
- T2.41 Demonstrating the Value of the Maintenance Function in a Faltering Economy



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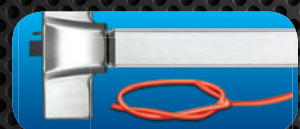
Electric Strikes



Delayed Egress



Magnetic Locks



Electric Latch Retraction



Alarmed Exit Devices

# TRACKS AT-A-GLANCE



## Safe Buildings Conference & Expo

Bolster public safety for your buildings, occupants and their guests.

### EMERGENCY PLANNING, RESPONSE AND RECOVERY

- T1.43 A Blueprint for Successful Pandemic Preparedness Planning
- W2.43 Beyond H1N1: Lessons in Crisis Management
- R2.43 Mass Notification: Requirements, Development and Implementation

### SAFETY SOLUTIONS

- T2.43 Facility Security: Doing it Right the First Time
- T3.43 The Top Seven Problems with Fire Alarm/Suppression Systems
- W3.43 Establishing Safety Goals to Reduce Workers Comp
- R1.43 Annual Fire Door Inspection Requirements



## GreenTech Conference & Expo

Explore the impact of sustainable products and practices on facilities.

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Alliance for Sustainable Built Environments

### GREEN STRATEGIES AND STANDARDS

- PC1 The New LEED Guidelines for Green Building O&M: Sustainable Performance Simplified
- T1.18 An Introduction to LEED-EB
- T2.18 How LEED-NC Beat the Odds at Caesars Palace
- W1.21 The Do's and Don'ts of Green Procurement
- W1.24 Retrocommissioning: Finding the ROI in LEED
- W3.21 Implementing LEED-EB O&M in Multi-Tenant Buildings
- W3.27 The School as a Learning Laboratory: Using Sustainability to Improve O&M
- W4.18 Legally Green: Green Building Codes and Requirements
- W4.21 Economics of LEED-EB For Single Buildings and Portfolios
- R1.21 Demand Response – How it Really Works
- R2.18 Going Green While Staying Out of the Red

- R2.21 LEED Certification: Non-Compliance Shouldn't Be Tolerated
- R3.21 My LEED Plaque is Hung, Now What?
- R3.43 LEED-CI and the Tenant to Owner Interaction
- R4.18 Retro-Greening: The Latest Trend in Green Buildings

### SUSTAINABLE DESIGN AND OPERATIONS

- T1.21 Water Assessments: Proving the Potential for Savings
- T2.21 The Greenest Building? One that Doesn't Need Rebuilding
- T2.39 The Role of Plumbing Fixtures in Water Conservation Strategies
- T3.18 Green Cleaning's Role in a Sustainable Building
- T3.21 SSL: Lighting the Way to the Future
- T3.49 Close Up: Environmentally Preferable Paints, Stains and Finishes

- W1.18 Retrofit Your Lighting! Lighting Renovation Can Save Money and Energy
- W2.18 Sustainable Practices for Emergency Power
- W2.21 Utilizing Efficiency and Renewable Energy Opportunities
- W2.47 The Importance of Proper Carpet Selection and Specification
- W3.18 How to Save with High Efficiency Elevators: Case Studies
- R1.18 Green Cleaning During the Day: A Case Study
- R1.41 How Daylight Management Can Decrease Energy Costs
- R3.18 Greening Your Preventive Maintenance Program for Optimal Performance
- R3.41 Retrocommissioning of Existing Facilities
- R3.49 LED Lighting: Fact and Fiction
- R4.21 Lighting the Way to Quick Returns

## LonMark International Sessions

- LM1 The ABCs of the LonWorks Platform
- LM2 The Building Controls Market
- LM3 LonMark International, NIST and the Interoperable Smart Grid Roadmap
- LM4 Leveraging HMI's to Centrally Manage a LonWorks Technology-based Enterprise
- LM5 Open Integrated Systems: A Case for Total Facility Control
- LM6 Open Systems Case Studies – Value of Specifying the LonWorks Technology
- LM7 Powering the Smart Grid with the LonWorks Technology and Wireless Technology
- LM8 Deep-Dive into Automated DR



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Racks are packed with more and more equipment, driving the highest-ever rack power densities. The result: unprecedented heat levels, row by row. Meanwhile, virtualization is everywhere, leading to more dynamic loads and shifting hot spots. Tackling this challenge with traditional raised floors and perimeter cooling alone poses a real struggle: How can you locate enough cooling exactly where it's required? Too often, the result is inefficiency, worsened by soaring energy costs. What's the efficient and effective solution? InRow cooling from APC by Schneider Electric.

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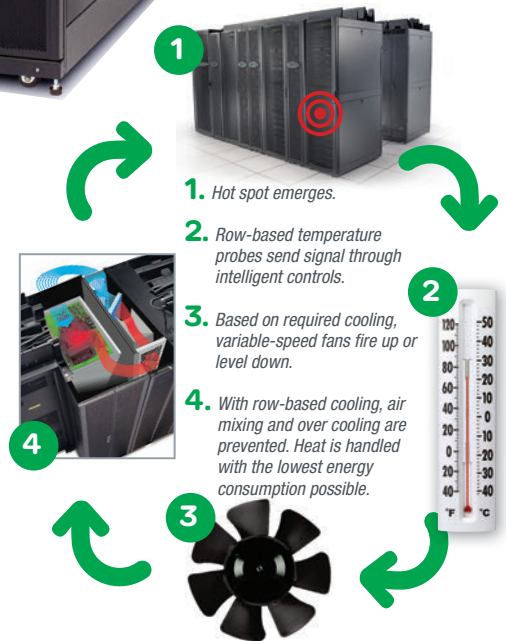
## Modular design delivers maximum flexibility.

Scalable, modular, InRow cooling units can be easily deployed as the foundation of your entire cooling architecture, or in addition to current perimeter cooling for a high-density zone within an existing data center. With this kind of hybrid environment, there is no need to start over, and installation is quick and easy.

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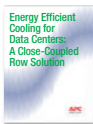
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# SESSIONS AT-A-GLANCE

**BUILDING OPERATING MANAGEMENT'S**  
**NFMT**  
 March 16-18, 2010 • Baltimore



— I N C L U D I N G —

## TUESDAY, MARCH 16

8:00-8:50 a.m.

Room Course Title  
 316 GS1 FM to FM: Achieving Excellence in Facilities Management

9:00-9:50 a.m.

318 T1.18 An Introduction to LEED-EB  
 321 T1.21 Water Assessments: Proving the Potential for Savings  
 324 T1.24 Managing - and Controlling - Your Energy Costs  
 327 T1.27 Six Critical Factors for Strategic Facilities Planning  
 337 T1.37 How to Deal with NFPA 2009 Updates  
 339 T1.39 Maintenance Cost Forecasting  
 341 T1.41 Parking Structure Repair and Maintenance  
 343 T1.43 A Blueprint for Successful Pandemic Preparedness  
 345 T1.45 New Leader's Guide to a High-Performing Facilities Organization  
 347 T1.47 Maximizing Efficiency Gains with ASHRAE's Data Center Environmental Envelope  
 349 T1.49 Managing Roofing Projects: Rules of Engagement

10:00-10:50 a.m.

318 T2.18 How LEED-NC Beat the Odds at Caesars Palace  
 321 T2.21 The Greenest Building? One that Doesn't Need Rebuilding  
 324 T2.24 Case Study: Projects and Procedures that Deliver Energy Savings  
 327 T2.27 Closing the Skills Gap: Creating a Culture of Learning  
 337 T2.37 Lowering Costs Through Conditioned-Based Maintenance and Commissioning  
 339 T2.39 The Role of Plumbing Fixtures in Water Conservation Strategies  
 341 T2.41 Demonstrating the Value of Maintenance  
 343 T2.43 Facility Security: Doing it Right the First Time  
 345 T2.45 Professional Growth Pathways for Today's FM  
 347 T2.47 Data Centers Development  
 349 T2.49 The Role of Controls in Improving HVAC Performance

11:00-11:50 a.m.

318 T3.18 Green Cleaning's Role in a Sustainable Building  
 321 T3.21 SSL: Lighting the Way to the Future  
 324 T3.24 Creating Green Facilities with Increased HVAC Efficiency  
 327 T3.27 Enhancing a Public School's Image with FM  
 337 T3.37 Three Key Strategies to Lower O&M Costs  
 339 T3.39 Grounds Management: Panel  
 341 T3.41 ADA Update for the New Decade  
 343 T3.43 The Top Seven Problems with Fire Alarm/Suppression Systems  
 345 T3.45 Six Keys to Building a Winning Team  
 347 T3.47 How to Ensure Quality HVAC Preventive Maintenance  
 349 T3.49 Close Up: Environmentally Preferable Paints, Stains and Finishes

Noon-4:00 p.m.

Exhibit Hall Open

3:45 p.m. \$1,000 Give Away

4:00-5:00 p.m.

Networking Party — Pratt Street Lobby



## WEDNESDAY, MARCH 17

7:45-8:50 a.m.

Solutions Exchange — Pratt Street Lobby

9:00 a.m.-Noon

314 COBIE2 Challenge

9:00-9:50 a.m.

318 W1.18 Retrofit Your Lighting!  
 321 W1.21 The Dos and Don'ts of Green Procurement  
 324 W1.24 Retrocommissioning: Finding the ROI in LEED  
 327 W1.27 The Challenges and Opportunities in Retail Facilities  
 337 W1.37 Mission-Critical Facilities O&M  
 339 W1.39 Assessing Your Facility for Legionella  
 341 W1.41 Is Training the Problem? Why Some Employees Don't Perform  
 343 W1.43 Navigating Contractor Risks in an Economic Downturn  
 345 W1.45 FM Innovations in Tough Times  
 347 W1.47 How to Address Acoustics in Green Building Design and Performance  
 349 W1.49 High Impact Performance Measurement for Facilities

10:00-10:50 a.m.

318 W2.18 Sustainable Practices for Emergency Power  
 321 W2.21 Utilizing Efficiency and Renewable Energy Opportunities  
 324 W2.24 Greening to Standards: Saving Energy with Your BAS  
 327 W2.27 Creating Capital Budgets in an Uncertain Economy  
 337 W2.37 Five Myths About the Maintenance Profession — and How to Bust Them  
 339 W2.39 Using Assessments and Selective Training to Reduce Maintenance Costs  
 341 W2.41 Surviving an OSHA Audit in Six Easy Steps  
 343 W2.43 Beyond H1N1: Lessons in Crisis Management  
 345 W2.45 Getting to 'Yes' in a Minute or Less  
 347 W2.47 The Importance of Proper Carpet Selection  
 349 W2.49 Energy Conservation Strategies through Total Light Management

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

Exhibit Hall Open

2:45 p.m. \$1,000 Give Away

3:10-4:00 p.m.

318 W3.18 How to Save with High Efficiency Elevators: Case Studies  
 321 W3.21 Implementing LEED-EB O&M in Multi-Tenant Buildings  
 324 W3.24 Energy Dollars Out the Window... Walls and Roof  
 327 W3.27 The School as the Learning Laboratory  
 337 W3.37 Recruitment Process Outsourcing  
 339 W3.39 CIMS: Taking the Guesswork Out of Contract Cleaning  
 341 W3.41 Monitoring Maintenance: The Use of Data to Optimize the Department  
 343 W3.43 Establishing Safety Goals to Reduce Workers Comp  
 345 W3.45 The Power of Leadership Through Relationships  
 347 W3.47 Whole Building Design Guide  
 349 W3.49 BIM and FM: Bridging the Divide

4:10-5:00 p.m.

318 W4.18 Legally Green: Green Building Codes and Requirements  
 321 W4.21 Economics of LEED-EB  
 324 W4.24 Energy Reporting: Analyzing Data, Finding Savings  
 327 W4.27 Creating a High Performance FM Organization  
 337 W4.37 Fighting the Maintenance Crisis  
 339 W4.39 Implementing Proven Energy Reduction Strategies through Better Building Knowledge

- 341 W4.41 Seeing ROI with IR Thermography
- 345 W4.45 How Designations Can Increase Career Opportunities
- 347 W4.47 Federal Research and Development Agenda for Net-Zero Energy, High-Performance Green Buildings

**5:00-6:00 p.m.**

- BF Birds of a Feather — Pratt Street Lobby

**THURSDAY, MARCH 17**

**8:00-8:50 a.m.**

- 316 SS Facility Manager or Facility Leader: Which Do You Want to Be?

**9:00-9:50 a.m.**

- 318 R1.18 Green Cleaning During the Day: A Case Study
- 321 R1.21 Demand Response – How it Really Works
- 324 R1.24 Cutting Costs, Creating Value and Extending Asset Life in a Tough Economy
- 327 R1.27 Preparing for Successful Negotiation
- 337 R1.37 GSA's Facility Maintenance and Management
- 339 R1.39 Show Me the Money! Finding ROI in Maintenance
- 341 R1.41 How Daylight Management Can Decrease Energy Costs
- 343 R1.43 Annual Fire Door Inspection Requirements
- 345 R1.45 Women in Facilities Management (Extended two hour session)
- 347 R1.47 FM Information Systems in a University Setting
- 349 R1.49 Air Filtration Strategies for Sustainability

**10:00-10:50 a.m.**

- 318 R2.18 Going Green While Staying Out of the Red
- 321 R2.21 LEED Certification: Non-Compliance Shouldn't be Tolerated
- 324 R2.24 Creating Credibility for Energy Upgrade Investments
- 327 R2.27 Operationally Sustainable Procurement for Building Services

- 337 R2.37 Create Increased Value while Decreasing Costs
- 339 R2.39 Stop Loss: Bar Coding Your Assets
- 341 R2.41 Paving the Way to a Great First Impression
- 343 R2.43 Mass Notification: Requirements, Development and Implementation
- 347 R2.47 buildingSMART alliance Overview
- 349 R2.49 Executive Primer for Information Systems

**11:00 a.m.-2:00 p.m.**

Exhibit Hall Open

- 1:45 p.m. \$1,000 Give Away

**2:10-3:00 p.m.**

- 318 R3.18 Greening Your Preventive Maintenance Program
- 321 R3.21 My LEED Plaque is Hung, Now What?
- 324 R3.24 High Payback, Low Risk Energy Conservation
- 327 R3.27 Planning for Outsourcing
- 337 R3.37 Employment and Labor Law Update
- 339 R3.39 The Top 10 Roofing Problems and How to Avoid Them
- 341 R3.41 Retrocommissioning of Existing Facilities
- 343 R3.43 LEED-CI and the Tenant to Owner Interaction
- 345 R3.45 Getting your Message Heard in the Boardroom
- 347 R3.47 Submetering to Cut Facility Operating Costs
- 349 R3.49 LED Lighting: Fact and Fiction

**3:10-4:00 p.m.**

- 318 R4.18 Retro-Greening: The Latest Trend in Green Buildings
- 321 R4.21 Lighting the Way to Quick Returns
- 324 R4.24 The Value of Benchmarking Energy Performance
- 337 R4.37 Generator Technology Update
- 339 R4.39 Successful Facilities Management Auditing and Benchmarking

# FM BENCHMARKING

COMPARE ANALYZE IMPROVE

**FM BENCHMARKING will reduce your building's operating expenses and carbon foot-print**

**FM BENCHMARKING will help you improve your building's performance**

*...as easy as 1-2-3!*

1. **Input your key building data: Operating costs and sustainability.**  
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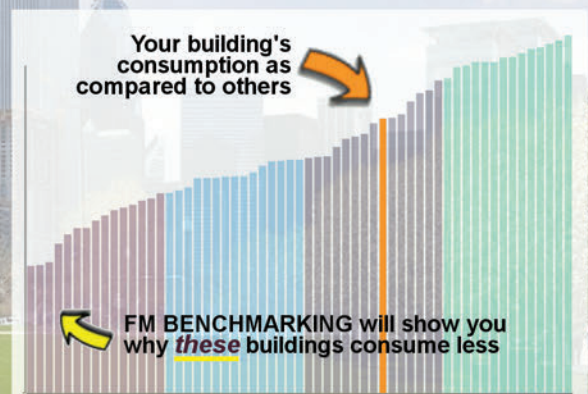
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**a \$375 value.**

(NFMT registered attendees only)



# EDUCATIONAL SESSIONS

**tuesday, march 16**

**9:00-9:50 am**

Green Strategies and Standards

**T1.18 • Room 318**

## An Introduction to LEED-EB

*James L. Newman, CEM, LEED AP, Managing Partner, Newman Consulting Group, LLC*

The U.S. Green Building Council's Leadership in Energy and Environmental Design (LEED) program is quickly becoming the standard for green buildings in the United States. The LEED-Existing Buildings (LEED-EB) program was set up to help green older building. Attend this session for a thorough introduction to both the USGBC and LEED-EB and receive a solid background for many other green and sustainable seminars taking place at NFMT.

Learning Objective(s):

1. Understand how USGBC's LEED program is structured
2. Learn an overview of LEED-EB
3. Recognize how LEED-EB can be applied to your facility

AUDIENCE: BEGINNER CEU: 0.1

Sustainable Design and Operations

**T1.21 • Room 321**

## Water Assessments: Proving the Potential for Savings

*Joe Watson, Senior Project Engineer, E3 Designs*

There are often opportunities for reducing the quantity of water used in commercial office buildings. Savings can be realized by reducing the flow requirements for toilets, urinals, sinks, and showerheads, as well as non-domestic usage including kitchens, ice machines, HVAC cooling towers, and landscaping. There are proven techniques that can be applied to address savings opportunities

beginning with a detailed audit to identify the types and quantity of water used at any given facility. This presentation provides examples of the opportunities that may be uncovered as part of a detailed water assessment, and reviews the steps required to develop a successful facility water efficiency program.

Learning Objective(s):

1. Identify the uses of water in your facility
2. Compare actual usage to calculated usage based on a similar building practicing good conservation methods
3. Develop a process for implementing a successful facility water efficiency program

AUDIENCE: BEGINNER CEU: 0.1

Energy

**T1.24 • Room 324**

## Managing - and Controlling - Your Energy Costs

*John Studebaker, PhD, President, Studebaker Energy Consulting LLC*

The sudden and steep rise in the price of energy in early 2008 was a shock to consumers and the economy in general. Since that time energy prices have receded dramatically and the previous panic has been replaced by an almost complacent attitude. Is your organization ready for another surge in energy prices? Are you doing all you can to reduce the uncertainties associated with another round of scarce energy supplies and accelerating energy inflation? Learn basic energy account management techniques that could lower costs immediately and reduce risks as prices climb.

Learning Objective(s):

1. Understand what causes changes in energy costs
2. Comprehend the uncertainties with energy
3. Learn how to reduce the risk associated with energy costs

AUDIENCE: INTERMEDIATE CEU: 0.1

Strategy

**T1.27 • Room 327**

## Six Critical Factors for Strategic Facilities Planning in the Economic Upswing

*John N. Myers, AIA, NCARB, LEED-AP, Principal, Facilities Planners + Architects, Inc. F. Joshua Millman, AIA, Principal, Facilities Planners & Architects, Inc.*

The presentation will introduce a systematic, step-by-step model for facilities strategic planning called (FSP)<sup>2</sup>, aligns facility planning with a company's business strategies through the analysis of six critical factors. Application of the model by Rite Aid Corporation and Keystone Helicopter will be profiled. These case studies will be instructive to other companies that anticipate growth as a result of the pending economic upswing.

Learning Objective(s):

1. Understand how to achieve alignment of facilities objectives with corporate business plans
2. Learn how to employ a systematic process for the development of a strategic facilities plan
3. Be able to present strategic facilities plan to the C-Suite as an opportunity to support work behaviors, reinforce company culture, improve operational performance and contribute to profits

AUDIENCE: INTERMEDIATE CEU: 0.1

Codes and Compliance

**T1.37 • Room 337**

## How to Deal with NFPA 2009 Updates

*Larry Lenhardt, Instructor, National Technology Transfer*

This session will review the NFPA 2009 updates and reinforce how important electrical safety training is to both new employees and seasoned veterans. All employees exposed to electrical hazards should be familiar with the proper use of techniques, personal protective equipment, including arc flash, insulating and shielding materials, insulated tools and test equipment. The lack of proper training can be costly, and can result in damage to equipment and property. More important, proper training can reduce the risk of serious injury or loss of life.

Learning Objective(s):

1. Understand how to manage risk with the proper tools and clothing
2. Comprehend the new training requirements required by the NFPA 2009 updates
3. Be able to explain the difference between the OSHA requirement and consensus standards

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance Management Insight

**T1.39 • Room 339**

## Maintenance Cost Forecasting

*Frank Kaleba, Senior Engineer, R&K Engineering*

The presentation includes a cost study of a community college campus. Beginning with the concerns that initiated the study, the presentation will cover the study process, condition assessment, cost modeling, and predictive future M&R needs

## General Session - Tuesday 8:00-8:50 am • Room 316

Leadership

### FM to FM: Achieving Excellence in Facilities Management

Ever wonder how another facility organization would manage a project or resolve a persistent problem? No need to wonder anymore. NFMT is proud to acknowledge recipients of the first ever *Building Operating Management's* FMXcellence Recognition Program, chosen from multitudes of entries for their commitment to excellence in facilities management, and the ability to add value to the organization. Whether the goal was investing in sustainability, cutting operational costs, making a shift in corporate culture, or attracting customers or new employees, these organizations have gone above and beyond in finding innovative solutions to facility challenges. Attend this session to get inspired and learn from your colleagues who've been there and mastered that.

Learning Objective(s):

1. Hear an overview of the FMXcellence projects honored
2. Get insights from facilities managers on meeting challenging demands
3. Gain real life advice on how to motivate your team
4. Understand how to express the true value of facility management

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# EDUCATIONAL SESSIONS

based upon a degradation model.

Learning Objective(s):

1. Describe a maintenance modeling process
2. Understand the factors driving costs and predictive modeling
3. Describe potential applications of the process

AUDIENCE: ADVANCED CEU: 0.1

MRO

## T1.41 • Room 341

### Parking Structure Repair and Maintenance

*Michael Violette, P.E., Senior Consultant, Gardner James*

*Glenn Dettloff, President, Choice Restoration Services, Inc.*

This presentation will review basic design of parking garage structures and what leads to deterioration of parking structures. Developing maintenance and operation procedures to extend the service life of the roof and to recognize deterioration and perform the appropriate repairs. Learning Objective(s):

1. Learn what parking structure maintenance is required to extend service
2. Understand parking structure basics and causes of deterioration

AUDIENCE: INTERMEDIATE CEU: 0.1

Emergency Planning, Response and Recovery

## T1.43 • Room 343

### A Blueprint for Successful Pandemic Preparedness Planning

*Tom Forshee, Director, Sustainability and Special Projects, SiteStuff*

*Jeff Trattner, Market Development Director, GOJO*

Most well-managed firms have emergency preparedness plans that address potential risks to business continuity caused by earthquake, fire, flood, etc. Typically, these plans are focused on "protecting the data". However, as many facility and operations managers have seen, the reality of planning for and mitigating the impact of H1N1 and other bacterial and biological threats requires employee well-being to sustain the entire building ecosystem. The audience will learn fundamental strategies of a systems-approach to creating and maintaining healthy buildings. We will explore the intricacies of building systems that affect the processes, products, policies and behaviors we implement to maintain business continuity. Learning Objective(s):

1. Learn how to recognize germ-related threats to the employee population
2. Understand how to build a plan to mitigate those threats
3. Be able to apply product, service and communications solutions to achieve sustained change

AUDIENCE: BEGINNER CEU: 0.1

Leadership

## T1.45 • Room 345

### New Leader's Guide to a High-Performing Facilities Organization

*Jim Turner, Senior Associate, DMJM Consulting*

This session introduces a maturity model concept that new managers of facilities management organizations can use to guide the development of their operations to success. Drawing from over 60 consulting projects to real estate and facilities managers, 11 facilities management competencies present themselves as key areas for assessment and development within the organizations. Whether it is the new leader's initial encounter with the organization, or a well-earned promotion has been granted, these competencies provide a framework for assessment and development that the new leader can use to elevate the department to a high-performing organization. Learning Objective(s):

1. Identify 11 strategic competencies for the Facilities Management Organization (FMO)
2. Understand how to use these competencies for organizational assessment
3. Learn how to prioritize initiatives and incorporate the FMO competencies into your operation

AUDIENCE: BEGINNER CEU: 0.1

Technology

## T1.47 • Room 347

### Maximizing Efficiency Gains with ASHRAE's Data Center Environmental Envelope

*Ian Seaton, Senior Applications Technologist, Chatsworth Products, Inc.*

This presentation will explain design issues and considerations that take full advantage of the benefits of different cooling economization techniques in light ASHRAE's expanded recommended environmental envelope for data centers. The relative merits of the different economization techniques will be discussed. The implications on the total data center facilities architecture of adopting these recommended practices will be highlighted. Learning Objective(s):

1. Understand how to use economization strategies to maximize the energy efficiency benefits of the June 2008 ASHRAE Data Center Environmental Envelope
2. Understand the relative benefits of water-side economization air-side economization and energy recovery wheel technology
3. Understand how planning considerations for data center cooling differ from comfort cooling

AUDIENCE: ADVANCED CEU: 0.1

Technology

## T1.49 • Room 349

### Managing Roofing Projects: Rules of Engagement

*Jeffrey Brittan, President and CEO, StructureTec Inc.*

This session will involve a frank discussion of the pros and cons of the different methods of engaging in capital roofing projects. We will review project management and project delivery methods.

We will review the advantages and disadvantages of the working relationships with contractors, manufacturers, architects, engineers, specialty consultants, and construction managers. Learning Objective(s):

1. Determine the best "fit" for your organization as it pertains to quality
2. Understand the bid process
3. Learn how to decide the best delivery model
4. Comprehend the best return on investments for your organization

AUDIENCE: BEGINNER CEU: 0.1

## 10:00-10:50 am

Green Strategies and Standards

## T2.18 • Room 318

### How LEED-NC Beat the Odds at Caesars Palace

*Christian E. Klehm, LEED AP, ASME, President, Partner, Energy and Environmental Solutions*

Las Vegas has a reputation as a city of excess, but the facilities team at Caesars Palace has taken steps to reduce energy by 20 percent, water use by 66 percent and construction waste by 97 percent; numbers that made their application for a LEED Silver rating a sure bet. In this case-study session, you'll hear from the architect who helped guide the Caesars organization through these initiatives, and proved that "green" means more than money in a gambling town. Learning Objective(s):

1. Learn about LEED-NC implementation at Caesars Palace in Las Vegas, NV
2. Understand how it property reduced energy by 20 percent
3. Comprehend how the property earned a LEED silver rating

AUDIENCE: BEGINNER CEU: 0.1

Sustainable Design and Operations

## T2.21 • Room 321

### The Greenest Building? One that Doesn't Need Rebuilding

*Craig A. Hargrove, Senior Vice President, Director, Architecture, Hoffmann Architects*

Good building practice may not be the catchphrase of the green building initiative, but failure to keep proper detailing at the forefront of any construction project can take a substantial toll on the environment. The session will discuss the importance of proper design and detailing to ecologically sustainable building practice. Learning Objective(s):

1. Understand how correct detailing, materials selection, and installation can make the difference between a building system that must be thrown out and replaced in a few years, and one that's still going strong at fifty
2. Learn strategies for critically evaluating the long-term ecological impact of "green" improvements using life-cycle assessment
3. Find out how to save energy and materials by refurbishing older buildings, rather than replacing them

AUDIENCE: INTERMEDIATE CEU: 0.1

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# EDUCATIONAL SESSIONS

## Energy

**T2.24 • Room 324**

### **Case Study: Projects and Procedures that Deliver Energy Savings**

*James Griffin, General Manager, Glenborough, LLC*

*Don Winterton, Account Manager, UGL Unico*

The Glenborough, LLC Washington D.C. portfolio consists of six quality office properties in D.C., Maryland and Virginia was challenge to manage each building to its potential, while driving down energy and water usage and costs. This was accomplished through minor repairs and adjustments (cooling towers, hard wired lighting), to larger projects with paybacks within the fiscal year (equipment retrofits and replacements). This case study session will detail several projects and discuss quantitative project evaluation and measurement, leading to a discussion of attendees' projects and results.

Learning Objective(s):

1. Learn how to pay attention to daily operations to uncover potential energy savings
2. Learn how to look for projects with paybacks within the current fiscal year
3. Consider each property's potential/limitations rather than forcing portfolio-wide programs

**AUDIENCE: INTERMEDIATE CEU: 0.1**

## Strategy

**T2.27 • Room 327**

### **Closing the Skills Gap: Creating a Culture of Learning**

*Marc Fischer, CPM, RPA, CCIM, Senior Vice President & Director, Management Services, Transwestern*

According to Training and Development, the magazine of the American Society for Training and Development (ASTD), the economic growth engine for the next decade will be human capital/knowledge workers. Attracting, training, incentivizing, and retaining top talent will be a key strategy for high performance organizations. This conference session will make the business case for increasing the emphasis on training and development and will show that improving worker learning yields an exponential increase in productivity, competitiveness, and long-term performance.

Learning Objective(s):

1. Be able to differentiate between learning and training
2. Explain why learning is more important than ever, especially given the current economic climate
3. Correlate the impact of the rapidly changing real estate industry with the talent crisis that exists for many organizations
4. Be able to differentiate between "old" metrics (quantity of courses and evaluations of instructors) and "new" metrics (impact on value, ROI, and changes in behavior)

**AUDIENCE: BEGINNER CEU: 0.1**

## Maintenance Management Insight

**T2.37 • Room 337**

### **Lowering Costs Through Condition-Based Maintenance and Commissioning**

*Rich Wurzbach, Reliability Engineer, Maintenance Reliability Group*

Condition-based maintenance technologies and maintenance strategies were developed originally in military, aerospace and nuclear power applications, to reduce the impact of unexpected equipment failures. Recently, more organizations have begun to incorporate condition-based facility maintenance strategies into facilities where downtime and maintenance cost controls are desired. The session will include a case study of the National Institutes of Health, where lessons learned in existing buildings have been leveraged to identify potential long-term machinery failure costs and results are used to complement traditional commissioning to improve overall energy performance and maintenance costs.

Learning Objective(s):

1. Determine available diagnostic technologies for condition-based maintenance to lower facility costs
2. Realize long-term reliability and cost-savings potential of utilizing Condition-Based Diagnostics during the commissioning process
3. Understand how to leverage web-based asset condition status tools to proactively manage facility maintenance and move away from reactive break-down maintenance

**AUDIENCE: INTERMEDIATE CEU: 0.1**

## MRO, Sustainable Design and Operations

**T2.39 • Room 339**

### **The Role of Plumbing Fixtures in Water Conservation Strategies**

*Troy Aichele, President, Aichele and Associates, LLC*

This seminar will feature an urban Pacific northwest medical facility where more than 95 percent of the plumbing fixtures were replaced or upgraded to water efficient fixtures — including 1.6 gpf bed pan washers. Also, attendees will learn how rebate eligibility is calculated by the city through an innovative "Project Cost-Effectiveness" worksheet along with the plumbing products used, and lessons learned. The cost of receiving and disposing of one gallon of water is also addressed, along with past and future cost trends of each and impacts for same.

Learning Objective(s):

1. Learn how to install low flow plumbing fixtures in a health care facility
2. Learn about a cost effectiveness formula used to calculate water efficiency upgrades
3. Comprehend how to implement in your own facility

**AUDIENCE: BEGINNER CEU: 0.1**

## Maintenance Management Insight

**T2.41 • Room 341**

### **Demonstrating the Value of the Maintenance Function in a Faltering Economy**

*Michael B. Cowley, CPM, President, CE Maintenance Solutions*

What does the current economic situation

mean for your career? In this interactive session, attendees will learn how to analyze their own job performance and take action to help recession-proof their positions within their organizations through honest critiques, performance appraisals and peer evaluation (a process that may be painful, but well worth the effort). Finally, this session will provide a roadmap to strengthen your role within the organization and ultimately your career longevity.

Learning Objective(s):

1. Align your educational goals with your organizational goals
2. Understand the value (and risks) of volunteering for additional work/assignments
3. Evaluate the role of professional organizations/certifications for your career

**AUDIENCE: BEGINNER CEU: 0.1**

## Safety Solutions

**T2.43 • Room 343**

### **Facility Security: Doing it Right the First Time**

*Jeff Marlow, Senior Security Project Manager, C.H. Guernsey & Company*

New, cost-effective technologies are available to enhance security at single facilities, campuses, and enterprise portfolios. This presentation will discuss how to incorporate these new capabilities into efficient and effective security systems.

Learning Objective(s):

1. Understand the new security technologies that are available for facility and campus security
2. Understand how these technologies can be effectively used to provide a more secure environment for facility occupants
3. Understand how to cost effectively apply advanced security technologies in the built environment

**AUDIENCE: BEGINNER CEU: 0.1**

## Leadership

**T2.45 • Room 345**

### **Professional Growth Pathways for Today's FM**

*Ann Boland, President, The Boland Group*

Are you seeking to advance your career despite this new, tough, economic environment? Performing well is the baseline for success today, but it doesn't guarantee anything. How will you distinguish yourself from others in the organization on your way to the top? Are you using all the tools at your disposal? Do you understand social networking? Do you have a coach / mentor internal and/or external to the organization? At all levels of the organization, to grow, you must stand out, add value beyond your job description and show your executive team you are the future of the organization. This lecture will discuss some of the new tools available for professional growth in the FM industry.

Learning Objective(s):

1. Understand how to increase your professional value
2. Understanding some of the variety of new tools and methods for personal growth in an evolving profession
3. Understand how qualifications and preparation, professional development, relevant experience and

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# EDUCATIONAL SESSIONS

interpersonal savvy can mean growth within the organization

AUDIENCE: BEGINNER CEU: 0.1

## Technology

### T2.47 • Room 347

#### Data Centers Development for the Short and Long Term

Mark S. Evanko, Principal, BRUNS-PAK

This session will survey the impact of new technology in developing “high availability” facility infrastructures, with specific emphasis on server virtualization and server consolidation. The importance of short and long term planning and how this influences short and long term financial liabilities will also be discussed. Learn about the options and alternatives to investigate when developing data centers and get a view of industry trends from practical consulting, design and engineering experiences.

Learning Objective(s):

1. Discover data center costs, impacts and trends, along with thermodynamic model impacts to the data center designs and/or retrofits
2. Understand emergency generator evolution and the virtualization and the impacts to data center facilities
3. Understand the significance of local, regional and national regulations that may impact data center design and construction

AUDIENCE: INTERMEDIATE CEU: 0.1

## Technology

### T2.49 • Room 349

#### The Role of Controls in Improving HVAC Performance

Carlos Petty, Vice President, Syska Hennessy Group, Inc.

With rapid advances in technology, a current generation of building controls offers HVAC capabilities that go far beyond those available just a few years ago. These controls are more powerful, more user friendly, and many offer improved integration and interoperability. In this session, attendees will learn how to take full advantage of controls to reduce operating costs, increase occupant satisfaction and improve facility department productivity and responsiveness.

Learning Objective(s):

1. Learn how to get the most out of existing controls
2. Understand the best upgrade opportunities
3. Create a plan for integrating systems
4. Establish a plan for future upgrades

AUDIENCE: INTERMEDIATE CEU: 0.1

**11:00-11:50 am**

## Sustainable Design and Operations

### T3.18 • Room 318

#### Green Cleaning's Role in a Sustainable Building

Stephen P. Ashkin, Chief Executive Officer, Sustainability Dashboard Tools, LLC

Today, green cleaning is often thought of as the

proverbial “low hanging fruit” when it comes to greening a building. This presentation will skip the “touchy – feely” stuff and the “do it because it’s the right thing to do” and get right into the specifics of what a facility manager really needs to know and do to make implementing a Green Cleaning program effective consistent with the requirements of the U.S. Green Building Council’s LEED for Existing Buildings Rating System. This program is designed for facilities that use both an in-house cleaning staff, as well as for those that out-source their cleaning services.

Learning Objective(s):

1. Define Green and Green Cleaning
2. Identify an appropriate “roadmap” for designing a Green Cleaning program (i.e. LEED-EB)
3. Identify the appropriate national standards for various categories of cleaning products
4. Address health, performance, cost and other pressing issues

AUDIENCE: BEGINNER CEU: 0.1

## Sustainable Design and Operations

### T3.21 • Room 321

#### SSL: Lighting the Way to the Future

Andrew Lindstrom, LC, SSL Business

Development Manager, Philips Lighting

This presentation reviews how LEDs are incorporated into lighting, and provides information for specifics on what to look for and what tools are available to make informed decisions with regards to this technology.

Learning Objective(s):

1. Learn about SSL lighting technology
2. Understand the differences between lighting technologies
3. Learn how to make an informed decision about lighting needs

AUDIENCE: BEGINNER CEU: 0.1

## Energy

### T3.24 • Room 324

#### Creating Green Facilities with Increased HVAC Efficiency

Jon Greenberg, LEED AP, Sales Engineer,

Optimum Energy, LLC

Tariq Yasin, Account Executive, Optimum Energy, LLC

This presentation introduces a paradigm shift on how to operate centrifugal chillers and AHUs for all commercial buildings, providing up to 60 percent energy and 20 percent water savings and the associated cost savings. This method evaluates an alternative methodology in configuring, implementing, and operating chilled water systems with relational, demand based control. The benefits of real-time M&V vs. existing static monitoring will be discussed. The sustainable efficiency improvements of an existing plant will be shown. This will spark additional conversation on the importance of real-time energy efficiency active management.

Learning Objective(s):

1. Understand differences between primary/secondary vs. primary-only configurations, implementations, and operational methodology
2. Learn variable frequency drives for small, medium and large voltage chillers, condenser water

3. pumps, chilled water pumps and cooling tower fans
3. Comprehend lessons learned through commissioning and design-build
4. Understand the importance of measurement and verification and how that plays a role in verifying, achieving, and maintaining energy efficiency levels

AUDIENCE: INTERMEDIATE CEU: 0.1

## Strategy

### T3.27 • Room 327

#### Enhancing a Public School's Image with Facilities Management

Philip Artin, CCM, Senior Vice President,

McKissack and McKissack of DC

Chris Dunlavy, AIA, LEED AP, President,

Brailsford and Dunlavy

Michelle Honey, FAIA, Vice President, Development

of Educational and Institutional Services, Hess

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Using current D.C. Public School examples, the panel will discuss the reinvention of facilities currently being implemented by the Office of Public Education Facility Modernization. DC has historically faced the problems of an oversized, aging physical plant with shrinking enrollments, declining performance and a growing deferred maintenance backlog. Attend this session to learn if a modernization program focused on historic preservation, sustainable design, and cutting edge technology can effectively reverse these trends and contribute to the successful reform of a major urban school district.

Learning Objective(s):

1. Understand whether a focus on historic preservation contribute to the enhanced image of institutions
2. Comprehend the value of upgraded materials and finishes for long term maintenance expectations
3. Evaluate the return on investment offered by sustainable design principles in a school setting

AUDIENCE: INTERMEDIATE CEU: 0.1

## Maintenance Management Insight

### T3.37 • Room 337

#### Three Key Strategies to Lower O&M Costs

Bruce Wesner, Managing Principal, Life Cycle Engineering

The economy is challenging facility owners and operators to cut and control costs like never before. This session will present strategies and tactics that facilities managers can use to maximize their operating budget and capital investments.

Learning Objective(s):

1. Understand your facility's costs and operating “bad actors” to achieve quick-win results
2. Understand life-cycle costs and their impacts to your bottom line
3. Learn how proactive maintenance can help you achieve a greater ROI

AUDIENCE: INTERMEDIATE CEU: 0.1



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# EDUCATIONAL SESSIONS

Maintenance Management Insight

**T3.39 • Room 339**

## Grounds Management: Designing and Maintaining Sustainable Landscapes

*Dan Schied, Manager of Horticulture and Grounds, University of Rochester (N.Y.)*  
*Robert McCartney, Horticulturist and President, McCartney & Associates, LLC*  
*Kevin O'Donnell, Superintendent of Grounds, Villanova University*

*Moderator: Chris Matt, Managing Editor, Print and E-Media, Maintenance Solutions Magazine*

An organization's focus on sustainability goes well beyond the walls of commercial and institutional facilities. To create landscapes that are sustainable, maintainable and aesthetically pleasing, grounds managers must define project goals and have an expansive role in designing, building, and maintaining the landscapes. Panelists in this session will discuss: the importance of communication between grounds and facility managers and landscape architects during major projects; specifying plants that contribute to sustainability initiatives; developing an integrated pest management program; and implementing effective and sustainable grounds maintenance activities.

Learning Objective(s):

1. Highlight the three phases of sustainable landscape projects, including design, construction and maintenance, to better understand the key role grounds managers play in all phases
2. Understand the elements that comprise sustainable landscapes, including plant specification, irrigation, pest management and green maintenance practices
3. Define the relationship between landscapes and facilities and the role landscapes play in facility construction and renovation projects

AUDIENCE: BEGINNER CEU: 0.1

Codes and Compliance, Maintenance Management Insight

**T3.41 • Room 341**

## ADA Update for the New Decade

*Joan W. Stein, President & CEO, Accessibility Development Associates, Inc.*

Although the Americans with Disabilities Act (ADA) has been a federal law since 1990, there are many professionals who still question the many facets of the law and its regulations. That's not unusual. The ADA is a complex, federal civil rights law, not a building code. There are some key components to ADA compliance that are important for any facility or design professional to understand and incorporate into their work. Joan W. Stein will present an interactive and lively program that will focus on the keys to ADA compliance. Her no-nonsense and common-sense approach to understanding the ADA and its requirements will be useful, understandable and educational.

Learning Objective(s):

1. Understand the differences between the Federal ADA requirements and building codes
2. Evaluate their organization's own efforts toward ADA compliance and potential risk for litigation
3. Better understand the demographics of disability – the spending power of the market of consumers with disabilities

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety Solutions

**T3.43 • Room 343**

## The Top Seven Problems with Fire Alarm/Suppression Systems

*Steve Carter, Vice President of Engineering, ORR Protection Systems*

Fire protection systems are installed to protect people and property, but all too often they become a problem because of false alarms, or costly service calls at the most inconvenient times. This session is designed to help you reduce, if not eliminate, the top seven fire alarm/suppression system problems. You will learn why they happen and what to do to fix current problems or avoid future ones. Additionally, understand what the fire code requires for inspection, testing and maintenance of fire protection systems, saving valuable time, money and maybe someone's life.

Learning Objective(s):

1. Understand how fire control panels work
2. Comprehend typical problems and solutions for false alarms
3. Understand what are the causes of detection issues
4. Learn the best ways to inspect and test fire protection systems

AUDIENCE: INTERMEDIATE CEU: 0.1

Leadership

**T3.45 • Room 345**

## Six Keys to Building a Winning Team

*Brian Dombach, President, Adventures in Business - Coaching*

This session will present the key components that every team must have in order to win. Every team needs strong leadership, common goal, rules of the game, action plan, support risk taking, and 100 percent involvement and 100 percent inclusion. Learn the pitfalls of implementing the keys poorly or missing one all together. Walk away with clear steps to take your team to the next level of performance.

Learning Objective(s):

1. Learn the key components that every team must have in order to win/meet goals
2. Learn the pitfalls of implementing the keys poorly or missing one all together
3. Discover clear steps to take your team to the next level of performance

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

**T3.47 • Room 347**

## How to Ensure Quality HVAC Preventive Maintenance

*Judy Davis, Facilities Manager, Shoe Carnival, Inc.*  
*Jeff Deem, President, Altus Corporation*  
*Kenneth Meyer, Consultant*  
*Tom Moriarty, PE, CMRP, President, Alidade MER, Inc.*

Many organizations hire contractors to handle HVAC preventive maintenance. But how do they know those contractors are getting the job done right? That question came up on a forum

on MyFacilitiesnet.com, the leading online social networking site for FM's. The discussion on MyFacilitiesnet.com produced such useful information that it is being turned into a live, interactive event. Learn from professionals about problems to watch out for with HVAC preventive maintenance contracts. Bring your questions — and your own advice for others.

AUDIENCE: BEGINNER CEU: 0.1

Session is sponsored by: MyFacilitiesNet.com

Sustainable Design and Operations, Technology

**T3.49 • Room 349**

## Close Up: Environmentally Preferable Paints, Stains and Finishes

*Christine Chase, Certification Manager, Green Seal, Inc.*

In the paint, finish and stain market, environmental issues are extremely important to take into account, while maintaining appearance, durability and applicability of the product. Many stains and finishes have traditionally contained volatile organic solvents and other toxic chemicals that have been linked to poor indoor air quality and possible health impacts. But because of increasing public awareness of indoor air pollution and chemical toxicity in household and building products, there is a need for manufacturers of coatings to offer products that are low in volatile organic compounds (VOCs) and formulated without aromatic solvents, heavy metals, or cancer-causing chemicals.

Learning Objective(s):

1. Gain insight to the environmentally preferable paint stains and finishes market
2. Understand what to look for when specifying these products
3. Learn the contract language and standards available for specifying these products

AUDIENCE: BEGINNER CEU: 0.1

wednesday, march 17

9:00-9:50 am

Sustainable Design and Operations

**W1.18 • Room 318**

## Retrofit Your Lighting! Lighting Renovation Can Save Money and Energy

*Susan Isenhour Anderson, Manager Energy Relations, OSRAM SYLVANIA*  
*Jeanette Strainic, Marketing Manager, GE Lighting*

The National Electrical Manufacturers Association will present practical information and tools on what Secretary of Energy Steven Chu calls the "low hanging fruit of energy savings." Learn how the latest lighting technology in controls, lamps, luminaires and ballasts reduce cost and energy use in offices, plants and warehouses. You'll get the latest news on tax deductions, and hear how much money other companies have saved.



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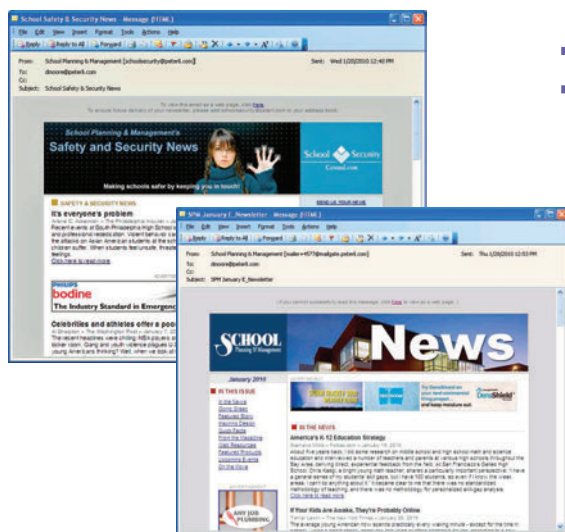
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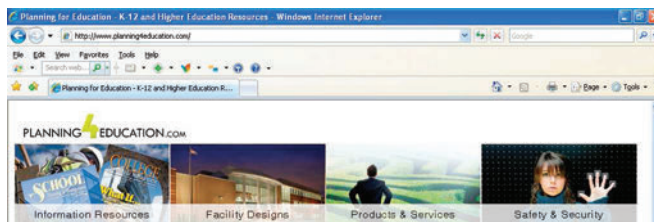
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# EDUCATIONAL SESSIONS

Learning Objective(s):

1. Understand the latest advancements in lighting technology
2. Understand current ways to save money with lighting
3. Learn when to retrofit your lighting components

AUDIENCE: BEGINNER CEU: 0.1

Green Strategies and Standards

**W1.21 • Room 321**

## The Do's and Don'ts of Green Procurement

*Mark Rentschler, PhD, Director of Institutional Greening Programs, Green Seal, Inc.*

The choice to go green doesn't just look good on paper. Many green manufacturing practices and materials save money and mitigate health risk. Products that reduce energy consumption, for example, can deliver savings to organizations for years and years to come. But green building and procurement practices also create healthier places to live and work. Attend this session to gain a better understanding of green purchasing.

Learning Objective(s):

1. Understand what makes a successful green purchasing policy
2. Prepare for obstacles you may face
3. Learn the steps on how to successfully implement your green

AUDIENCE: BEGINNER CEU: 0.1

Green Strategies and Standards

**W1.24 • Room 324**

## Retrocommissioning: Finding the ROI in LEED

*Stephany L. Cull, BEP, CBCP, CSDP, CEO, RetroCom Energy Strategies*

Retrocommissioning, or existing building commissioning, is an important credit within the LEED rating system because it is one of the most cost effective ways to reduce unnecessary energy usage

in almost any commercial facility. Energy savings can be as high as 30 percent and simple paybacks of 12 months or less are common. Attendees of this session will view examples of retrocommissioning investigation discoveries and energy savings, and learn how retrocommissioning can provide a significant financial return for their own LEED initiative.

Learning Objective(s):

1. Understand how retrocommissioning is applied in an existing facility
2. Discover why retrocommissioning energy savings exist
3. Learn how retrocommissioning can help to pay for LEED certification

AUDIENCE: INTERMEDIATE CEU: 0.1

Strategy

**W1.27 • Room 327**

## The Challenges and Opportunities in Retail Facilities Management Today

*Patricia Dameron, Executive Director, Professional Retail Store Maintenance Association*  
*Duane Smith, Director of Store and Maintenance Facilities, Limited Brands*

This session explores the challenges and opportunities that exist in the retail facilities industry today. The economic downturn has required facilities managers to do more with less by changing their business practices, working smarter and managing their vendor relationships more efficiently. Learn more about how they have done this and the opportunities they have realized in the process.

Learning Objective(s):

1. Understand the difference in retail facility management
2. Understand best practices associated with retail facilities management
3. Learn from retail facility management case studies

AUDIENCE: BEGINNER CEU: 0.1

Maintenance Management Insight

**W1.37 • Room 337**

## Mission-Critical Facilities Operations and Maintenance

*Bob Woolley, Vice President, Facility Operations and Quality Systems, Lee Technologies*

Mission critical facilities, such as data centers, have special operating characteristics that translate into unique O&M requirements. These highly redundant facilities must operate 24x7 with no outages or shutdowns. This presentation details the change management techniques that can be utilized, and the lessons they provide for the FM community.

Learning Objective(s):

1. Understand the operational requirements of critical facilities
2. Learn about the methods and processes that are used by O&M organizations to achieve the goal of 100 percent uptime
3. Learn how critical facility change management processes and quality systems can benefit any FM organization

AUDIENCE: ADVANCED CEU: 0.1

MRO

**W1.39 • Room 339**

## Assessing Your Facility for Legionella

*Matt Freije, President, HC Information Resources Inc.*

Legionella causes thousands of cases of Legionnaires' disease each year, resulting not only in illness and death, but also in building closures, lawsuits, and damaging press. In this session you will get answers to important questions: What is a Legionella assessment? Which water systems should be inspected? What is a practical scope? How much will it cost? How will it affect our legal risk? How often should assessments be performed? Should we test our water for Legionella or other bacteria? What employee training is involved?

Learning Objective(s):

1. Learn what an assessment entails
2. Determine whether you need an assessment
3. Determine the assessment scope that best fits your facility

AUDIENCE: BEGINNER CEU: 0.1

Maintenance Management Insight

**W1.41 • Room 341**

## Is Training the Problem? Why Some Employees Don't Perform

*Chuck Levine, EdD, President, Instructional Design Associates*

There are many reasons why employees may not perform their jobs correctly. This session will provide attendees a process to determine if it is a training, environmental or management problem and examine potential solutions for each type of problem. In the second part of the workshop we will examine four competency levels, how they tie into your training plans and how they may eliminate some employee job problems before they occur.

Learning Objective(s):

1. Identify the four types of performance problems and understand each in terms of department/company operations and objectives

## COBIE2 Challenge - Wednesday 9:00 am-12:00 noon • Room 314

The National Institute for Building Sciences (NIBS) and buildingSMART alliance have been instrumental in promoting a new facilities management communications protocol called the Construction Operations Building Information Exchange (COBIE). And once again, NFMT is one of only a few limited venues across the country that was chosen by NIBS and the buildingSMART alliance to host the COBIE2 Challenge.

The event, which will take place at 9:00 a.m. on Wednesday, March 17, puts suppliers and users of the application to test in a live competition, which is open and free to all registered attendees. The challenge will demonstrate how CMMS, CAFM and CADD programs handle facility data in a real-world, real-time environment.

Sponsored by:



## Solutions Exchange – Pratt Street Lobby Wednesday 7:45-8:50 am

Join us again this year for NFMT's infamous round-robin style session that allows attendees to interact through discussion on critical topics that affect their decision-making outcomes. Participants take their seat among peer and join in an exchange of ideas, facilitated by some of the top manufacturers and experts serving the facility industry. After 20 minutes, you will get the chance to join another table for a new discussion. Attendees will have the opportunity to participate in up to three of the 20 table discussions. Topics will include CMMS, HVAC, Security, Lighting, Plumbing, Energy Savings and more.

Please see page 10-12 for a complete list and additional information of the table topics.

2. Understand the training competency levels and structure training to best accomplish the training goals in the minimum times
3. Be able to apply the tools presented in the workshop to determine the root cause of employee performance problems and the best method for solving them

AUDIENCE: BEGINNER CEU: 0.1

### Strategy

#### W1.43 • Room 343

### Navigating Contractor Risks in an Economic Downturn

*IFMA Chesapeake Panel*

The current economic downturn has created an environment where contractors are giving low bids to keep cash coming in the door. This current strategy may change their performance in the future as the economy improves. Facility Managers need to establish processes and programs to guard against changes that could result in poor contractor performance.

Learning Objective(s):

1. Understand restructuring construction agreements for this economic climate
2. Learn about current construction pricing trends
3. Comprehend the difference between competitive bid and sole source

AUDIENCE: INTERMEDIATE CEU: 0.1

### Leadership

#### W1.45 • Room 345

### FM Innovations in Tough Times

*Stormy Friday, President, The Friday Group*

Most FM departments are counting pennies and managing as close to the bottom line as they can. These departments want to make certain they are viewed as making a positive contribution to keeping their organization solvent. What FM departments may be forgetting in these lean times is that they can't neglect innovation and creativity. Striking a balance between maintaining operational sensibilities and igniting the innovative spark is tricky at best!

Learning Objective(s):

1. Understand industry trends for innovation and the application to facilities management
2. Find the right balance between fiscal reality and the need for creativity
3. Develop an innovation plan

AUDIENCE: INTERMEDIATE CEU: 0.1

### Technology

#### W1.47 • Room 347

### How to Address Acoustics in Green Building Design and Performance

*Kenneth Roy, PhD, FASA, Senior Research Scientist, Armstrong Ceiling Systems*

When green buildings and LEED certification were first introduced, the focus was on energy efficiency and sustainability. More recently, the objective is to provide a healthy and productive occupant environment while meeting energy and sustainability goals.

Learning Objective(s):

1. Learn how acoustics are addressed in LEED for offices, schools, and healthcare



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### Technology

#### W1.47 • Room 347

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# EDUCATIONAL SESSIONS

facilities

2. Discover how current buildings are doing relative to occupant satisfaction with building IEQ factors
3. Understand what can be done during design to ensure higher acoustic performance and subsequent occupant satisfaction
4. Learn what's coming next for high performance buildings

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

**W1.49 • Room 349**

## High Impact Performance Measurement for Facilities

*Jamshed Rivetna, President, Ensoft Consulting, Inc.*

A prevailing thought in the industry is that a performance measurement program involves the definition and monitoring of certain performance metrics and reports. But there is much more to it. First, metrics must be chosen and designed to focus attention on desired practices and certain business objectives. Next, the program must be developed and implemented in a way that truly changes employee behavior. Without these two important elements, a performance measurement program is not likely to succeed. This presentation will provide a step-by-step methodology for developing and implementing a successful performance measurement program.

Learning Objective(s):

1. Clarify the objectives and purpose of a performance measurement program
2. Learn the common pitfalls encountered when implementing a performance measurement program/system
3. Apply a proven actionable plan for developing and implementing a performance measurement program

AUDIENCE: INTERMEDIATE CEU: 0.1

**10:00-10:50 am**

Sustainable Design and Operations

**W2.18 • Room 318**

## Sustainable Practices for Emergency Power

*Bhavesh Patel, Director, Marketing, ASCO Power Technologies*

One of the easiest ways to be sustainable is by extending the life of equipment and not having to replace it as often. This presentation will cover issues related to codes and standards, the role of technology, best design practices, and the need for maintenance and testing of your emergency power system. This presentation will help you extend the life cycle of your emergency power equipment therefore becoming a more sustainable practice.

Learning Objective(s):

1. Learn how better maintenance or technology upgrade can add to the sustainable operations of the emergency power system
2. Understand the emerging codes and standards for sustainable operations
3. Learn from examples of designs of emergency power sustainable operations

AUDIENCE: BEGINNER CEU: 0.1

Sustainable Design and Operations

**W2.21 • Room 321**

## Utilizing Efficiency and Renewable Energy Opportunities

*Don Albing, Vice President, Renewable Energy, Johnson Controls, Inc.*

The drive toward sustainability continues unabated. Organizations are cutting costs, protecting the environment and improving their competitiveness while creating more productive and comfortable workplaces, strengthening the communities in which they operate and reaping other benefits. Organizations that have adopted both energy efficiency and on-site renewable sources are accelerating their progress towards sustainability.

Learning Objective(s):

1. Learn about current ways other organizations are improving environmental and social performance along with their financial results
2. Understand options facilities have for on-site renewable sources, including biomass, solar and wind
3. Understand how coupling the development of on-site renewable energy facilities with energy efficiency measures certainly increases the complexity of a sustainability initiative

AUDIENCE: BEGINNER CEU: 0.1

Energy

**W2.24 • Room 324**

## Greening to Standards: Saving Energy with Your BAS

*Bill Swan, Buildings Standards Initiatives Leader, LEED AP, Alertion*

There are numerous strategies for using building automation systems to reduce the energy consumption of buildings. Many get re-invented despite having already been published in available literature, if only one knew where to look. This session will identify the strategies set forth in ASHRAE Standards, LEED Reference Guides, ASHRAE Advanced Energy Design Guides and more.

Learning Objective(s):

1. Learn how to achieve and maintain better energy efficiency with your HVAC system
2. Understand how to save energy by integrating your building automation systems
3. Learn how to save energy with non-traditional uses of the building automation system

AUDIENCE: INTERMEDIATE CEU: 0.1

Strategy

**W2.27 • Room 327**

## Creating Capital Budgets in a Uncertain Economy

*Anthony Chamberas, Senior Consultant, VFA, Inc.*

Facilities capital planners and managers, charged with meeting organizational priorities on lean budgets, must make smarter spending decisions. This session will discuss approaches for creating capital budgets that objectively balance the concerns of diverse functions and constituencies and align with strategic business goals. We'll present prioritization strategies for ranking different types of physical capital investment facilities, capital equipment and compare various budget scenarios to see the impact of different

investment levels.

Learning Objective(s):

1. Learn how to align capital spending with long-term organizational objectives
2. Understand methods for focusing capital investments where they will have the greatest business value
3. Comprehend ways to employ an objective data-driven process

AUDIENCE: BEGINNER CEU: 0.1

Maintenance Management Insight

**W2.37 • Room 337**

## Five Myths About the Maintenance Profession — and How to Bust Them

*Michael B. Cowley, CPMM, President, CE Maintenance Solutions*

*Joel Leonard, Host, SkillTV.net*

In this session, attendees will learn about the biggest myths that surround the maintenance function — and how these stereotypes can be converted into opportunities to demonstrate the value of the MRO team to senior management. Presented in tag-team style by two industry experts, this presentation will list some of the common misperceptions experienced by maintenance executives and offer surefire strategies to challenge — and change — the meaning behind the maintenance professional label.

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance Management Insight

**W2.39 • Room 339**

## Using Assessments and Selective Training to Reduce Maintenance Costs

*Bill Goebel, President, MPACT Maintenance & Reliability Solutions*

According to the American Society for Training and Development, the economic growth engine for the next decade will be human capital/knowledge workers. Attracting, training, incentivizing, and retaining top talent will be a key strategy for high performance organizations. This conference session will make the business case for increasing the emphasis on training and development and will show that improving worker learning yields an exponential increase in productivity, competitiveness, and long-term performance.

Attendees will learn how to establish a training process, apply assessment techniques for current and future workforce needs, and close the knowledge gap through training to meet corporate goals.

Learning Objective(s):

1. Evaluate true strengths and weakness of your employees skill set
2. Be able to differentiate the learning needs of your employees
3. Calibrate new hires to your existing workforce
4. Identify cost effective training as well as government funding alternatives using stimulus funds

AUDIENCE: INTERMEDIATE CEU: 0.1

# EDUCATIONAL SESSIONS

## Codes and Compliance

### W2.41 • Room 341

#### Surviving an OSHA Audit in Six Easy Steps

David A. Casavant, Executive Director, Workplace Safety Awareness Council

Last Year OSHA issued over 40,000 citations for safety violations in the workplace. The good news - many organizations have learned to comply with OSHA regulations and have avoided fines and citations when audited by OSHA. This presentation is a must for organizations who want to be proactive in their safety programs. By attending you'll learn how to immediately spot violations in the workplace and how to correct them to OSHA standards.

#### Learning Objective(s):

1. Learn the number one OSHA violation and why you're probably not compliant right now
2. Learn how to use the OSHA Compliance Wheel as a model for your safety program
3. Understand how to implement smart strategies and avoid common mistakes when OSHA visits your business

AUDIENCE: INTERMEDIATE CEU: 0.1

## Emergency Planning, Response and Recovery

### W2.43 • Room 343

#### Beyond H1N1: Lessons in Crisis Management

Jim Rosenbluth, Managing Director, Crisis Management, Cushman & Wakefield

Sean Nelson, Assistant Director for Facilities Engineering, Johns Hopkins Outpatient Center

Moderator: Dan Hounsell, Editor Maintenance Solutions magazine

The 2009 outbreak of swine flu, or H1N1, reminded facility managers and owners that epidemics and pandemics can pose serious threats to human health - and threaten the effective and efficient operation of facilities. What lessons can managers take from the H1N1 pandemic, and how do those lessons apply to future crises? This panel discussion, featuring facilities managers, consultants and other parties with experience responding to H1N1, will offer attendees information to help prepare for the next emergency, from pandemics and similar crises to fires, floods and other disasters.

#### Learning Objective(s):

1. Learn the important lessons managers learned from H1N1 related to emergency preparedness, clear communication and successful response strategies
2. Explore the application of these lessons in emergency management on future crises, disasters and emergencies
3. Discuss specific steps to develop and update

emergency response plans throughout departments and facilities to ensure future success

AUDIENCE: INTERMEDIATE CEU: 0.1

## Leadership

### W2.45 • Room 345

#### Getting to 'Yes' in a Minute or Less: Pitching Your Proposal to Upper Management

Stormy Friday, President, The Friday Group  
Kit Tuveson, President, Tuveson and Associates

You have 60 seconds to convince the CEO of your organization to invest in an equipment upgrade and your time starts ... now! In this session, you'll learn the keys to developing (and delivering) a persuasive pitch to the C-suite for a variety of facility initiatives. From budget increases to technology procurement to energy-saving initiatives, this session will illustrate how to position your proposition so that it's heard and accepted. Attendees will have an opportunity to deliver their pitches to our panel and get valuable feedback on how to strengthen their message.

#### Learning Objective(s):

1. Understand the need for a polished pitch
2. Define a desired outcome for your proposal
3. Create a message that resonates with upper management

AUDIENCE: BEGINNER CEU: 0.1

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10-363

# EDUCATIONAL SESSIONS

Sustainable Design and Operations, Technology

**W2.47 • Room 347**

## The Importance of Proper Carpet Selection and Specification

*Lewis G. Migliore, President, LGMTCs and Associates*

This program will cover: installation conditions relative to the site and substrate, selection of the appropriate carpet product, how to insure the product will fit the need and fulfill expectations, caring for the product and sustainability through extended life expectancy.

Learning Objective(s):

1. How to properly and correctly select carpet for optimum performance value and
2. Learn how to judge the longevity of color fiber construction, texture and design
3. Be able to properly install and maintain your product

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

**W2.49 • Room 349**

## Energy Conservation Strategies through Total Light Management

*Michael Smith, Vice President of Energy Solutions, Lutron Electronics*

Lighting uses more electricity than any other commercial building system. This session introduces Total Light Management (TLM)—the ability to control all of the electric light and daylight in a space. Attendees will learn how TLM delivers dramatic reductions in energy and operating costs, while enhancing productivity and occupant comfort.

Learning Objective(s):

1. Gain familiarity with the energy usage research and market trends creating the need for new energy-saving strategies
2. Learn about the energy-saving potential of lighting and shade control
3. Understand the energy-saving technologies and cost-cutting lighting control strategies that make up Total Light Management

AUDIENCE: INTERMEDIATE CEU: 0.1

**3:10-4:00 pm**

Sustainable Design and Operations

**W3.18 • Room 318**

## How to Save with High Efficiency Elevators: Case Studies

*Mike Lewis, North American Project Manager, R&D Product Development, KONE*

Attend this session to learn how you can save energy and money through the installation of high efficiency elevators. We will discuss three separate facilities in which they modernized their existing equipment with newer, more energy efficient technology. We will show you proof of performance through energy measurements implemented at each facility. These case studies demonstrate the savings that can be experienced either with modular modernization or full replacement.

AUDIENCE: BEGINNER CEU: 0.1

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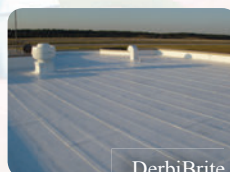
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Green Strategies and Standards

### W3.21 • Room 321

#### Implementing LEED-EB O&M in Multi-Tenant Buildings

Michael D. Army, President, Leonardo Academy, Inc.

This presentation covers both the challenges and the opportunities of the implementing LEED for Existing Buildings O&M 2009 in multi-tenant buildings. It reviews which credits are usually easy and which are challenging and how to build this into assessments, goal setting and implementation.

Learning Objective(s):

1. Be able to describe the challenges of implementing LEED-EB O&M in multi-tenant buildings
2. Be able to build the challenges of implementing LEED-EB O&M in multi-tenant buildings in to building assessments and goal setting
3. Be able to build the challenges of implementing LEED-EB O&M in multi-tenant buildings in to implementation plans for buildings

AUDIENCE: INTERMEDIATE CEU: 0.1

Energy

### W3.24 • Room 324

#### Energy Dollars Out the Window...Walls and Roof

Ken G. Louisignau, Marketing Manager, StructureTec

In this session, attendees will review energy saving options and non destructive testing methods that are available today. Also, to be discussed is how to integrate these results with needed maintenance of the building envelope.

Learning Objective(s):

1. This program will show how to successfully manage your building envelope projects with a focus on saving energy costs
2. Identify common energy related conditions and problems
3. Determine how to develop energy effective Asset Management Programs
4. Incorporate energy effective solutions in your existing major capital projects

AUDIENCE: INTERMEDIATE CEU: 0.1

Green Strategies and Standards, Strategy

### W3.27 • Room 327

#### The School as a Learning Laboratory: Using Sustainability to Improve O&M

John T. Shea, CEO, Division of School Facilities, The New York City Department of Education

Conservation has become an important part of our daily life. Schools are increasingly conscious of their unique position as both educators and major consumers of valuable resources. The New York City Department of Education is bridging the divide between student learning and building operations. Find out how the NYC DOE is improving both facilities management and student success through a comprehensive sustainability agenda.

AUDIENCE: BEGINNER CEU: 0.1

Maintenance Management Insight

### W3.37 • Room 337

#### Recruitment Process Outsourcing: What Is It and How Can It Benefit Your Company

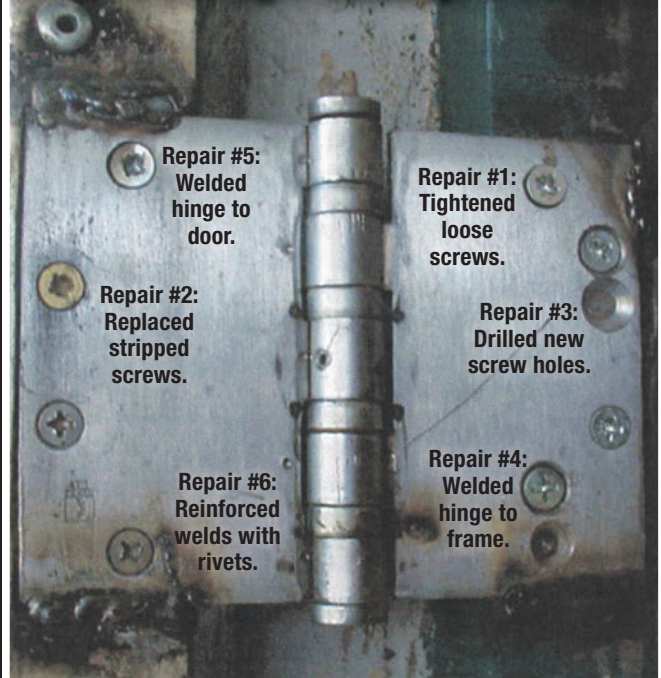
Charlie Dougherty, Facility Pro Recruitment

This education session will introduce you to Recruitment Process Outsourcing (RPO). RPOs are the newest trend in recruiting that can reduce costs, dramatically reduce a company's time to hire, develop or improve the quality of the candidate pool, provide verifiable metrics, and improve governmental compliance. The course instructors will not only educate the class on the ins and outs of a solid RPO, but they will give real examples of how RPOs have benefited Facility Management, Property Management, Building Operations, and Construction companies.

Learning Objective(s):

1. Introduction to what Recruitment Process Outsourcing is and why it is becoming so popular
2. Learn how a properly managed Recruitment Process Outsourcing program will reduce costs, improve a company's time to hire, increase the quality of the candidate pool, provide verifiable metrics, and improve governmental compliance

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# EDUCATIONAL SESSIONS

3. Determine whether or not a Recruitment Process Outsourcing Solution makes sense for your organization

AUDIENCE: BEGINNER CEU: 0.1

Maintenance Management Insight

**W3.39 • Room 339**

## **CIMS: Taking the Guesswork Out of Contract Cleaning**

*Jim Peduto, Chief Operating Officer, American Institute for Cleaning Sciences*

For outsource cleaning, facility managers are looking for an easier way to find high-quality providers who have the necessary management structure to deliver consistent service. For in-house staff, facility managers need the tools to manage the department and champion it to upper management. In this session you will learn about the new ISSA Cleaning Industry Management Standard(CIMS) tool and how it can help identify key elements of a well-managed and customer-centered cleaning operation and evaluate other service areas that have similar management structures.

Learning Objective(s):

1. Learn management best practices for operational excellence
2. Understand how the business outcomes stemming from a quality service organization
3. Learn how one can use the Standard to assess

service providers or improve

AUDIENCE: BEGINNER CEU: 0.1

MRO

**W3.41 • Room 341**

## **Monitoring Maintenance: The Use of Data to Optimize the Department**

*Andy Gager, Business Unit Manager for MRO/ Spare Parts, Marshall Institute*

This session will discuss the importance of both equipment and facility monitoring management, establishing base line data, and the execution of a self-assessment. Included will be discussions on PM and PdM processes, the condition based evaluation program, and the importance of storeroom and MRO that supports a world class maintenance organization. Also to be discussed in detail, suggestions to include in developing a self-assessment tool that covers the above topics.

Learning Objective(s):

1. Understand how to conduct an assessment of facility and equipment management monitoring process
2. Understand how to identify potential failures
3. Comprehend benchmark data to compare your organization to best in class facilities
4. Understand how to develop and implementation plan to closer performance gap

AUDIENCE: BEGINNER CEU: 0.1

Codes and Compliance, Safety Solutions

**W3.43 • Room 343**

## **Establishing Safety Goals to Reduce Workers Comp**

*David A. Casavant, Executive Director, Workplace Safety Awareness Council*

Did you know that OSHA has established injury and illness benchmarks for your industry to measure your safety record against the national average for your industry? If you exceed that average, expect a visit from your local OSHA office! Proactively measure your safety record and take steps to improve it as necessary. In this session attendees will learn how to easily establish safety related goals that will save your company money and most importantly: keep your employees safe.

Learning Objective(s):

1. Understand how to get management "buy-in" by communicating your safety programs ROI
2. Determine how your workers comp costs can be reduced by a establishing your safety program
3. Learn how to measure your company's injury rate

AUDIENCE: BEGINNER CEU: 0.1



## **ADVANCED FUEL TECHNOLOGIES "WHAT'S IN YOUR FUEL TANK?"**

Three companies, Total Environmental Concepts, Inc., Petroscrib USA, and RCI Technologies each have joined together to offer the facilities management community the first comprehensive program for fuel storage and tank management. As most facilities management professionals know, the entire issue of fuel storage and delivery is often treated as an afterthought.

Under this new program we will provide the project engineer, facilities manager and maintenance personnel with a documented progression of tank installation details, tank testing data, long term "green certified" fuel maintenance equipment, fuel sampling and documented laboratory results.

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## Birds of a Feather Session 5:00 – 6:00 p.m. Pratt Street Lobby

Attend three 20 minute sessions each about *Credentialing, Mentoring, and Learning and Professional Development*. Attendees will be able to discuss the value of facilities management to owners and the role professional development has on expanding an FM's career opportunities.



Sponsored by:

### Leadership

**W3.45 • Room 345**

#### The Power of Leadership Through Relationships

*James E. Barbush, Facilities Contracts Manager, Pennsylvania State System Of Higher Education*

Learn how effective workplace relationships can produce a connectivity that drives successful goal achievement for you and your organization. We will consider effective and ineffective workplace relations, contrasting the following: accomplishing purpose vs accomplishing work, assessing one's being vs. one's appearance, striving for relationship rather than power, submission, and individual independence. This discussion will change how you view and relate to people in your workplace.

Learning Objective(s):

1. Understand the definition of effective workplace relationships between a leader and follower and what they mean to development of a successful individual and a successful organization
2. Learn the pitfalls that prevent effective workplace relationships and result in diminished success
3. Provide tools for the development of effective workplace relationships that lead to goal achievement

AUDIENCE: INTERMEDIATE CEU: 0.1

### Technology

**W3.47 • Room 347**

#### Whole Building Design Guide

*Richard Paradis, P.E., BSCP, Director, Advanced Materials Program, National Institute of Building Sciences*

The WBDG provides one-stop access to up-to-date information on a wide range of building-related guidance, criteria and technology from a 'whole buildings' perspective. At the heart of the WBDG are Resource Pages, reductive summaries on particular topics linked to authoritative technical documents. The WBDG is a collaborative effort among federal agencies, private sector companies, non-profit organizations and educational institutions offered to the building community by the National Institute of Building Sciences through funding support from Federal agencies. Outstanding new content includes building information modeling and high performance buildings.

Learning Objective(s):

1. Understand the work the Whole Building Design Guide (WBDG) does
2. Comprehend the goals of the WBDG
3. Understand the tools associated with the WBDG

AUDIENCE: BEGINNER CEU: 0.1

### Technology

**W3.49 • Room 349**

#### BIM and FM: Bridging the Divide

*Marty Chobot, Vice President, FM: Systems*

Building Information Modeling (BIM) has proved its value in building design and construction. But how can BIM data support the operational functions of facility management? This session will discuss new approaches to help you leverage the spatial and systems information in BIM models to improve space, occupancy and maintenance management.

Learning Objective(s):

1. Learn about BIM and the advantages of incorporating it into a facility operations and management strategy
2. Discover how BIM could change the FM Industry

AUDIENCE: BEGINNER CEU: 0.1



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# EDUCATIONAL SESSIONS

**4:10-5:00 pm**

Green Strategies and Standards

**W4.18 • Room 318**

## Legally Green: Green Building Codes and Requirements

*Leah Knowlton, LEED AP, Senior Counsel, EpsteinBeckerGreen*

As "green building" continues to become more and more popular many new requirements and regulations are becoming more and more popular as well. Local governments across the country are increasingly adopting "green" building codes with specific requirements for sustainable building and maintenance practices for new construction and retrofits/renovations. Attend this session to learn an overview of the current green building codes and a look into what is coming.

Learning Objective(s):

1. Understand common requirements of these green building codes
2. Comprehend some of the legal issues in complying with such requirements
3. Examine specific examples of recent adopted building codes and others currently under consideration
4. Learn how "green" construction requirements may conflict with other local health regulations and building codes

AUDIENCE: INTERMEDIATE CEU: 0.1

Green Strategies and Standards

**W4.21 • Room 321**

## Economics of LEED-EB For Single Buildings and Portfolios

*Michael D. Arny, President, Leonardo Academy, Inc.*

This presentation covers the updated 2009 survey results on the economics of LEED for Existing Buildings implementation in single buildings and for building portfolios. It is based on Leonardo Academy's recently completed a survey of buildings that have earned LEED-EB Certification and additional analysis on building portfolios. It identifies the low cost and not cost LEED-EB prerequisites and credits, the costs of other measures and the overall cost of implementing LEED-EB for single buildings, as well as the economic benefits of LEED-EB operations.

Learning Objective(s):

1. Present the key elements of the economics of LEED-EB
2. Identify the low cost and no cost LEED-EB actions.
3. Present the benefits of LEED-EB

AUDIENCE: INTERMEDIATE CEU: 0.1

Energy

**W4.24 • Room 324**

## Energy Reporting: Analyzing Data, Finding Savings

*Steve Tom, Director of Technical Information, Automated Logic Corp.*

This session will focus on presenting facility energy data in a meaningful way. Issues such as normalizing and benchmarking will be addressed, and examples will come from several types of buildings. Examples will also illustrate how well the indoor environment was maintained, as this is crucial to measuring energy efficiency.

Learning Objective(s):

1. Understand the importance of normalizing energy data when comparing similar facilities
2. Know where to obtain benchmark data for common facility types
3. Understand the importance of measuring indoor environmental conditions and know how these relate to energy efficiency

AUDIENCE: BEGINNER CEU: 0.1

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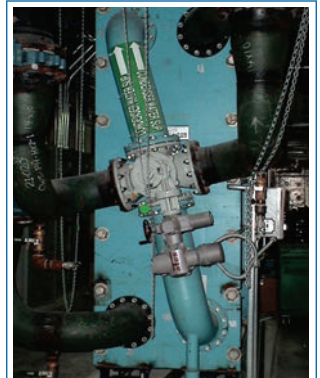
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Strategy

**W4.27 • Room 327**

### Creating a High Performance FM Organization

Mark Sekula, CFM, LEED AP, Senior Facility Engineering Consultant, Facility Engineering Associates, P.C.

James P. Whittaker, PE, CFM, FRICS, President, Facility Engineering Associates, P.C.

Attend this session for information on FM Diagnostics: a comprehensive organizational and leadership diagnostic tool to measure FM performance and create high-performance facilities organizations. It focuses on evaluating key components of an organization to provide recommendations to enable a successful high performance FM organization.

Learning Objective(s):

1. Learn how to strategically assess your FM organization
2. Learn how to identify areas of ineffectiveness through measurement and subjective questioning
3. Learn how to prescribe a course of improvement for your team to be a high performance FM organization

AUDIENCE: BEGINNER CEU: 0.1

Maintenance Management Insight

**W4.37 • Room 337**

### Fighting the Maintenance Crisis

Joel Leonard, Host, SkillTV.net

More and more companies are feeling the symptoms of the maintenance crisis. Deferred maintenance is reaching chronic levels as current equipment continues to age. While sophisticated, new equipment needs more care, attention and custom configuration. Companies are struggling to find internal talent that has the skills and education to replace the retiring baby boomers. Attend this session to discover some proven solutions to this crisis, discuss innovative approaches to thrive in this adverse business environment.

Learning Objective(s):

1. Comprehend the current state of the maintenance industry
2. Understand the technical skill gaps of incumbent workforce
3. Understand where to find technicians

AUDIENCE: BEGINNER CEU: 0.1

Energy

**W4.39 • Room 339**

### Implementing Proven Energy Reduction Strategies through Better Building Knowledge

IFMA Chesapeake Panel

This presentation is geared toward building engineers and facility management professionals on the key concepts related to proven energy reduction strategies in the areas of ventilation & indoor air quality, energy performance, and commissioning. Program will include an overview on LEED- EB certification criteria and ENERGY STAR programs.

AUDIENCE: BEGINNER CEU: 0.1

Maintenance Management Insight, Technology

**W4.41 • Room 341**

### Seeing ROI with IR Thermography for Predictive Maintenance

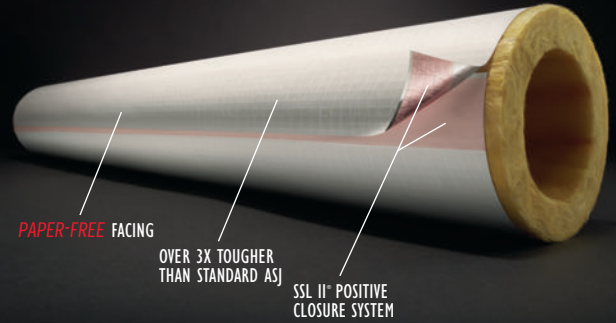
Ed Kochanek, Regional Manager, FLIR Systems, Inc.

In this sluggish economy, manufacturers are looking for smart, cost-effective ways to help their facilities operate more efficiently and save money without sacrificing product quality and performance. Infrared thermography is being used for the predictive maintenance programs for mechanical systems, electrical systems, and building diagnostics, making it a smart investment for its versatility. Manufacturers are seeing ROI as IR enables them to take corrective action before problems occur - thus saving money and other resources. Reduced inventory, labor, energy, decreased downtime, increased production, and reduction in waste and scrap parts are some of the savings that are being realized in IR predictive maintenance programs.

Learning Objective(s):

1. Discover how infrared thermography works and why it is important for

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AUDIENCE: BEGINNER CEU: 0.1

### Leadership

**W4.45 • Room 345**

### How Designations Can Increase Career Opportunities

*Stormy Friday, President, The Friday Group*

Attend this session to explore the role of designations in the facility management profession, and how it can be used effectively to enhance your career. Review the common types of FM professional designations that are currently available to the FM industry. Learn about the requirements and qualifications necessary for achieving designations, and explore the relevancy of industry and academic credentialing in a challenging economic environment.

Learning Objective(s):

- 1. Gain an awareness of the various types of professional FM credentials
- 2. Discover the value of professional credentialing in today's economic environment
- 3. Understand the relationship between academic programs and FM credentialing

AUDIENCE: BEGINNER CEU: 0.1

### Technology

**W4.47 • Room 347**

### Federal Research and Development Agenda for Net-Zero Energy, High-Performance Green Buildings

*Shyam Sunder, Director, Building & Fire Research Laboratory, National Institute of Standards and Technology*

The Federal R&D agenda contains six major building technology goals inspired by the building research and owner communities. For each goal, focus areas identify tasks which must be undertaken. The focus areas address the technical research needs as well as the research necessary to overcome barriers to achieving implementation. This new Federal R&D agenda is a significant step toward integrating current and new R&D programs that will enable building construction and retrofit to achieve net-zero energy, high-performance green building goals.

Learning Objective(s):

- 1. Understand what this new agenda entails
- 2. Comprehend net-zero energy building technologies and strategies
- 3. Understand the goals and timeframe of this agenda

AUDIENCE: BEGINNER CEU: 0.1

**thursday, march 17**

**9:00-9:50 am**

### Sustainable Design and Operations

**R1.18 • Room 318**

### Green Cleaning During the Day: A Case Study

*Leon Old, Superintendent of Custodial Services, City of Virginia Beach*  
*Ian Greig, CEO, Daniels Associates*

Green cleaning is arguably the number one trend in the custodial industry and is driven by public demand and the overall trending of the broad marketplace for environmentally preferable products and services. This presentation will focus on information that promotes understanding the green cleaning process, the potential LEED benefits of green cleaning, and the fiscal advantages of exploring cleaning during daytime hours.

Learning Objective(s):

- 1. Understand the motivations to go green
- 2. Discover what green cleaning is
- 3. Understand the cost of green day cleaning
- 4. Learn the benefits of green day cleaning

AUDIENCE: BEGINNER CEU: 0.1

**Special Session - Thursday 8:00-8:50 am  
Room 316**

**Leadership**

**Facility Manager or Facility Leader:  
Which Do You Want to Be?**

*John T. Shea, CEO, Division of School Facilities, The New York City Department of Education; Larry Morgan, RPA, FMA, SMA, Head of Operations, Palo Alto and Vancouver Regions, SAP, Global Facilities Management (Americans); Kit Tuveson, President, Tuveson and Associates*

“Management is efficiency in climbing the ladder of success; leadership determines whether the ladder is leaning against the right wall.” — Stephen R. Covey

This session explores the differences between being a facility manager and a facility leader. Hear from an expert panel of facility leaders as they discuss the differences between the two and how they personally became facility leaders. Are you ready to lean your ladder on the right wall and become a leader?

Learning Objective(s):

1. Understand the difference between a manager and a leader
2. Hear from facilities experts about their paths to becoming leaders
3. Comprehend how to become a leader within your organization
4. Learn how to inspire others in your department to become leaders

**AUDIENCE: INTERMEDIATE CEU: 0.1**

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**Energy**

**R1.21 • Room 321**

**Demand Response – How it Really Works**

*John White, PE, CEM, LEED AP, Director, Energy Management and Sustainability Solutions, Eaton Corporation*

A Demand Response (DR) program enables businesses to earn financial incentives by temporarily reducing (curtailing) the use of electricity at times when electricity is in short supply. With technology leading the way in the form of building automation and lighting controls, it was the human element that made Eaton's DR Event unique driving electricity demand down by more than 50% in less than one hour. Come learn about our results and how we got there.

**AUDIENCE: BEGINNER CEU: 0.1**

**Energy**

**R1.24 • Room 324**

**Cutting Costs, Creating Value and Extending Asset  
Life in a Tough Economy**

*Jim Nauen, Sr. Vice President, Sales and Marketing, Planon, Inc.*

This session will discuss how organizations can meet the challenges of a down economy by optimizing space, extending capital asset performance, reducing maintenance costs and providing decision support guidelines around capital allocation. Attendees will learn how they can unlock the hidden value of their underutilized and underperforming assets.

Learning Objective(s):

1. Introduction of a new model for maintenance optimization
2. Examination of real-world case studies of companies who saved millions through improved management of operations and maintenance
3. Review of 10 key KPIs that cover both the executive committee and the



**Booth #960**

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# EDUCATIONAL SESSIONS

facilities management team that your organization should be measuring  
4. Critical decision support guidelines around capital allocation

AUDIENCE: INTERMEDIATE CEU: 0.1

## Strategy

**R1.27 • Room 327**

### Preparing for Successful Negotiation

*Linda Reed Friedman, DTM, ASID, President, Advanta Training, LLC*

Negotiation is a never-ending part of our lives. What do you do when you are late with a financial obligation or an employee wants a raise without increasing productivity? Do you just say yes, have an argument or skillfully negotiate your way to an agreeable solution? In this session, attendees will learn the tools of the trade and the professional strategies you can use as you negotiate.

Learning Objective(s):

1. Explain how to prepare your case for negotiations
2. Discuss how to do research on the other party involved
3. Identify steps for making offers and counteroffers

AUDIENCE: BEGINNER CEU: 0.1

## Maintenance Management Insight

**R1.37 • Room 339**

### GSA's Facility Maintenance and Management Services

*Mary L. Snodderly, GSA Center for Facilities Maintenance and Hardware, Business Management Division*

GSA's Center for Facilities Maintenance and Hardware offers a wide range of facilities maintenance and management service contracts to the federal government community under the multiple award schedule program. The GSA schedules program offers comprehensive facilities services such as: elevator maintenance, fire alarm and fire suppression systems maintenance, grounds maintenance, pest management, complete facilities maintenance and now energy management services. In this class federal agencies will learn more about the facilities solutions GSA has available through the schedules program and how to use them.

Learning Objective(s):

1. Identify phases basic steps or key events when procuring services from GSA schedules
2. Understand how to make a determination to award a task order for facilities maintenance and/or management services via the GSA Schedules Program
3. Be able to find contractors that meet requirements

AUDIENCE: BEGINNER CEU: 0.1

## Maintenance Management Insight

**R1.39 • Room 339**

### Show Me the Money! Finding ROI in Maintenance

*C. Paul Oberg, President and Chief Executive Officer, EPAC Software Technologies, Inc.*

Many maintenance organizations seek to justify additions to staff, increased availability of spare parts, implementation of maintenance management software and the like but fail to realize, achieve or document any benefits. This session will identify some strategies and tactics to realize and document benefits in the areas of maintenance labor productivity, materials management and asset reliability.

Learning Objective(s):

1. Learn how to document benefits in labor productivity
2. Be able to document benefits in materials management
3. Be able to document benefits in asset reliability

AUDIENCE: INTERMEDIATE CEU: 0.1

## Reducing Conversational Distractions



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# EDUCATIONAL SESSIONS

Sustainable Design and Operations, Technology

**R1.41 • Room 341**

## How Daylight Management Can Decrease Energy Costs

Barry Kay, President and CEO, Kay + Sons

Lighting is the number one source of energy consumption in office buildings, making up approximately 40 percent of a building's overall energy usage. Most of that energy is wasted on fixtures that are too bright, inflexible, competing with sunlight, or illuminating empty spaces. This session will explain daylight management and explain how it can assist facility managers with creating a comfortable, healthy work environment, while lowering operating costs and overseeing building maintenance and performance.

Learning Objective(s):

1. Explain the different components of a daylight management
2. Understand the benefits to using natural light over artificial light
3. Learn the lighting challenges faced by facility managers today
4. Comprehend the benefits of a daylight management system to the facility manager

AUDIENCE: BEGINNER CEU: 0.1

Codes and Compliance, Safety Solutions

**R1.43 • Room 343**

## Annual Fire Door Inspection Requirements

Hal Kelton, AHC/CDC, CDT, President, DOORDATA Solutions, Inc.

Attendees will review the new NFPA 80, 2007 standard (which requires a thorough inspection of all fire doors on an annual basis), as well as NFPA 101, 2009 requirements for annual egress door inspections. Attend this session to learn how to identify and maintain these openings all the while keeping buildings compliant with local building and fire codes. Learning Objective(s):

1. Learn the requirements pertaining to the updated NFPA 80 2007 Standard for Fire Doors and Other Opening Protectives
2. How to identify fire doors in your building
3. Discover the proper care and maintenance required for fire doors to keep them in compliance

AUDIENCE: INTERMEDIATE CEU: 0.1

Leadership

**R1.45 • Room 345**

## Women in Facilities Management (Extended Session)

Carol Hart, RPA, Director of Space Preparations, Federal Business Centers, President, IFMA New Jersey Chapter

Sheri Vucci, Manager, Office of Facilities Management and Reliability, Smithsonian Institute, Board of Directors, MD/DC APPA Chapter  
Moderator: Naomi Millan, Associate Editor, Building Operating Management

Now in its third year, this annual panel has been informative and inspirational for both women and men alike. Attend this session to hear from successful women who have made their career in facilities management. Hear the stories of how they entered into the field, climbed the career ladder and become leaders within the industry. This extended session will include plenty of time for discussion, so come prepared to listen and share.

AUDIENCE: BEGINNER CEU: 0.1

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# EDUCATIONAL SESSIONS

Technology

**R1.47 • Room 347**

## FM Information Systems in a University Setting

*Jonathan Lee, Director of Facility Management Information Systems, Montclair State University*

The extension of FMIS into campus environments was a necessary event, and as FMIS has grown, traditional organizational models have been reworked in order to best position FMIS for facilities and strategic planning. This study will view the current role of FMIS at Montclair State University, display comparisons to some other well-established schools, and look at leveraging current FMIS systems to improve service delivery, produce sustainable systems, and to support the university's vision.

Learning Objective(s):

1. To define FMIS roles and organization models in a modern campus environment
2. To understand the differences between facilities technology and pure technology concerns
3. To explore the gain in sustainable systems development by leveraging the use of FMIS systems

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

**R1.49 • Room 349**

## Air Filtration Strategies for Sustainability

*Alan C. Veeck, CAFS, NCT II, Executive Director, National Air Filtration Association*

Air filtration has changed from only protecting HVAC components and building fixtures to providing an indoor environment that promotes occupant health and productivity while minimizing energy costs and maximizing sustainability. This presentation will cover what MERV means in terms of filter performance, which filter best fits what application, and how facility managers can best utilize life cycle costing formulas to maximize energy efficiency and sustainability of the HVAC system.

Learning Objective(s):

1. Learn how to apply ASHRAE air filtration test methodology (MERV)
2. Understand application of filtration to sustainability
3. Learn and work through the life cycle costing formula for air filter energy savings

AUDIENCE: BEGINNER CEU: 0.1

**10:00-10:50 am**

Green Strategies and Standards

**R2.18 • Room 318**

## Going Green While Staying Out of the Red

*Gregory Hughel, EIT, LEED AP, Project Engineer, Facility Engineering Associates, P.C.*

*Maureen K. Roskoski, LEED AP, REPA, Senior Project Manager, Facility Engineering Associates, P.C.*

In this day it is important to consider not only the environmental and energy implications of the solutions of building issues, but especially the economic consequences. It is possible to get the best of all worlds and we will show you how. This presentation will discuss practical solutions related to facility projects and overall energy use, effects on capital and maintenance budgets, and how they can play a role in engaging the organization while making a positive impact in your community and the world at large.

Learning Objective(s):

1. Learn how to balance energy, environmental, and economic goals
2. Understand how to prioritize initiatives that make sense and help you achieve your goals
3. Develop tools for long-term success

AUDIENCE: INTERMEDIATE CEU: 0.1



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# EDUCATIONAL SESSIONS

Green Strategies and Standards

**R2.21 • Room 321**

## LEED Certification: Non-Compliance Shouldn't be Tolerated

*Lawrence G. Spielvogel, P.E., Consulting Engineers*  
*Mark Lentz, P.E., Consulting Engineers*

LEED certification has become important to many building owners and the government. Compliance with ANSI/ASHRAE Standard 62.1 and ANSI/ASHRAE/IESNA Standard 90.1 are prerequisites for certification. The certification process was set up on the honor system, relying on certifications by and professionalism on the part of building designers. Since most building codes do not require compliance with either ASHRAE standard, LEED certified buildings do not always comply. Observations of these completed buildings often disclose many examples of non-compliance with multiple provisions of the prerequisite mandatory ASHRAE standards. The speakers will discuss the actions of the designers that should lead to the first ever decertification of and plaque removal from a LEED Gold Certified project.

Learning Objective(s):

1. Understand the relationship between LEED certification, ASHRAE Standards and current building codes
2. Comprehend proper compliance with ASHRAE Standards
3. Learn about LEED prerequisites

AUDIENCE: INTERMEDIATE CEU: 0.1

Energy

**R2.24 • Room 324**

## Creating Credibility for Energy Upgrade Investments

*Richard G. Lubinski, CEM, CDSM, CSDP, CEMSC, BEP, President, Think Energy Management LLC*

*Bob Holesko, Vice President, Facilities, HEI Hotel and Resorts*

The cost of electricity, natural gas, diesel, gasoline and other energy sources has been increasing steadily in recent years. Nationally, increases in utility costs have been in the hundreds of billions of dollars. Regionally, increases have varied widely as a result of local market conditions. If the CFO is uninformed about the ugly realities of electricity prices, the operating budget is in peril. Attend this session to learn the most successful strategies for approval of energy upgrade projects.

Learning Objective(s):

1. Understand how to measure and accumulate necessary data for energy upgrades
2. Learn the reason for conservative assumptions and ROI projections
3. Introduce Measurement and Verification (M&V)
4. Comprehend step to insure your energy management program has long term success and funding (continuous improvements)

AUDIENCE: BEGINNER CEU: 0.1

Strategy

**R2.27 • Room 327**

## Operationally Sustainable Procurement for Building Services

*Vince Elliott, President, Elliott Affiliates, Ltd.*

Buyers often see their job as getting the lowest price for products and services, leaving operational success as an assumed outcome controlled by facility managers and provider staffs. The unfortunate reality is that the focus on the lowest priced services contract often leads to the lowest operational performance and a crisis management environment, driven by occupant dissatisfaction, complaints, manager burnout, unsafe work conditions and an unhealthy work environment for everyone. This session uses examples drawn from cleaning services procurement to explore the fundamentals of how to assure operational success, at the lowest qualified price.

Learning Objective(s):

1. Identify the critical three procurement actions that cause operational under-performance
2. Understand how to implement a best practice procurement strategy for building broad consensus for contract award
3. Integrate the latest green and LEED requirements into operational management practices
4. Identify the five critical performance metrics that are define by purchasing and managed by operations

AUDIENCE: BEGINNER CEU: 0.1



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# EDUCATIONAL SESSIONS

Maintenance Management Insight

**R2.37 • Room 337**

## Create Increased Value while Decreasing Costs

*Dean Kashiwagi, PhD, P.E., Professor and Director of the Performance Based Studies Research Group, Arizona State University*

Buyers of facility and construction services are faced with increasing requirements and shrinking budgets. Arizona State University, the US Army Medical Command, and the University of Minnesota have discovered that the best value for the lowest price can save millions of dollars in change order and transaction costs. If you buy anything from food services, IT networking or software services, professional services, construction, or health services, you can get it delivered for 10 percent of the normal effort, and have the best value finish on time, on budget, meet all your expectations and do it for the lowest price while maximizing their profit. Learn how this session, which details the Performance Information Procurement System (PIPS), a risk management system that assigns everyone who touches the project accountability.

Learning Objective(s):

1. Learn how to minimize the cost of bureaucracy
2. Understand the value of a contract with a high-performance vendor
3. Discover how the PIPS can save your department time and money

AUDIENCE: INTERMEDIATE CEU: 0.1

MRO

**R2.39 • Room 339**

## Stop Loss: Bar Coding Your Assets is Easier than You Think

*Frank Murphy, President, Inventory Management Services, Inc.*

In challenging financial times, businesses and facilities of all kinds are looking to identify and track their equipment, fixed, computer and office assets. CMMSs, FMSs, EAMSs, WMSs and other databases operate best when populated with accurate and up-to-date data that is tracked using bar code technology. This seminar presents the "how-to's" of getting this done, the technology required, and the correct bar code label needed for the particular application. The necessity and benefits of bar coded asset tracking are also identified.

Learning Objective(s):

1. Learn the basics of asset tracking and bar coding
2. Understand selecting the right kind of bar code label and method of data gathering
3. Comprehend necessity and benefit of bar coding the facility's assets

AUDIENCE: BEGINNER CEU: 0.1

Maintenance Management Insight

**R2.41 • Room 341**

## Paving the Way to a Great First Impression

*Lang Butler, Vice President, Ruston Paving Co., Inc.*

It is impossible to make a great first impression if your parking areas and roadways are filled with potholes and broken pavement. This session will outline the critical steps necessary to ensure that your asphalt surfaces are revenue generating assets and not safety liabilities.

Learning Objective(s):

1. How to evaluate the condition of your asphalt pavement areas
2. Understanding the maintenance options available that will ensure a viable pavement structure
3. Learn tips on how to select the right contractor

AUDIENCE: INTERMEDIATE CEU: 0.1

Emergency Planning, Response and Recovery

**R2.43 • Room 343**

## Mass Notification: Requirements, Development and Implementation

*Robert J. Libby, P.E., FSFPE, Executive Vice President, Rolf Jensen and Associates, Inc.*

A broad description of mass notification system is that it is both a communications and emergency



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# EDUCATIONAL SESSIONS

management tool, intended to provide information and instructions to people in a building, area, site, or geographic area using intelligible voice communications and visible signals, text, graphics, tactile, or other communication methods. The concept of Mass Notification was born out of our collective inability to maintain communications and direct building occupants to safety during the events of 9/11 and Hurricanes Katrina and Rita. This session will help all facilities learn about developing and maintaining an effective MNS.

Learning Objective(s):

1. Learn the definition and requirements for Mass Notification Systems (MNS) and how they are applied in facilities
2. Learn what is now available in National Codes and Standards related to MNS
3. Learn the basic design parameters of implementing MNS and criteria used to evaluate the needs and application

AUDIENCE: BEGINNER CEU: 0.1

changing revolution. Building information modeling, historically linked to 3-dimensional and more recently 4D (time) and 5D (cost) modeling, as a shared information base has the capability to support real property commerce, maintenance and operations, environmental simulation, etc. The buildingSMART alliance is developing the National Building Information Modeling Standard. Specific enhancements are accomplished through technical organizations such as the NIBS Facilities Maintenance and Operations Committee. COBIE (Construction Operations Building Information Exchange), the best known of these efforts, supports facility and maintenance management requirements.

Learning Objective(s):

1. Understand Building Information Modeling
2. Understand the role of buildingSMART alliance
3. Learn what tools are available for facility managers through the buildingSMART alliance

AUDIENCE: BEGINNER CEU: 0.1

information systems technologies on the market today. You likely already have many of these technologies in-house yet, in most cases, they are neither well understood nor optimally utilized. Whether you're planning an acquisition or are trying to understand the broader business case, this session will help you get a quick high-level understanding of RE/FM technologies, what they cost, and what you can expect to get out of them.

Learning Objective(s):

1. Learn about the range of RE/FM information systems
2. Understand the capabilities of these technologies for portfolio, space, design, construction, maintenance, capital planning, leasing, environment and energy
3. Establish reasonable objectives and basic strategies to implement RE/FM technology in a facility
4. Maximize the benefits of a technology investment

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

**R2.47 • Room 347**

## buildingSMART alliance Overview

Dana "Deke" Smith, FAIA, Executive Director, buildingSMART alliance

Facility managers need to become fully engaged in Building Information Modeling, an industry

Technology

**R2.49 • Room 349**

## Executive Primer for Real Estate/ Facility Management Information Systems

Craig Alsheimer, Senior Program Manager, CFI

Get a high-level overview of the many different real estate and facility management (RE/FM)

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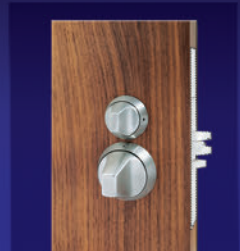
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**2:10-3:00 pm**

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Sustainable Design and Operations

**R3.18 • Room 318**

## Greening Your Preventive Maintenance Program for Optimal Performance

*Russ Borst, Vice President, Service, Hurst Mechanical*

During these times of rising energy costs and an increased focus on sustainable equipment operation, it is more important than ever that an appropriate preventative maintenance program be implemented for all your mechanical systems. In addition to the routine maintenance tasks necessary to ensure proper equipment performance, additional "green" or energy saving procedures should be seriously considered. During this session, you will learn how your mechanical service provider can work with you to develop a maintenance plan which includes environmentally-friendly "green" tasks to guarantee enhanced system efficiency, less reliance on fossil fuels, decreased operating costs and compliance with LEED Operations and Maintenance requirements. With a focus on air conditioning, heating, refrigeration and plumbing systems, a step-by-step approach on how a comprehensive preventative maintenance plan can save you time and money, and ensure tenant comfort, safety and health, will be reviewed.

Learning Objective(s):

1. Learn how to develop a preventative maintenance plan, including "green" tasks that can enhance system efficiency and reduce reliance on fossil fuels
2. Find out how to add "green" procedures to a preventative maintenance agreement for HVACR and other key mechanical systems, and discover how to perform payback analysis as a means to justify equipment upgrades and retrofits
3. Find out how developing base-lines of energy consumption for each piece of equipment, performing energy audits, and retrocommissioning, along with other strategies can be incorporated into a green preventative maintenance program to enhance your understanding of building system operations

AUDIENCE: BEGINNER CEU: 0.1

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Green Strategies and Standards

**R3.21 • Room 321**

## My LEED Plaque is Hung, Now What?

*Rachel Hardesty, Project Manager, SD Keppler and Associates, LLC*

This presentation will focus on key practices and strategies that can be implemented within facilities in order to avoid the post-LEED certification slump. From culture change to budgeting for future upgrades, this presentation will offer sound advice and specific strategies for building managers and owners to maintain LEED certification momentum.

Learning Objective(s):

1. Understand how to make vendors work for you
2. Learn how to have occupant and staff involvement and/or engagement
3. Discover the institution of tracking and management processes

AUDIENCE: INTERMEDIATE CEU: 0.1

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Energy

**R3.24 • Room 324**

## High Payback, Low Risk Energy Conservation

*Neil Maldeis, Energy Engineering Manager, Trane Commercial Systems*

Although "conservation" is sometimes a dirty word for American consumers and businesses, there are simple steps that business and facilities leaders can take to conserve energy without impacting productivity, profitability or comfort of employees and occupants. Mr. Maldeis will share a deep blue print for short-term, near-term and long-term energy conservation plans. Energy conservation plans are a systematic disciplined method to identify, plan and execute conservation measures focused on meeting your specific energy goals.

Learning Objective(s):

1. Apply deep energy conservation measures in their buildings in order to drive business outcomes
2. Specific steps for developing an energy conservation plan from start to finish
3. Practical advice for financing energy-efficiency improvements in the current economic environment

AUDIENCE: INTERMEDIATE CEU: 0.1

# EDUCATIONAL SESSIONS

**Strategy**

**R3.27 • Room 327**

**Planning for Outsourcing**

*Keith Vandenbussche, FMA, Director, Facilities Services, Barton Malow Company*

This session will educate attendees on the tools and planning required to successfully outsource facility maintenance in conjunction with your CMMS system.

Learning Objective(s):

1. Understand what is involved with outsourcing planning
2. Learn if your organization is ready to launch outsourcing
3. Learn what steps your organization will need to take to outsource

AUDIENCE: BEGINNER CEU: 0.1

relationships. He provides business-critical labor and employment law updates as they relate to the facilities management industry, and learn about relevant case examples to better understand how these laws impact daily operations.

Learning Objective(s):

1. Understand how new federal employment laws affect your relationship with your employees
2. Know how to draft an effective anti-harassment policy
3. Provide OSHA labor law updates and guidelines as they relate to the facilities management industry

AUDIENCE: ADVANCED CEU: 0.1

roofing problems that today's facilities manager may encounter, and gives some guidance regarding how to avoid these problems.

Learning Objective(s):

1. Recognize the top 10 roofing problems
2. Learn about current roofing technologies and strategies available
3. Learn tips and tools to avoid roofing problems

AUDIENCE: INTERMEDIATE CEU: 0.1

**Maintenance Management Insight**

**R3.37 • Room 337**

**Employment and Labor Law Update**

*Richard D. Alaniz, Senior Partner, Alaniz and Schraeder*

Join an expert labor and employment attorney, as he outlines "real world" ways employers can remain in compliance and steer clear of legal trouble regarding OSHA guidelines and harassment and retaliation laws. Understand how federal employment laws affect employer/employee

**MRO**

**R3.39 • Room 339**

**The Top 10 Roofing Problems and How to Avoid Them**

*David Slick, Associate Principal, Simpson Gumpertz & Heger, Inc.*

Roofing is a critical component of the building envelope, and good roofing performance is paramount to maximize building occupant comfort and minimize occupant disruption. Despite the variety of roofing configurations designed and the myriad of roofing solutions available, there are a few fundamental roofing concepts that, if followed, can reduce potential roofing problems. This presentation highlights a few of the most common

**Maintenance Management Insight, Sustainable Design and Operations**

**R3.41 • Room 341**

**Retrocommissioning of Existing Facilities**

*Larry Ross, Senior Director of Maintenance and Engineering, Erickson Retirement Communities*

This presentation will show how retrocommissioning is a cost-effective process for optimizing building performance to save an average of 5 to twenty percent of total building energy costs and return the building to design conditions. Retrocommissioning is the application of the commissioning process to existing buildings. This presentation will describe the process to improve how facility equipment and systems function together. The presenter will open the conversation and explore how best to develop a conduit for retrocommissioning as part of the operations process.



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# EDUCATIONAL SESSIONS

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Learning Objective(s):

1. Learn how retrocommissioning will improve equipment performance
2. Understand how the process can save energy and improve indoor environmental quality (IEQ)
3. Learn how to assure building documentation is current

AUDIENCE: BEGINNER CEU: 0.1

Green Strategies and Standards

**R3.43 • Room 343**

## LEED-CI and the Tenant to Owner Interaction

*Nathan J. Robb, Project Manager  
Marriott Properties, LLC, Vice Chairman,  
USGBC-MD*

Tenants are demanding, some local governments are mandating (including in Maryland), and Federal government agency tenants are requiring that leased premises be built-out to achieve specified minimum green standards, even when that existing shell building is not a green building. LEED Commercial Interiors (LEED-CI) may be the answer for owners of one of the existing 4.5 million existing commercial buildings.

Learning Objective(s):

1. How building components play a role in the

tenant certification

2. How the tenant plays a role in the certification
3. Why is this important to the future

AUDIENCE: BEGINNER CEU: 0.1

Leadership

**R3.45 • Room 345**

## Getting Your Message Heard in the Boardroom and Beyond

*Karla Robertson, PCC, CEO, Shifting Gears,  
Business Coaching and Consulting*

Have you ever had a great idea that you believe in and then present it only to get a lukewarm response? This session will help you ensure to make an impression with your message that people pay attention to. Know the key elements to making sure you get heard!

Learning Objective(s):

1. Learn the four keys to making sure your message gets heard
2. Understand how the brain works and how you can use that to your advantage
3. Learn how to get action on your best ideas

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

**R3.47 • Room 347**

## Submetering to Cut Facility Operating Costs

*Jack Group, Eastern Regional Manager,  
E-Mon, LLC*

Electric submetering applications - including load profiling, cost allocation, tenant billing, measurement and verification, energy management and more - will be reviewed. A survey of submetering equipment, installation and operations will follow, against a backdrop of real-world facility case studies, focusing on cost-reduction and energy-savings opportunities through submetering. The presentation will conclude with a look at how facility managers can use submeters to maximize their operational dollar through LEED, EPACT, demand response, renewable energy and other energy initiatives impacting the facility bottom line.

Learning Objective(s):

1. Get a general understanding of submeter operational issues including installation & applications create an
2. Understand how submeters can help users comply with green energy initiatives
3. Understand how submeters can be used to increase and promote environmental awareness within the using facility thereby saving energy improving the environment and cutting building operating

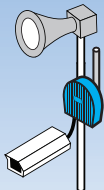
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# EDUCATIONAL SESSIONS

Sustainable Design and Operations, Technology

**R3.49 • Room 349**

## LED Lighting: Fact and Fiction

*E.W. Dovel, CEM, Vice President, Harris Lighting*

In this session, attendees will learn about the technology behind LED lighting and the appropriate uses for the current equipment. With a more thorough understanding of how LED lighting works, potential pitfalls and questions to ask when considering LED for general lighting, facility professionals will have a higher rate of success when implementing LED upgrades or installations in an array of building types.

Learning Objective(s):

1. Understand how LED Technology works
2. See cost versus payback comparisons
3. View side by side comparison versus other lighting technologies

AUDIENCE: BEGINNER CEU: 0.1

**3:10-4:00 pm**

Green Strategies and Standards

**R4.18 • Room 318**

## Retro-Greening: The Latest Trend in Green Buildings

*Paul von Paumgartten, Director, Energy and Environmental Affairs, Johnson Controls, Inc.*

This session talks about the latest trend in greening existing buildings. It is taking the savings streams from the merging of energy efficiency and green operations and using them to green your organization, which involves green education and communication to your employees and the buildings users/tenants on an on-going basis.

AUDIENCE: BEGINNER CEU: 0.1

light quality with different fixtures, lamps and applications. A sample return on investment explains annual and maintenance savings along with local and federal rebates and environmental impacts. Learning Objective(s):

1. Identify lamp and fixture types including understanding different applications for specific environments
2. Clarify how retrofitting or upgrading existing fixtures positively impacts energy conservation using examples computing watts and energy savings
3. Define EPACT Energy Policy Act (2005) and local utility rebates
4. Compare and contrast KWH cost before and after retrofitting including annual and maintenance savings and possible EPACT and Utility Rebate program calculations

AUDIENCE: BEGINNER CEU: 0.1

Sustainable Design and Operations, Technology

**R4.21 • Room 321**

## Lighting the Way to Quick Returns

*Steve Sears, Director of Marketing, Bluestone Energy and Safety Technologies*

This session will provide an overview of current lighting technologies and solutions available for all types of facilities. Attendees will discover ways to reduce energy while maintaining or improving

Energy

**R4.24 • Room 324**

## The Value of Benchmarking Energy Performance

*Mike Bailey, Director, Technical Services, Advantage IQ*

Benchmarking energy use is guaranteed to result in reduced energy use, with the added bonus of reduced expense. The challenge of energy benchmarking is that it is rooted in data

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# EDUCATIONAL SESSIONS

collection and analysis. For a facility manager who is responsible for a large number of locations, the amount of data can grow to be unwieldy. This presentation will address best practices for large-scale energy benchmarking and cite specific case studies where this practice resulted in reduced energy consumption across a portfolio and big time savings.

Learning Objective(s):

1. Understand how to be benchmarking energy use
2. Learn how to be able to compare facilities benchmarking data
3. Learn how this data can be used to help reduce energy use and expense

AUDIENCE: INTERMEDIATE CEU: 0.1

MRO

**R4.37 • Room 337**

## Generator Technology Update

*Dan Barbersek, Power Solutions Manager,*

*Generac Power Systems*

*John E. Kelly, Jr., CEO, Kelly Generator and Equipment, Inc.*

This session will give an overview of two new generator technologies: paralleling generators with digital controls and generators that run on bi-fuel. The audience will learn how generators can be paralleled without paralleling switch gear. The capability to do this will result in reduced maintenance, ease and simplicity of maintenance,

scalability and N+ redundancy with generators as small as 100kw. There will also be a brief explanation on bi-fuel generators.

Learning Objective(s):

1. Understand how modular generators help redundancy and scalability
2. Learn how to cost effectively parallel gensets as small as 100kw
3. Comprehend the advantages of bi-fuel generators

AUDIENCE: BEGINNER CEU: 0.1

Maintenance Management Insight

**R4.39 • Room 339**

## Successful Facilities Management Auditing and Benchmarking

*Ralph Peters, Founder/President, The Maintenance Excellence Institute*

Based on estimation, around one third of maintenance cost spent in the USA is wasted each year. Performing a periodic maintenance audit is thus essential in maintaining a profitable business. An audit provides benchmark and a better understanding of the current situation and "state of maintenance". Performing a maintenance benchmark audit typically has a very high rate of return, often saving tens or even hundreds of thousands of dollars in the first year alone by successful implementation of audit recommendations. Attendees can immediately

apply the knowledge gained from this session to perform a maintenance audit of their operation.

Learning Objective(s):

1. Understand what is required for effective facilities management auditing and Continuous Reliability Improvement (CRI)
2. Learn how to master step-by-step proven process to measure maintenance performance
3. Learn how to audit the 27 best practices categories within The Scoreboard for Facilities Management Excellence

AUDIENCE: BEGINNER CEU: 0.1



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## Wednesday March 17

9:00-9:50 am Room 330

### LM1 The ABCs of the LonWorks Platform

Hear an overview of the LonWorks technology and the LonMark<sup>®</sup> community, including current market trends, strategies, and opportunities in a growing market; also discover simple techniques for streamlining open solutions.

AUDIENCE: BEGINNER CEU 0.1

10:00-10:50 am Room 330

### LM2 The Building Controls Market

Understand the role building controls take in creating optimally efficient enterprises and how they can impact every facet of operation, from the obvious energy-savings benefits to the lesser known ways such as streamlining production and reducing training costs. This session explores the market, resources, and available options for those looking to implement intelligent building automation and control solutions.

AUDIENCE: BEGINNER CEU 0.1

3:10-4:00 pm Room 330

### LM3 LonMark International, NIST and the Interoperable Smart Grid Roadmap

Learn of the work LonMark International and many governmental and non-governmental organizations are doing to create the standards that define energy use from the stand point of the supplier all the way down to the individual appliances using that energy.

AUDIENCE: BEGINNER CEU 0.1

4:10-5:00 pm Room 330

### LM4 Leveraging HMIs to Centrally Manage a LonWorks Technology-based Enterprise

A presentation about leveraging HMIs for centrally managing LonWorks technology systems across an enterprise.

AUDIENCE: BEGINNER CEU 0.1

10:00-10:50 am Room 330

### LM6 Open Systems Case Studies – Value of Specifying the LonWorks Technology

End-user experiences and the deciding factors and considerations made for the use of the LonWorks technology throughout their facilities and campuses.

AUDIENCE: BEGINNER CEU 0.1

2:10- 3:00 pm Room 330

### LM7 Powering the Smart Grid with the LonWorks technology and Wireless Technology

This session highlights multiple interoperable products and investigates real world case studies to examine how these technologies mesh within buildings.

AUDIENCE: BEGINNER CEU 0.1

3:10-4:00 pm Room 330

### LM8 Deep-Dive into Automated DR

Focused session on DR methods, solutions, and results learned from a multi-year implementation for a Class A, 80,000 sq. ft. office building.

AUDIENCE: BEGINNER CEU 0.1

## Thursday March 18

9:00-9:50 am Room 330

### LM5 Open Integrated Systems: A Case for Total Facility Control

This session focuses on the value of system integration, the master system integrator concept, unified controls and IT system infrastructure, and various options for system management and applications.

AUDIENCE: BEGINNER CEU 0.1



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# EXTRA CREDIT

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Designated educational sessions offered at NFMT are approved for CEU credit by IACET. Attendees may earn 0.1 CEU credits per hour-long session. The CEUs awarded are nationally recognized units designed to provide a record of an individual's continuing education accomplishments. One (1) CEU is awarded for each 10 contact hours of instruction.

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<b>Association for Facility Engineering</b>	Risk, Health, and Safety Management Solutions	State of Kentucky, Board of Professional Engineers	State of Oregon, Board of Professional Engineers
<b>BOMI International</b>	State of Alabama, Board of Professional Engineering	State of Louisiana, Board of Professional Engineers	State of Rhode Island, Board of Professional Engineers
Board of Certified Safety Professionals	State of Alabama, Board of Professional Architects	State of Maryland, Board of Professional Engineers	State of South Carolina, Board of Professional Engineers
Certified Safety Professional Board	State of Arkansas, Board of Professional Engineers	State of Massachusetts, Board of Professional Engineers	State of Tennessee, Board of Professional Engineers
Engineering Institute of Canada	State of California, Dept of Health Services, Water Treatment Operation Section	State of Minnesota, Board of Professional Engineers and Architects	State of Texas, Board of Professional Engineers
ESI International	State of Delaware, Board of Professional Engineers	State of Nebraska, Board of Engineers and Architects	State of Vermont, Board of Professional Engineers
Federal Emergency Management Agency	State of Florida, Board of Professional Engineers	State of New Jersey, Board of Examiners of Electrical Contractors	State of West Virginia, Board of Professional Engineers
Federal Highway Administration	State of Georgia, Board of Professional Engineers	State of New Jersey, Board of Professional Engineers	State of Wyoming, Board of Professional Engineers
Georgia Professional Standards Commission	State of Illinois, Board of Professional Engineers	State of New Mexico, Board of Professional Engineers	United States Environmental Protection Agency
IAEI	State of Indiana, Department of Environmental Management	State of North Carolina, Board of Professional Engineers	...Plus many more
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\*AIA: The American Institute of Architects will award one hour Continuing Education System Credits for each NFMT session. Please make sure to fill out the C1 form, located outside every conference room. Completed forms should be returned to the room host or room 336.

### Partner Organizations:



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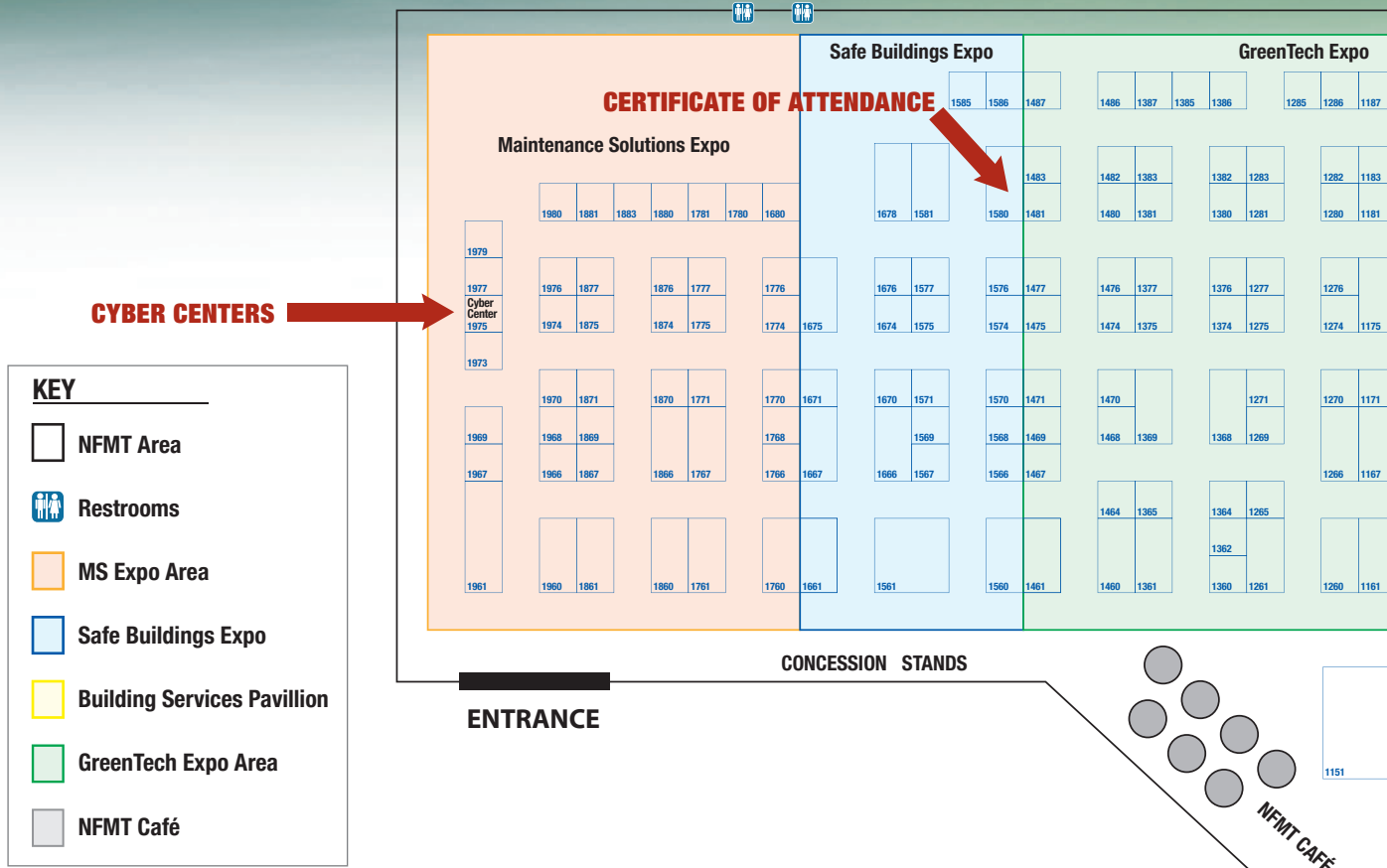
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EXHIBIT HALL HOURS:

**Tuesday March 16**  
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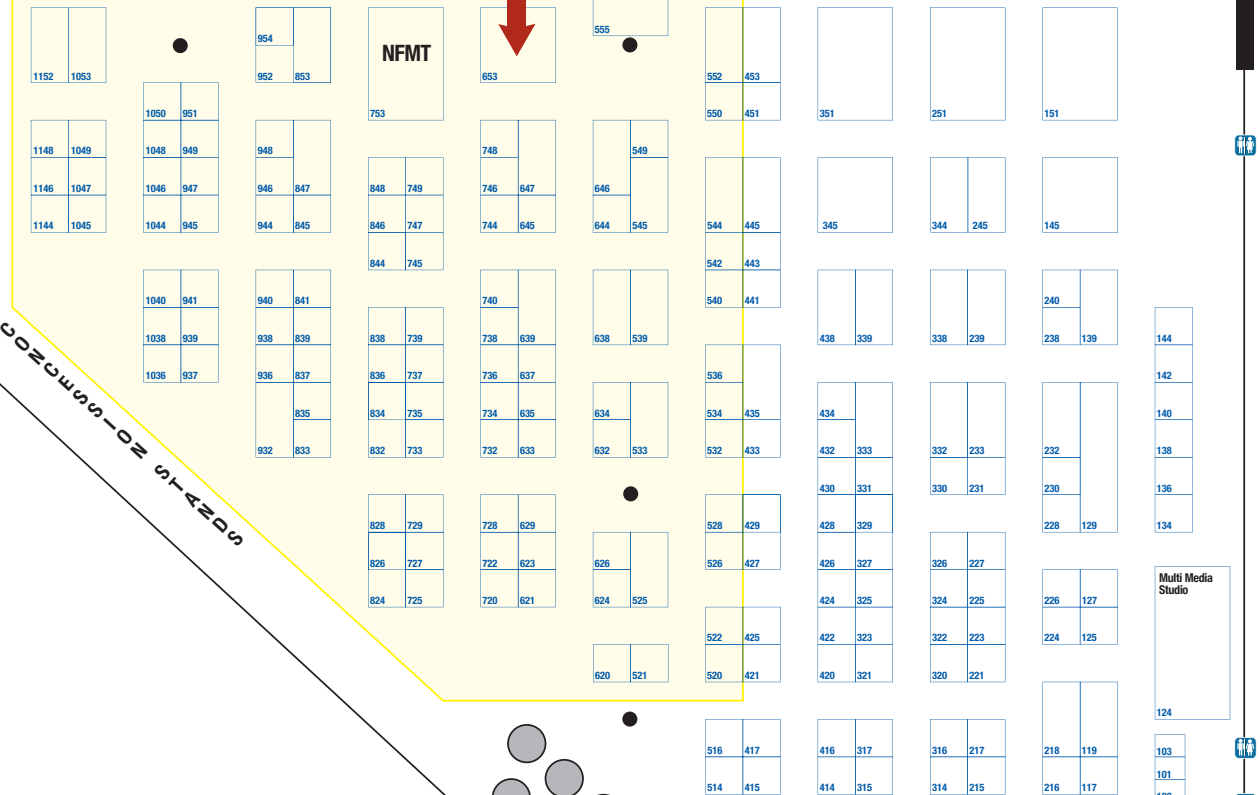
**Thursday March 18**  
11:00 am - 2:00 pm



**GRAND PRIZE GIVEAWAY**



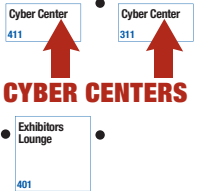
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800-526-3694  
Fax: 732-364-8110  
[www.chgusa.com](http://www.chgusa.com)

CHG is a designer, manufacturer and distributor of plumbing, hardware and specialty products for the commercial, institutional, health-care and foodservice markets. Our brands include Encore premium plumbing featuring low-lead construction and water conserving aerators and sprays; SANIGUARD product protection; Flame Gard grease filters and access doors; and Keil refrigeration hardware, featuring innovative LED lighting solutions for walk-in coolers and freezers.

## Conley Group

**Booth# 282**  
5800 E. Campus Circle, Suite 250  
Irving, TX 75063  
972-444-9020  
Fax: 972-444-9737  
[www.conleygroup.com](http://www.conleygroup.com)

Conley Group, a building envelope consulting firm specializing in evaluation, design, administration and inspection of waterproofing projects for industrial, commercial, and governmental clients. Conley Group works internationally supporting our clients and their buildings. We believe that the key to effective management of facility assets include the proper selection, design, and installation of new and replacement waterproofing systems and the timely investment in proper maintenance and repair.

# EXHIBITOR PROFILES

## Constellation Energy

**Booth# 1040**  
7129 Ambassador Road  
Baltimore, MD 21244  
800-436-3749  
[www.ceprojects.com](http://www.ceprojects.com)

Constellation Energy delivers energy and environmental solutions that help customers save energy, minimize costs and reduce greenhouse gas emissions. Our expert, dedicated staff leverages all available resources to deliver solutions designed to achieve your energy, cost-management and sustainability goals.



## Construction Specialties Inc.

**Booth# 783**  
6696 Route 405 Hwy.  
Muncy, PA 17756  
570-546-5941  
Fax: 570-546-7771  
[www.c-sgroup.com](http://www.c-sgroup.com)

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## Cool Roofing Systems Inc.

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Manteca, CA 95336  
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Fax: 209-824-5581  
[www.cool-roofing.com](http://www.cool-roofing.com)

Commercial and government roofing applications.

## Cooper Lighting

**Booth# 1382**  
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Peachtree City, GA 30269  
770-486-4800  
Fax: 770-486-4318  
[www.cooperlighting.com](http://www.cooperlighting.com)

Lighting system upgrades are a critical element of a company's energy platform. Cooper Lighting, a worldwide supplier of advanced lighting systems can enable comprehensive energy programs to maximize energy efficiency and provide a competitive advantage. Differentiated tools, programs and luminaire and control systems, coupled with Cooper Lighting's national network capabilities enable the organization's success in reducing its energy footprint.

## The Cope Company Salt

**Booth# 315**  
549 W. Roseville Road  
Lancaster, PA 17603  
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Fax: 717-390-8586  
[www.copecompany.com](http://www.copecompany.com)

Specializing in commercial applications, The Cope Company Salt has been a supplier of water conditioning, food grade, agricultural and ice melting salts since the 1960s. In addition to our bagged and bulk salt we offer water-conditioning products and our automatic brine delivery system The Cope AUTOBRINE™ system.

## Core 7 US Inc.

**Booth# 275**  
15851 Dallas Parkway, Suite 600  
Addison, TX 75001  
972-450-6527  
Fax: 972-450-6526  
[www.core7us.com](http://www.core7us.com)

Designed specifically for the commercial real estate industry, our user-friendly CMMS software helps track tenant requests and automatically generates your preventative maintenance schedules. Easily integrates with your existing accounting software. System monitors your databases and creates reports on vendors, equipment, properties and more. Available as a stand-alone application or ASP version with automated dispatch, escalations and wireless capabilities.

## CORT

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Capitol Heights, MD 20743  
703-944-8698  
Fax: 202-835-2201  
[www.cort.com](http://www.cort.com)

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## Crowcon Detection Instruments Ltd.

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21 Kenton Lands Road  
Erlanger, KY 41018-1845  
800-527-6926  
Fax: 859-957-1044  
[www.crowcon.com](http://www.crowcon.com)

Crowcon manufactures a complete range of gas detection solutions including portable, fixed, sampling systems, HVAC and combustion instrumentation and analyzers.

## CSI International Inc.

**Booth# 230**  
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Red Bank, NJ 07701  
732-758-0700  
Fax: 732-758-0701  
[www.csiinternational.com](http://www.csiinternational.com)

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Beltsville, MD 20705  
800-791-7088  
Fax: 301-210-4457  
[www.ctsservices.net](http://www.ctsservices.net)

A regional leader dedicated to exceeding customer expectations, CTS Services provides mechanical contracting services to commercial customers in the following areas: HVAC/mechanical, mission critical solutions, critical power, cooling towers, heat exchanges and certified welding. From service on individual units to full maintenance contracts, CTS Services will customize a solution for you. Our service area includes Maryland, Washington D.C. and Virginia.

## CuraFlo Mid Atlantic

**Booth# 839**  
5713 Industry Lane, Suite 56  
Frederick, MD 21704  
877-287-2356  
Fax: 301-668-1150  
[www.curaflo.com](http://www.curaflo.com)

CuraFlo Mid Atlantic provides a non-invasive solution to pipe restoration. Our epoxy pipe lining system is cost-effective, less invasive and takes less time to complete than a traditional re-pipe project. The in-situ process is used to rehabilitate a building's existing pipes ranging in size from 1/2 to four inches.

## Curtis Engine & Equipment Inc.

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[www.curtisengine.com](http://www.curtisengine.com)

Sales, service, rentals, planned maintenance, 24-hour service and parts for generator sets and automatic transfer switches. Curtis Engine is the regional distributor for MTU Onsite Energy, Waukesha, ASCO and GE/Zenith.



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Albany, NY 12204  
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Fax: 518-444-4036  
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703-682-5560  
Fax: 703-682-5562  
[www.dh-inc.com](http://www.dh-inc.com)

Defense Holdings Inc.® has pioneered the photoluminescent (PL) safety product market and is currently the largest installer of PL safety products in the U.S. Our AfterGlow® Brand PL safety products and AfterGlo® Brand PL paint are used in public and private buildings (including more than 6.6 million sq. ft. in the Pentagon), ships, aircraft, and vehicles. Please visit our Webstore at [www.afterglowdirect.com](http://www.afterglowdirect.com).

# EXHIBITOR PROFILES



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**Booth# 666**  
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434-296-0166  
Fax: 434-977-3596  
[www.delaneyproducts.com](http://www.delaneyproducts.com)

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Bend, OR 97701  
541-388-4774  
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DENT Instruments designs and manufactures portable measurement instruments that are the first line in establishing viable energy strategies, maintaining peak operations and lowering operating costs. Our instruments can also be utilized to verify payback on capital projects, perform load studies or to meet sub-metering applications.



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MAKING BUILDINGS SMART

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[www.derbigum.com](http://www.derbigum.com)

DERBIGUM, manufacturer of APP Modified Bitumen Roofing Membranes, offers roofing solutions for the low-slope sector. With more than 30 years of proven performance, DERBIGUM believes that sustainable roofing is an evolving concept that requires an aggressive and pro-active approach through production, system design, relationships and innovations. Our DERBIGUM Energies Division provides roofing innovations in energy preservation, energy generation, and ecological sustainability.

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**Booth# 1661**  
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New Braunfels, TX 78130  
830-629-2900  
Fax: 830-620-6711  
[www.detex.com](http://www.detex.com)

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## DH Pace Facilities Group

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North Kansas City, MO 64116  
888-643-3667  
Fax: 866-635-3667

[www.dhpacefacilitiesgroup.com](http://www.dhpacefacilitiesgroup.com)

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Digital Identification Solutions offers its renowned EDIsecure® ID card printers and ID-Expert® software to facility managers worldwide for the production of physical and logical security access cards, identification badges, agency licenses and membership IDs. Our affordable, reliable and flexible solutions provide you with everything to confidently capture, print, encode and manage high-quality, secure credentials for your staff, visitors and contractors.



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**Booth# 227**  
440 Main St.  
Imperial, PA 15126  
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[www.doorguardinc.com](http://www.doorguardinc.com)

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[www.dorma-usa.com](http://www.dorma-usa.com)

DORMA-Carolina Door Controls Inc. provides installation, service and maintenance for all brands of automatic, revolving and manual doors. Our expert technicians ensure that doors operate properly and are repaired quickly. Planned maintenance programs are available. A part of DORMA Group North America, DORMA-Carolina Door Controls markets products and services under the DORMA Automatics, Crane and Carolina Door Controls brands.

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## Dri-Eaz Products Inc.

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Fax: 360-757-7950  
[www.EnvironmentHQ.com](http://www.EnvironmentHQ.com)

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[www.ductandvent.com](http://www.ductandvent.com)

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# EXHIBITOR PROFILES

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[www.dur-a-flex.com](http://www.dur-a-flex.com)

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877-371-7505  
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[www.durableroofingnational.com](http://www.durableroofingnational.com)

Durable Roofing National focuses on roof repair service, specifically to assist the facility manager. We developed our program in 1917 and our customer service center is devoted to servicing the retail industry. We are certified to make repairs to all major manufacturers systems to maintain your warranties.

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Saginaw, MI 48601  
800-248-0280  
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[soundmasking.com](http://soundmasking.com)

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[www.soundmasking.com](http://www.soundmasking.com)

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## dyson airblade

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[www.dysonairblade.com](http://www.dysonairblade.com)

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Easi File vertical filing cabinets provide ultra-efficient filing for large documents, such as blueprints and maps. Effortless sorting and indexing allows documents to be retrieved and replaced in just seconds. Utilizing up to 69 percent less floor space than traditional flat files, it is the best solution for active, large document storage.

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Fax: 757-873-3632  
[www.ebacusa.com](http://www.ebacusa.com)

EBAC manufactures refrigerant-type dehumidification equipment for water damage and carpet drying; pools and spas; pump rooms; museums; self-storage and mold remediation areas. Products include dehumidifiers ranging from six to 30 gallons, equipped with hot gas defrost; desiccant-type dehumidifiers; and ventilation fans.

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[www.enernoc.com](http://www.enernoc.com)

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## Ensoft Consulting Inc.

**Booth# 681**  
4128 Sun Meadows St.  
Plano, TX 75024  
972-208-7355  
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[www.interiorplantscapes.com](http://www.interiorplantscapes.com)

Interior Plantscapes is a unique and professional interior/exterior landscaping company. For more than 30 years, Interior Plantscapes has been servicing the Baltimore, Washington D.C., Northern Virginia and surrounding areas. We provide horticulture design and maintenance, as well as design and install holiday decorations. As an expert in the field, we guarantee the finished product to be a cut above in excellence.

## International Salt Co.

**Booth# 426**  
655 Northern Blvd.  
Clarks Summit, PA 18411  
888-388-4726  
Fax: 570-585-8725

[www.internationalsalt.com](http://www.internationalsalt.com)

International Salt provides a comprehensive selection of deicing salt products designed to keep roadways, walkways, and parking lots and structures safe for pedestrian travel during winter's inclement weather. From economical and efficient Halite Salt Crystals to specially formulated Blizzard Wizard® and C-Force® calcium chloride pellets and flakes, International Salt's deicing salt products provide the assistance facility managers need with winter maintenance challenges.

## Inventory Management Services Inc.

**Booth# 386**  
209 Pine Knoll Drive, Suite D  
Greenville, SC 29609-3281  
864-268-7033  
Fax: 864-268-7059

[www.practicalorganization.com](http://www.practicalorganization.com)

To control costs/stop losses, facilities seek to identify and track their equipment, tools, fixed, computer and office assets using bar code technology. Databases operate best when populated with accurate, up-to-date data. This seminar presents the "how-to's" of getting this done, the benefits of Bar Coded Asset Tracking (BCAT), the technology required, and the types of bar code label available.

## IRIS Ltd. Inc.

**Booth# 1670**  
901 Park Road  
Fleetwood, PA 19522  
800-453-4747  
Fax: 610-944-5867

[www.irisltd.com](http://www.irisltd.com)

The IRIS Companies was established in 1980 with the idea that a company specializing in photo ID equipment and related supplies could

gain a strong position as experts in those fields. Today, we maintain that standard by providing quick delivery on a huge inventory of stock items and supplying custom lanyards, badge reels, badge holders and ID card related items.



## ISES Corp.

**Booth# 486**  
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Stone Mountain, GA 30087  
800-881-ISES  
Fax: 770-879-7825

[www.isescorp.com](http://www.isescorp.com)

ISES Corporation is the nationally recognized leader in the facilities engineering and management consulting field. We specialize in facilities condition, operation, and management analyses. Our flagship service involves the preparation of comprehensive facility condition analysis (FCA) studies. Additional services include infrastructure/utility master planning, operations and management programming, and vertical transportation engineering.

## Islandaire Inc.

**Booth# 429**  
22 Research Way  
East Setauket, NY 11733  
631-471-2900  
Fax: 631-471-2913

[www.islandaire.com](http://www.islandaire.com)

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## ISS Facility Services Inc.

**Booth# 1049**  
1019 Central Parkway, N., Suite 100  
San Antonio, TX 78232  
602-318-8669  
[www.us.issworld.com](http://www.us.issworld.com)

ISS Facility Services offers a wide range of service solutions, from single services to fully Integrated Facility Services (IFS) that combine all of the customer's service needs and support functions into one single solution. ISS operates worldwide, serving more than 50 countries, providing facility management, cleaning, property services including landscape maintenance and construction, office support, catering and security.

## ISSA-The Worldwide Cleaning Industry Association

**Booth# 1875**  
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Lincolnwood, IL 60712-1799  
847-982-0800  
Fax: 847-982-1012  
[www.issa.com](http://www.issa.com)

The leading trade association for the cleaning industry worldwide, ISSA's membership includes more than 5,500 distributor, manufacturer, manufacturer representative, building service contractor, in-house service provider, and associated service members. ISSA offers the industry's largest cleaning shows in conjunction with Amsterdam RAI under the brand name ISSA/INTERCLEAN®, the popular Web site [www.issa.com](http://www.issa.com), educational products, industry standards, periodicals, and legislative and regulatory services.

## Jen/Mar Systems Corp.

**Booth# 786**  
P.O. Box 8726  
Green Bay, WI 54308-8726  
866-567-1991  
Fax: 920-433-0992  
[www.jenmarsystems.com](http://www.jenmarsystems.com)

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717-485-5161  
Fax: 717-485-6417  
[www.JLG.com](http://www.JLG.com)

The LiftPod®, by JLG®, is the first personal and portable platform designed as an alternative to ladders. Powered with any common 18-volt cordless drill and easily transportable, the LiftPod is 25 percent the cost and weight of an entry-level AWP, making it an affordable option for facility managers.

## Kanepi Innovations

**Booth# 183**  
14800 172nd Ave.  
Grand Haven, MI 49417  
616-844-3142  
Fax: 616-846-2144  
[www.kanepiinnovations.com](http://www.kanepiinnovations.com)

Intu! wireless control technology was designed to accommodate large spatial and square footage applications (up to 1 million square feet) allowing companies to control their lighting, HVAC, M2M, and other workspace needs. Designed to reduce energy usage and gain control.

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**Booth# 727**  
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Bucyrus, KS 66013  
913-384-1010  
Fax: 913-384-1010  
[www.kansasasphalt.com](http://www.kansasasphalt.com)

Kansas Asphalt Inc. is a nationwide parking lot maintenance and repair provider. Our clients enjoy personalized attention, 24-hour emergency assistance, and our constant commitment to complete satisfaction.



## Karcher Commercial

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Camas, WA 98607  
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[www.karchercommercial.com](http://www.karchercommercial.com)

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**Booth# 1050**  
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Generators — UPS — load banks. Kelly Generator & Equipment Inc. is a national provider of back-up and prime power systems. We are a tightly coordinated rapid response team, known for the reliability of the generators, load banks and UPS systems we sell, service and rent. We differentiate ourselves from our competitors by being 100 percent focused on power generation.

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Kohler Co. design involves water-efficient low flow 1.5 GPM aerators which are available on a variety of Kohler faucets that save 30 percent more water than conventional 2.2 GPM aerators, as well as touchless Tripoint technology faucets and touchless urinals.

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www.kwalu.com

Kwalu's Virtually Indestructible™ seating, tables, casegoods, and wall protection are innovative, low-maintenance, antimicrobial products created for longevity and lasting appeal. Kwalu designs are backed by 25 years of service excellence with the industry's only 10-year warranty on both construction and finish. Turn to Kwalu, your trusted source for all of your furniture and wall protection needs, www.kwalu.com, 1-877-MY-KWALU.

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www.lt-fp.com

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www.lathem.com

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**Booth# 1475**

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Fax: 212-677-6945  
www.ledwaves.com

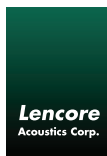
LED\*Waves manufactures and promotes energy efficient, environmentally friendly LED (solid state lighting) products that use less energy. Specializing in custom made, retrofit LED light bulbs.

## LEDdynamics Inc.

**Booth# 1483**

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Randolph, VT 05060  
802-728-4533  
Fax: 802-728-3800  
www.everled.com

LEDdynamics Inc. is a full-service engineering firm specializing in the research and development of LED technologies. With offices and manufacturing facilities in Randolph, VT, LEDdynamics designs, manufactures and distributes the highest quality LED products available. Featuring the EverLED line of LED bulb replacements and fixtures, LEDdynamics makes converting facilities to mercury-free, long lasting, and energy efficient LED technology as easy as changing the bulb!



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**Booth# 770**

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www.lencore.com

Lencore offers a full range of sound masking products including networked, self-contained, decentralized, and remote systems for masking, paging/music and emergency broadcasts. Lencore systems offer in-plenum and direct-field speakers and are designed to fit a variety of site conditions in office, healthcare, financial, government, legal, religious, military and call center environments and are applicable for both open and closed offices, new construction and retrofits.



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Lewellyn Technology is a recognized leader in providing arc flash analysis, electrical safety training and maintenance training to our partners nationwide. Lewellyn insures its clients are in compliance with regulatory requirements and most importantly, that they are operating a safe and efficient workplace. We improve workplace safety and performance.

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www.lightingmaintenance.com

Lighting Maintenance is more than just a lighting company — we are a fully licensed electrical contractor with locations in Baltimore and Gaithersburg Maryland, Springfield and Richmond, Virginia. We provide 24/7 emergency service. Anytime you need us, we are there, and we guaranty your complete satisfaction. We offer design build services, directional drilling, bucket truck and crane service up to 100 feet and so much more.



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www.locksmithledger.com

Locksmith Ledger International has been the industry leader for more than 70 years in bringing unparalleled coverage of crucial industry issues ranging from mechanical locks, hardware installations, electronics and access control for the installer, security professional and integrator.



## LogiSon Acoustic Network

**Booth# 748**

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888-564-4766  
Fax: 610-485-2488  
www.logison.com

Sound masking is a cost-effective method of providing speech privacy and noise control. The LogiSon Acoustic Network is a recognized industry leader with sixteen awards for innovation, performance and ease of use. Small zones allow the masking sound to be customized for each facility, maximizing effectiveness and comfort. Networked control facilitates setup and takes the headaches out of making changes.

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Laminated Technologies  
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## LTI Smart Glass Inc.

**Booth# 1362**  
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Pittsfield, MA 01201  
413-637-5001x100  
Fax: 413-637-5004  
[www.ltisg.com](http://www.ltisg.com)

LTI Smart Glass, a member of LTI Group, is a leading manufacturer of innovative laminated glass and polymer products and a pioneer in the processing and laminating of electrified films. The group is also a leader in offering a full range of high quality security windows — ballistic/blast/containment/etc. with innovations including RF/IR sheltering and one-of-a-kind customization options.



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[www.ludeca.com](http://www.ludeca.com)

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Coopersburg, PA 18036  
610-282-3800  
Fax: 610-282-6437  
[www.lutron.com](http://www.lutron.com)

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## Luvata Grenada LLC (Heatcraft)

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Grenada, MS 38901  
800-225-4328  
Fax: 662-229-4212  
[www.luvata.com/heatcraft](http://www.luvata.com/heatcraft)

Manufacturer of commercial and industrial plate fin coils and tube bundles for the retrofit, plan and spec, and process markets. Custom built and "made to fit" Ten-day lead time for standard replacement coils and tube

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## Lyon Workplace Products

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Oswego, IL 60538  
800-323-0082  
Fax: 800-367-6681  
[www.lyonworkspace.com](http://www.lyonworkspace.com)

Lyon Workspace Products, headquartered in Aurora, IL, is an innovator, manufacturer and marketer of storage systems and workspace products. Since 1901, Lyon has pioneered technologies and system solutions in the product categories of lockers, shelving, storage racking and modular drawer cabinets. Today, Lyon continues its commitment to helping distributors and end-users store and organize their products while maximizing workspace.

## MacroAir Technologies

**Booth# 1175**  
794 S. Allen St.  
San Bernardino, CA 92408  
909-890-2270  
Fax: 909-890-2313  
[www.macro-air.com](http://www.macro-air.com)

MacroAir Technologies are the inventors of energy efficient high volume, low speed HVLS ceiling fans. Big fans create a refreshing cooling effect; well mixed air evens temperatures; fans de-stratify hot air layers. MacroAir has AMCA certified products. We serve manufacturing/production, warehousing/distribution, commercial and agriculture.

## MACTEC Facility Lifecycle Group

**Booth# 215**  
2015 Vaughn Road, Suite 300  
Kennesaw, GA 30144  
770-514-2006  
Fax: 770-514-2009  
[www.mactecflg.com](http://www.mactecflg.com)

MACTEC is a full service facility engineering and life cycle management company committed to helping clients maximize their return on investment. MACTEC uses a decision support software tool called Vertex® to financially optimize our client's capital and operating budgets. Once implemented, our approach to facility asset management will extend facility life and lower operating costs.

## Mainstream Software Inc.

**Booth# 416**  
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Twinsburg, OH 44087  
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Fax: 410-876-5000  
[www.multicorpcleaning.com](http://www.multicorpcleaning.com)

Multicorp Inc. Commercial Cleaning Systems, is one of the largest providers of commercial janitorial services on the East Coast. We are a full service company offering every aspect of exterior and interior janitorial maintenance services. We provide services to large or small commercial buildings, medical facilities, Industrial, manufacturing, retail, schools, airports and entertainment venues. Multicorp specializes in and can provide green cleaning services to your facility.

## Multistack LLC

**Booth# 680**  
1065 Maple Ave.  
Sparta, WI 54656  
608-366-2400  
Fax: 608-366-2450  
[www.multistack.com](http://www.multistack.com)

Multistack manufactures modular chiller systems, both water-cooled and air-cooled, that offer solutions to problems faced by modern facilities managers and technicians. Small footprint, redundancy, future expandability, ASHRAE-15 compliance, low-maintenance, and extreme quietness are a few of the advantages we can offer. Multistack also leads its market segment in dedicated heat recovery chillers, alternate refrigerants and other environmentally friendly solutions.



## MyFacilitiesNet

**Booth# 753**  
2100 W. Florist Ave.  
Milwaukee, WI 53209  
414-228-7701  
Fax: 414-228-1134  
[www.myfacilitiesnet.com](http://www.myfacilitiesnet.com)

MyFacilitiesNet is the only online social networking site for facilities management professionals. It is the hub of the facilities management industry. This community

allows facility professionals to connect with their colleagues, discuss management strategies, share valuable resources and build strong relationships. Membership is free. 4,000+ FM pros are members!



## NAPE (National Association of Power Engineers)

**Booth# 1968**  
8665 Cherry Lane  
Laurel, MD 20707  
800-377-1883

[www.powerengineers.com](http://www.powerengineers.com)

The objectives of NAPE are the advancement of the power engineer in the field of engineering; the promotion of civic consciousness by means of education, legislation and public relations for the protection of life and property; and furtherance of high ethical standards and the creation of a social and fraternal interest among its members.

## National Electrical Manufacturers Association (NEMA)

**Booth# 1470**  
1300 N. 17th St., Suite 1752  
Rosslyn, VA 22209  
703-841-3200  
Fax: 703-841-5900  
[www.nema.org](http://www.nema.org)

NEMA's enLIGHTen America initiative provides information and tools to facility executives about the value of lighting renovation. New technology in lamps, luminaires, ballasts, controls can reduce energy use, save money and create a better working environment in offices, warehouses, factories. Payback on investments is short. Lighting accounts for 40 percent of buildings' electricity use, and most buildings have old systems.

## NCRI - National Catastrophe Restoration Inc.

**Booth# 645**  
8447 E. 35th St. N.  
Wichita, KS 67226  
800-598-6274  
Fax: 316-636-5712  
[www.ncricat.com](http://www.ncricat.com)

Nationwide 24-hour emergency response for clean up and reconstruction services due to water and fire damage, wind and storm damage, HAZMAT/trauma cleanup, emergency roof repairs/temporary roofing, sewer backup, mold remediation, HVAC air duct cleaning and emergency power supply. For more than 38 years, NCRI has been providing ISO 9001 certified services to facilities nationwide. For questions, please call toll free 1-800-598-6274.

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## NEOPERL Inc.

**Booth# 1171**  
171 Mattatuck Heights Road  
Waterbury, CT 06705  
203-756-8891  
Fax: 203-754-5868  
www.neoperl.com

NEOPERL Inc. manufactures and distributes lines of faucet aerators, laminar devices, water saving sprays and adapters offered in convenient packaging (tubes, part kits), offering the most affordable components of a water conservation/green building program for multi-unit housing, commercial or institutional buildings.

## BUILDING OPERATING MANAGEMENT'S NFMT

## NO NFMT

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Milwaukee, WI 53209  
414-228-7701  
Fax: 414-228-1134  
www.nfmt.com

Your show host. The NFMT booth is open during exhibit hours for all attendee needs/requests.

## No Fly Zone Inc.

**Booth# 1045**  
1 Steven Ave.  
Tinton Falls, NJ 07724  
732-219-0688  
Fax: 732-219-0677  
www.noflyzoneinc.com

No Fly Zone Inc. has been providing bird exclusion, control and deterrent services for more than 20 years using the highest quality products and employing the finest technical planners and installers. Due to our many years of experience, NFZ can offer competitive prices without compromising integrity and/or quality. No Fly Zone Inc. is an authorized installer nationwide. Call today for your free site inspection.

## North American Salt Co.

**Booth# 482**  
9900 W. 109th St., Suite 600  
Overland Park, KS 66210  
913-344-9100  
Fax: 913-344-9314  
www.nasalt.com

North America Salt Company, a Compass Minerals company, manufactures a complete line of snow and ice melter products for commercial, institutional and residential use. Brand name of Safe Step® Pro Series. Nationally distributed in a variety of packages and sizes.

## NOTIFIER® by Honeywell

## NOTIFIER

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Northford, CT 06472  
203-484-7161  
Fax: 203-484-1215  
www.notifier.com

For more than 50 years, NOTIFIER has been a leader in the fire alarm industry. Today, we are the largest manufacturer of engineered fire alarm systems with more than 400 distributors worldwide, and regional support operations on every continent to ensure we provide the flexibility and options your needs. NOTIFIER — Leaders in Life, Safety, Technology.

## Oasis International

**Booth# 1183**  
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Columbus, OH 43235  
614-861-1350  
Fax: 614-322-4557  
www.oasiscoolers.com

Oasis International offers a complete line of water coolers, drinking fountains and water filtration. Oasis is committed to the highest standards of quality products and remains the worldwide leader of water cooler products since 1910. The Oasis pressure cooler line is designed around the needs of our customers, including ADA guidelines, NSF standards and LEED accreditation.

## ONICON Inc.

**Booth# 1282**  
1500 N. Belcher Road  
Clearwater, FL 33765  
727-447-6140  
Fax: 727-442-5699  
www.onicon.com

ONICON Inc. manufactures highly accurate water flow meters and BTU meters for chilled water, hot water, condenser water and steam systems. They are ideally suited for campus and central energy plant applications. Retrofit kits are available for installation without shutdown. BTU meters are compatible with BACnet, LONworks, MODBUS, JCI-N2 Metasys and Siemens-P1 Apogee networks.

## Optimum Energy

**Booth# 853**  
411 First Avenue S., Suite 620  
Seattle, WA 98104  
877-809-4822  
Fax: 888-221-0568  
www.optimumenergyHVAC.com

Optimum Energy's OptimumHVAC software reduces energy consumption in commercial building heating, ventilating and air conditioning (HVAC) systems by up to 60 percent, helping building owners save money and the environment. OptimumHVAC also provides secure, Web-based measurement and verification of HVAC performance to ensure savings continue the life of the plant.



## Optimum Lighting LLC

**Booth# 560**  
500-C Alexander Ave.  
Henderson, NC 27536  
800-541-9082  
Fax: 888-214-7667  
www.optimumlighting.com

Optimum Lighting is a fixture manufacturer designing state-of-the-art lighting fixtures using the newest fluorescent lighting technologies for a broad range of applications including: retail, distribution, warehousing, retrofits, HID replacements and fluorescent conversions. Optimum Lighting concentrates on the integration of materials and technology, customizing our product to meet customer's individual lighting needs while offering highly energy efficient solutions and maximizing energy savings.

## Orr Protection Systems Inc.

**Booth# 647**  
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Fax: 502-244-4554  
www.orrprotection.com

Orr Provides fire protection systems and related services for mission-critical needs in business, utility and industrial applications including data centers and telecommunications sites. High-sensitivity fire detection, clean agent and watermist fire suppression and integrated controls. Orr provides inspection, testing and maintenance at more than 10,000 sites nationwide. Ask about NetSITE® and NetREPORT®, our Internet-based information and service management systems.



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www.overly.com

For more than 50 years, Overly Door Co. has

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Owens Corning continues to deliver innovative products like pipe insulation with Evolution™ Paper-Free ASJ. It's 3X tougher\* than standard ASJ, so it resists abuse better and maintains a superior finished appearance. And because it's paper-free, it's impervious to mold and moisture. For more information, visit www.evolutionpaperfree.com or call 1-800-GET-PINK™. \*Based on burst strength (ASTM D 774) and puncture resistance.



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856-303-8802  
Fax: 856-303-8803  
www.pacorinc.com

Pacor Inc. and its subsidiary LIT Industries Inc., offer state-of-the-art fabricating capabilities for most all types of industrial insulation, including fiberglass, aerogels, foam, and ceramics. In addition, we offer RapidWrap Removable Insulation Covers, The Noise Police acoustical products, standard length aerogel insulation and UltraGard pre-cut aerogel pipe wrap.

## Parkland Plastics

**Booth# 231**  
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800-835-4110  
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Looking for 100-percent waterproof panels that won't grow mold or mildew? We will be showcasing the following sustainable building materials: Duro-Lux Tile decorative wall paneling (New); PolyMAX Wainscot plank paneling (New, improved); and SpectraTile stainless ceiling tiles (No more replacements). Want to save the environment and build green? PLAS-TEX is an extremely durable solid plastic panel, great for wall-covering applications of all types.



# EXHIBITOR PROFILES

## PBI Restoration Resources

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Timonium, MD 21093  
888-724-7363  
Fax: 410-453-9002  
[www.pbirestores.com](http://www.pbirestores.com)

PBI Restoration Resources is a 24-hour emergency recovery and restoration company. Services include damage caused by fire, flood, wind, tornado, hurricane or other disasters. From small jobs to large jobs, from commercial to residential PBI can handle: building reconstruction, water extraction, structural drying, hazmat cleaning, bio-hazards, document restoration, electronics/data restoration and mold remediation. Serving the Mid-Atlantic Region.



## COMMERCIAL

### Pella Windows & Doors

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Pella, IA 50219  
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[www.pellacommercial.com](http://www.pellacommercial.com)

Founded in 1925, Pella Corporation offers aluminum-clad wood, wood, fiberglass, and vinyl windows and doors at varying price points to meet the performance and budgetary requirements of virtually any commercial, institutional or multi-family project. Products are appropriate for both new construction and renovation projects. Please stop by to talk with us about window replacement solutions for your buildings.

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[www.pepcoenergy.com](http://www.pepcoenergy.com)

Pepco Energy Services, Inc., a wholly owned subsidiary of Pepco Holdings Inc., (NYSE: POM), provides commercial, institutional, government and industrial customers with competitive electricity and natural gas supply, and energy efficiency services. Pepco Energy Services generates more than \$2 billion in annual revenues.

### Petersen Mfg. Co. Inc.

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Philips Lighting Electronics N.A., based in Rosemont, Ill., offers a full line of Philips Advance branded ballasts for fluorescent, HID, and LED drivers to the market's broad range of lighting fixture manufacturers and electrical distributors. For more information on Philips Lighting Electronics, visit our Web site at [www.philips.com/advance](http://www.philips.com/advance). Philips Lighting Electronics N.A. is a division of Philips Electronics North America.

### Philips Lighting North America

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200 Franklin Square Drive  
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At Philips, we believe sustainable development is imperative. It is our way of doing business, an investment that will create value and secure the future. Philips Lighting North America, which includes Philips Lighting Company and Advance, offers a full line of sustainable lighting solutions including 'Green Flagship' and environmentally-friendly lamps and ballasts for the broad range of commercial, retail, and residential users.

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Lorton, VA 22079  
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[www.pioneerroofing.com](http://www.pioneerroofing.com)

Experts in Energy-Star roofing including coatings, thermoplastics, metal, green, and solar, Pioneer has been serving the Washington D.C. metropolitan area since 1978. Pioneer can provide roof evaluations, repair and replacement estimates, and maintenance services. Well-known companies such as Robinson Terminal, Vornado, Kaiser Permanente, MWAA, and many private and public school systems count on Pioneer for their commercial roofing replacements and repairs.

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Planon is a global software provider of Integrated Workplace Management Solutions (IWMS), enabling organizations to cut costs and add value by centralizing and automating all their real estate and facilities manage-

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### Polyglass U.S.A. Inc.

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Potter Electric Signal Co. LLC., in business for more than a century, produces fire sprinkler monitoring systems, electronic fire systems, and vault and safe security systems. Since 2004, Potter has also been producing all AM-SECO branded products including magnetic contacts, door announcers/people counters, hold-up buttons, mass notification appliances and transformers.



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888-PPG-IDEA  
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Fax: 203-949-1249  
[www.practicalcales.com](http://www.practicalcales.com)

Comprehensive lighting retrofit energy service company, specializing in the design, engineering, facility monitoring and installation of lighting control systems.

### Precision Doors & Hardware

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Fax: 703-461-3431  
[www.pdoor.com](http://www.pdoor.com)

Precision Doors & Hardware is a full-service distributor of commercial doors, frames and hardware serving the Mid-Atlantic region. We also provide and install bathroom partitions, accessories, automatic operators and specialty doors such as STC doors and high abuse doors. We not only provide products but can install, service and maintain the openings in your existing facility.

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[www.prolinkhq.com](http://www.prolinkhq.com)

Pro-Link, a national janitorial supply and service organization, offering high-quality products and services including: national field support, troubleshooting, training, centralized procurement and invoicing, online ordering and budget control reporting. Focused programs are offered for green cleaning and for BSCs (from newsletters on common business issues to items that simplify operations).

### ProCoat Products Inc.

**Booth# 1274**  
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Holbrook, MA 02343  
781-767-2270  
Fax: 781-767-2271  
[www.procoat.com](http://www.procoat.com)

ProCoat, a USGBC member, manufactures a premium acoustical coating used to resurface ceilings during renovations/remodels, an alternative to painting/replacing. This enables the user to obtain a like-new appearance at half the cost of replacement, without

# EXHIBITOR PROFILES

compromising acoustics, aesthetics, fire rating, the environment, or accessibility of the ceiling. Ceiling maintenance products are also available and a coating to resurface FRP, laminated surfaces, etc.

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Newark, DE 19713  
302-455-9733  
Fax: 302-454-9021  
www.ptmmanufacturing.com

Manufacturer of energy efficient technology for the HVAC industry. Current products include Techna-Duc, an energy efficient exterior insulation system that reduces energy consumption by as much as 30 percent, protected by a 20-year warranty. And KoolDuct; a closed cell ducting system that reduces energy consumption by as much as 30 percent by eliminating leakage and improving thermal efficiency.

## Que Centre

**Booth# 1774**  
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585-697-2810  
Fax: 585-697-7588  
www.quecentre.com

Web-based facility maintenance management system (work order, preventive maintenance, events scheduling and inventory control) that is intuitive, adaptable and can be tailored to the customers specific needs. Que Centre will improve productivity, accountability and sustainability of assets.

## Quest Construction Products

**Booth# 370**  
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843-745-9600  
Fax: 843-745-9602  
www.questconstructionproducts.com  
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877-753-6486  
Fax: 540-344-5316  
www.rkeng.com

R&K Engineering is a recognized leader in real property accountability and asset management. Specializing in facility portfolio management, customizable software applications and leveraging the latest technology in mobile CAD survey solutions and spatial technologies, we can provide you with the tools necessary to help you get the most out of your facilities.

## Rawal Devices Inc.

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www.rawal.com

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## RCI Technologies East

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Fax: 301-638-9530  
www.rcipurifier.net

RCI Technologies fuel purification products remove water, algae, sludge and solids from fuel without using any filter elements. We have teamed with PetroScrub and Total Environmental Concepts Inc. to provide a complete array of documented services from tank installation, fuel maintenance, lab tests, fuel and tank cleaning. These services are available for all facilities, including federal, state, municipal governments and all commercial, industrial and residential projects.

## RCx Building Diagnostics

**Booth# 1387**  
210 5th St.  
Charleroi, PA 15022  
866-382-8628  
Fax: 724-310-1010  
www.rcxbd.com

RCx provides independent, third party services to commercial building owners, giving them the tools, knowledge and expertise necessary to maximize the level of environmental performance possible within their current design and resource constraints. Through energy audits, retrocommissioning, and certification assistance, building owners and operators are able to make their existing buildings sustainable and efficient, while gaining recognition for their efforts.

## RectorSeal Corp.

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800-231-3345  
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## Regional Chimney Supply LLC

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Fax: 301-740-3489  
www.regionalchimneysupply.com

We stock all things chimney: chimney liner, factory built chimney, B vent and L vent and plenty more besides (caps, dampers etc.). We'll help you figure out what you need if you need that help. We ship UPS or freight every day.



## Reliable Controls Corp.

**Booth# 668**  
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250-475-2036  
Fax: 250-475-2096  
www.reliablecontrols.com

Reliable Controls Corporation is a privately held corporation that designs, develops, and manufactures Internet-connected building controls. The products are used to monitor and control the efficient operation of mechanical and electrical equipment found in every kind of building. The company was founded in 1986, and has grown steadily as a high-tech manufacturer, providing energy management solutions for green buildings.

## Reliable Rolloff LLC

**Booth# 1386**  
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Fax: 410-391-8729  
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## Reuter Hanney

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Fax: 410-297-9984  
www.reuterhanney.com

Reuter Hanney is a NETA certified company providing electrical testing and maintenance; infrared scans to engineering studies; cables to circuit breakers; motor control centers to transformers. Our expertise is utilized for acceptance testing of new projects and installations, maintenance and troubleshooting of existing systems. Performing engineering studies including arc flash analysis. Our goal: limit costly downtime at your facility.

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**Booth# 828**  
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St. Louis, OH 63108  
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www.roofchek.net

Roofchek provides accountability for solving roof problems, designing roofing and fall protection systems, inspecting roof construction applications, conducting pre-purchase inspections, and investigating roof leaks. For nearly 20 years, Roofchek has provided property owners and facility managers with quality service, unequaled in the industry, with significant returns on investment.

## RoofMart International (RMI)

**Booth# 1068**  
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Chapman, KS 67431  
877-821-0234  
Fax: 321-821-0234  
www.roofrmi.com

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Fax: 734-665-2214  
www.rosedaleproducts.com

Manufacturer of liquid filtration products removing unwanted suspended solids and tramp oils. A comprehensive line that includes bag, cartridge and strainer housings for flows to 10,000 GPM. Bag and cartridge filtration ratings range from 0.5 micron absolute to 800 micron. Other equipment includes separators, automatic backwashing systems, portable filter carts, plastic housings and more.

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## Rubbermaid Commercial Products

**Booth# 345**  
3124 Valley Ave.  
Winchester, VA 22601  
540-667-8700  
Fax: 540-542-8098  
[www.rcpworksmarter.com](http://www.rcpworksmarter.com)

Rubbermaid Commercial Products is a manufacturer of innovative, solution-based products for commercial and institutional markets worldwide. Since 1968, RCP has pioneered technologies and system solutions in the categories of food services, sanitary maintenance, waste handling, material transport, and safety products. RCP, an ISO 9001:2000 manufacturer, is part of Newell Rubbermaid's global portfolio of brands and continues to develop innovative products.



## Russelectric Inc.

**Booth# 268**  
South Shore Park  
Hingham, MA 02043  
781-749-6000  
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[www.russelectric.com](http://www.russelectric.com)

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Fax: 703-335-9660  
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888-SANUVOX  
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[www.steril-aire-usa.com](http://www.steril-aire-usa.com)

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TEMP-AIR® is America's leading provider of temporary, portable heating, cooling, dehumidifying and air filtration rental services. With 12 locations throughout the U.S., service is available 24/7/365, nationwide. Featuring the durable and efficient TOPAZ portable air conditioners, available in one to five ton sizes. GSA Contract #GS-07F-9202S.



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Terracon is an employee-owned consulting engineering firm providing geotechnical, environmental, construction materials and facilities services from more than 100 offices nationwide with a staff of more than 2,700 employees. Terracon currently ranks 46th on *Engineering News Record's* list of Top 500 Design Firms in the nation.



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2001



2002



2003



2004



2005



2006



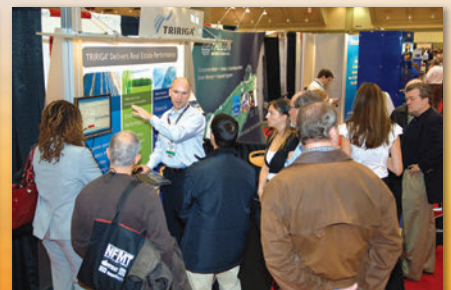
2007



2008



2009



# SHOW BUSINESS

## 'INFORMATION CENTRAL' WHILE YOU'RE AT THE SHOW: BOOTH #753

Your NFMT show host is located in booth #753. Visit us during exhibit hours for all your show needs:

- Additional Show Directories
- Copies of *Building Operating Management* and *Maintenance Solutions* magazines
- Alumnus Pins
- Contract a member of the NFMT, *Building Operating Management*, or *Maintenance Solutions* staff
- Schedule business meetings with various staff members

## ALUMNI PIN CASH GIVEAWAY

Pick up your Alumni pin at booth #753. A few lucky attendees found wearing the pin by the "Alumni Patrol" will win \$50 cash on the spot. Make sure to wear your NFMT Alumni pin whenever you are browsing the exhibit hall.



## OPENING NIGHT PARTY

Relax and celebrate 10 years of NFMT at the Opening Night Party sponsored by Georgia Pacific and myFacilitiesNet.com. Enjoy networking and free refreshments as we kick off NFMT 2010. Join us from 4:00 to 5:00 p.m. in the Pratt Street Lobby.



## NFMT COMPLIMENTARY COAT CHECK

A complimentary coat and luggage check courtesy of the Facilities Professional Leadership Series is located near registration in the Pratt Street Lobby.

Coat Check hours:

- Tuesday, March 16 ..... 7:00 a.m. – 5:30 p.m.
- Wednesday, March 17 ..... 7:00 a.m. – 8:00 p.m.
- Thursday, March 18 ..... 7:00 a.m. – 4:30 p.m.

## ATTENDEE LUNCH COUPONS

*Redeemable at the NFMT Café*

A special \$5 lunch discount coupon, courtesy of the Facilities Professional Leadership Series can be found in your tote bag. It works just like a \$5.00 bill. The lunch discount coupon is redeemable at the NFMT Café, located in the exhibit hall during exhibit hours.



## CYBER CENTERS

NFMT provides three Cyber Centers – sponsored by FacilityZone.com – where you can send and check e-mail during exhibit hours. Find the Cyber Center nearest you on the Exhibit Hall Map on pages 58 & 59.

## CONVENTION CENTER BUSINESS SERVICES

Business Center services include photocopying, faxing, shipping (hand-carry items only) Internet access and more. Located in the Pratt Street Lobby behind registration.



## NFMT PRESS ROOM

Members of the media can find press kits and product information from participating NFMT exhibitors in Room 333.

Press room hours:

- Tuesday, March 16 ..... 8 a.m. – 11:50 a.m.
- Wednesday, March 17 ..... 7:45 a.m. – 10:50 a.m.; 3:00 – 5:00 p.m.
- Thursday, March 18 ..... 9:00 a.m. – 10:50 a.m.; 2:00 – 4:00 p.m.

## GRAND PRIZE — YOU COULD WIN \$1,000! WE'RE GIVING AWAY CASH EACH DAY OF NFMT

Each day at NFMT, we will be awarding a cash prize of \$1,000. The Grand Prize is co-sponsored by UGL Unico and *Building Operating Management* magazine. Be sure to enter your ballot (found in your tote bag) at the UGL Unico booth, #653 for your chance to win. The drawing will be held in the Exhibit Hall on Tuesday at 3:45, Wednesday at 2:45 and Thursday at 2:45.

You must be present to win. Good luck!











# Excellence in Life Safety

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Gamewell-FCI invented the first commercial fire alarm system over 150 years ago. Today, we continue to develop the most innovative technologies to protect lives and property. Our mission? To provide you with the best fire alarm and mass notification solutions for today's ever-changing world.

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**NFMT Booth #761**



## There can be only one #1

### Frost & Sullivan honors ASCO with the “2009 North American Transfer Switch Company of the Year Award” for best practices

Frost & Sullivan, the global business research and consulting services company, has singled out ASCO Power Technologies for its “pioneering power transfer technology that serves as the industry’s benchmark.”

“ASCO is a global leader in developing custom-engineered power transfer solutions for prime, emergency, legally required standby, and optional power systems,” Frost & Sullivan said. “ASCO provides customers with a well-balanced package of world-class Technology, Support, and Field Service.” This is the third consecutive time that Frost & Sullivan has honored ASCO.

#### ASCO Power Switching & Controls

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NFMT Booth #151