



BUILDING OPERATING MANAGEMENT'S

# NFMT<sup>®</sup>ORLANDO

## 2017 DIRECTORY

SCHEDULE 8 • SESSIONS 12 • EXHIBITORS 24 • MAPS 38

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## SCHEDULE

### Tuesday

8:00 – 10:50 a.m. ....	Conference Sessions
11:00 a.m. – 3:00 p.m. ....	Expo Hall Open
2:00 – 3:00 p.m. ....	Networking Party
2:45 p.m. ....	\$1,000 Prize Drawing
3:10 – 5:00 p.m. ....	Conference Sessions

### Wednesday

8:00 – 10:50 a.m. ....	Conference Sessions
11:00 a.m. – 2:00 p.m. ....	Expo Hall Open
1:45 p.m. ....	\$1,000 Prize Drawing
2:10 – 4:00 p.m. ....	Conference Sessions

## WELCOME

Welcome to NFMT Orlando 2017!

We are thrilled to be hosting the 2nd NFMT Orlando conference and expo. We couldn't wait to come back after such a successful launch in 2015.

As always, this event is designed with you in mind. Tuesday morning kicks off with FM powerhouse Teena Shouse highlighting why facility managers are essential to organizations and discussing strategies to demonstrate your worth to the C-Suite.



From there we are off and running with over 50 educational sessions for you to choose from. Whether you are looking for information on new technologies, interested in learning about a new leadership approach, or need to review compliance issues, we have you covered. I recommend taking a few minutes to read the session descriptions (they start on page 12) to create your roadmap for the next two days. And if you find a session you like but didn't choose it when you registered, have no fear! At NFMT Orlando you can select any session on the fly.

What's more, NFMT Orlando's learning opportunities aren't limited to the conference rooms. Get valuable, immediate hands-on training when you spend time in the Expo Hall. With over 150 top industry suppliers, you can identify a variety of solutions with leading experts and suppliers. Join us at the QuickFire Theater in the expo hall for bite-size education every 30 minutes. We provide the treats!

Throughout the event, we're celebrating the achievements and excellence of Facilities Managers like you. Tuesday, we're buying the drinks at the opening Networking Reception in the Expo Hall at 2:00 p.m. Discussion (and drinks) continues to flow at our annual Women in Facilities Management Roundtable and Reception Tuesday afternoon – all are welcome to join; learn more on page 17. Finally make sure to be present in the Expo during the daily \$1,000 cash prize drawing for your chance to take home more than some serious FM knowledge.

Our goal at NFMT Orlando is to help make Better Facilities and a Better You! Please let us know how we did.

*Amy Brown*

Amy Brown  
 Director of Education, Conferencing and Membership  
 NFMT Orlando  
 Amy.brown@tradepress.com

# SPONSORS

## Thank you to our Sponsors

### PLATINUM:



#### Lewellyn Technology

Sponsor of the Daily Cash Prize Drawing

Booth #1212

As an industry leader in electrical safety services and combustible dust services, we're proud of our knowledgeable team of engineers, experts, and technicians who are consistently on the leading edge of changing issues and standards across the diverse sectors we serve.



#### ReRoof USA

Sponsor of the Badge Holders

Booth #1325

ReRoof USA offers design, manufacture and install custom metal roof systems for replacement and retrofit applications.



#### ProFM Credential Program

Sponsor of the Networking Party & General Session

Booth #400

Coming in 2018, ProFM is a training program designed to elevate and unite the global FM profession. ProFM delivers the leading edge knowledge, skills and competencies required of today's facility managers. Discover how the FM community is coming together to build a better future. [www.ProFMi.org](http://www.ProFMi.org)

### GOLD:



#### New Pig Corporation Booth #1312

Sponsor of Audio Visual

#### CONNECTRAC

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#### Connectrac Booth #1006

Sponsor of Charging Stations

### SILVER:



#### BACnet International Booth #1012

Sponsor of the Lunch Coupons



#### Schneider Electric Booth #1100

Sponsor of the Exhibitor Locator



#### Sodexo Booth #1219

Sponsor of Women in Facilities Management

### EVENT PARTNERS:



#### AFE Suncoast Chapter 81

Booth #603



#### ASHRAE Central Florida



#### CXEnergy Conference & Expo

Booth #818



#### Florida CCIM Chapter

Booth #406



#### USGBC Florida, Central Florida Region

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#1312!



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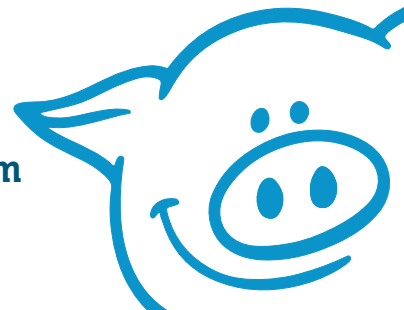
Rental rugs sliding all over the place? Trips and falls are waiting to happen. We've got a whole **NEW** solution to share with you. One that never shifts, ripples or flips over.

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# QUICKFIRE SESSIONS

Join us in booth #1125 on the expo hall floor Tuesday and Wednesday for quick, 20-minute educational sessions sponsored by our knowledgeable exhibitors.

Tuesday, November 14

**11:30 – 11:50 a.m.**



## RapidRH: Helping to Ensure Lasting Floor Finishes

Testing for moisture in a concrete slab, prior to flooring finish installation, is critical to ensure the finishes longevity. Whether new or old concrete; slabs on grade or elevated; all slabs should be tested to lessen the potential losses associated with premature flooring replacement. This program is intended to help you understand some of the common sources of concrete moisture and how to properly test for the moisture prior to, or after, flooring installations.

**12:00 – 12:20 p.m.**



## Innovating Maintenance and Testing Technologies for Emergency Lighting

The US Life Safety Code obligates building owners/managers, in relation to Emergency lighting and Exit signs, to ensure the safe evacuation of occupants in an emergency. Complying with Safety Code requirements can be very expensive and labor intensive, especially in large building where testing requires many labor hours spent manually inspecting every emergency light. However computerized monitoring system has been designed to enable maintenance personnel to easily maintain the emergency lighting system without having to walk through the building.

**12:30 – 12:50 p.m.**



## Infrared Thermography: Reducing Costs & Liability in Your Facility

This short presentation discusses the importance and value of using infrared in facilities management. From building commissioning to the day-to-day management of electrical assets, mechanical systems and the general thermal performance of the building itself. We briefly discuss what thermography is then share some details in how infrared reduces many of the unexpected outages and improve the comfort of workers experienced in the normal day-to-day life of our facilities.

**1:00 – 1:20 p.m.**



## LiNC Testing & Inspections—Got Risk? View, Track & Manage Nationwide Your Inspection Reports in Seconds!

VFS Fire & Security Services is proud to be the driver of innovation in our industry. Our testing and inspections program called LiNC, was developed to service clients that have fire protection systems in multiple facilities nationwide. LiNC keeps it simple and makes it effortless for our clients to View, Track, Download & Print any inspection report 24/7, 365 from anywhere. You will know the condition of every facility across the county in seconds!

**1:30 - 1:50 p.m.**



## Emergency Preparedness for Mobile Facilities Leaders

Picture this: A natural disaster happens. You have to search rolls of papers in a basement for the floor plans for first responders. Can you access your information within 10 seconds? The damage a disaster causes is a direct result of how fast you can respond. Learn how to organize your facilities documents into a cloud-based solution is a game-changer to your teams' efficiency, productivity, and ability to keep people safe.

**2:00 – 2:20 p.m.**



## Turning Data into Actions and Better Business Decisions

The great advantage of a smart facility is the ability to utilize cutting edge technology to manage and control building systems centrally and remotely as well as automate systems in tandem to optimize building operations. It allows vast amounts of building data to be analyzed, normalized and prioritized to provide data-driven decisions that keep building systems operating at peak performance and maximize the life span of a building. Join us while Jeremy McCullough provides insight on this topic.

Wednesday, November 15

**11:30 – 11:50 a.m.**



**5 Hottest Trends in CMMS**

The world of CMMS is constantly evolving in order to meet and exceed the increasing demands of facilities maintenance professionals. Persistent research, development and innovation aids in delivering software that improves your return on assets and drives profits to the bottom line. During this session, Greg Perry, CRL, Senior Consultant at eMaint, will give insights on the top trends in CMMS including regulatory compliance, mobile usage, the Internet of Things (IoT) and more.

**12:00 – 12:20 p.m.**



**Maintenance Management Software and the Internet of Things**

Join us as we discuss the past, present and future of Maintenance Management Software. We will demonstrate how SOMAX uses the Internet of Things to capture real-time actionable information from your facilities and integrates that information into your Maintenance Management Software. By consuming this data into your maintenance management software, you can continuously monitor your assets and equipment, eliminate unnecessary PM inspections, and create actionable information that is delivered instantly to technicians via mobile devices.

**12:30 – 12:50 p.m.**



**Condition Monitoring with Thermal Imaging Sensor to Enhance Your Reliability Program**

Adding predictive measurement modalities like Thermal Imaging to your reliability program allows you to have a proactive rather than reactive response to potential breakdowns, problems that could lead to failures. Remote Monitoring solution with Thermal Imaging sensors can capture Infrared images of your equipment, reduce downtime, optimize labor spend and improve ROI. This session will provide an understanding of Real-time remote monitoring of heat patterns, Portable Thermal Imaging sensor, Alarms generated when limits are exceeded.

**1:00 – 1:20 p.m.**

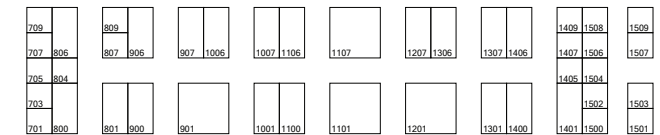
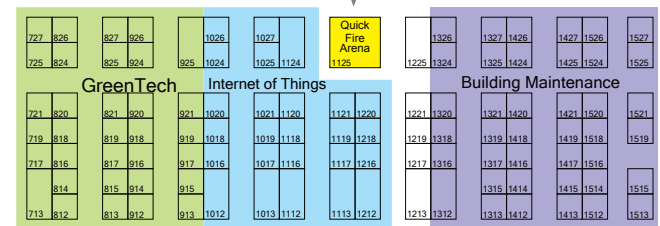


**Facilities Management and Maintenance: The Challenges, the Research and the Solution**

Rebecca Smith, offers the results of her doctoral research on facilities management and maintenance; the challenges, their cause and proposed solutions to support successful programs moving forward. Excessive deferred maintenance can lead to a higher cost of building ownership, a shorter useful life of the property and increased exposure to liability. Despite these negative impacts, deferring maintenance continues to plague our industry. Learn more about the results of industry research, best practices and proposed solutions moving forward.

**Expo Hall Floor Plan**

Quick Fire Arena Booth #1125



Entrance

# SHOW HIGHLIGHTS

## Tuesday, November 14

**8:00 am**

### GENERAL SESSION

**You are valuable...believe it and share it!**

Room: 331 A

Sponsored by: 

Join Teena Shouse for an inspiring discussion that focuses on you! Why do you love facility management? Do you really understand the value that you bring to your organization? How do you build value proposition? Take this time for an introspective look and walk away knowing and believing in your value. For full details see page 12.

**2:45 pm**

### \$1,000 Daily Cash Prize Drawing

Expo Hall - Main Stage

Sponsored by: 

Each day at NFMT Orlando we will be awarding a cash prize of \$1,000. Complete the ballot found in your tote bag and drop it in the ballot box at the Lewellyn Technology booth #1212 for your chance to win. Daily drawings will be held in the Expo Hall.

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

### Networking Party

Expo Hall

Sponsored by: 

We are celebrating you! Join us in the expo hall for food and drink, along with great networking opportunities with attendees and exhibitors alike. Chat with your peers, meet new people and hand out a few business cards while enjoying the party.

**4:10 - 6:30 pm**

### Women in Facilities Management Panel and Reception

Sunburst Room

Sponsored by: 

Join several highly accomplished panelists as they guide a discussion through major issues and trends affecting females in the facilities management industry. They will also rely heavily on participation from the audience to express as many opinions and viewpoints as possible. Topics may include work/life balance, career advancement, managing subordinates and more. Anyone is welcome to join us for this discussion. Following the session please join us for a networking reception.

## Wednesday, November 15

**8:00 - 10:50 am**

### Concurrent Educational Opportunities

With over 20 educational sessions to choose from this morning learning will be the top priority.

**9:00 am**

### Achieving Excellence in Facilities Projects

Room: 230 A

Here's your chance to learn secrets from masterful maintenance and engineering departments from across the country. Facility Maintenance Decisions Achievement Awards winners offer insights into their successful projects and discuss lessons learned on how to start and finish a job with positive results. Audience members are encouraged to ask questions of the panelists during the highly interactive session. For full details see page 18.

**1:45 pm**

### \$1,000 Daily Cash Prize Drawing

Expo Hall - Main Stage

Sponsored by: 

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## Both Days

### VIP Pin Program

Expo Hall

**Wear Your Pin For a Chance To Win \$50!**

**\$50 cash giveaways every half hour in the exhibit hall.**

When you check in at Registration for your attendee badge, you'll receive an NFMT pin. Wear your pin in the exhibit hall and you could win \$50 cash on the spot on Tuesday and \$100 on Wednesday. The Undercover Prize Team will select winners at random.



### Lunch is on Us!

Expo Hall

Sponsored by: 

You don't have to go far to get a quick bite to eat plus BAC net International is helping defray the cost with a lunch coupon. The coupon is only redeemable at the food station inside the exhibit hall.

### Social Media

#NFMTOrlando17

Use the hashtag to stay connected at NFMT Orlando and beyond. We love seeing your pictures, feedback and aha moments! Go to [NFMT.com/Orlando](http://NFMT.com/Orlando) to get connected via Facebook, Twitter, LinkedIn and YouTube.







# There's no limit to how far a Sodexo career can take you.

It's true. Facilities Management careers are challenging. But you're up to the challenge. In fact, you thrive on it.

Bring us your drive and dedication and we'll give you the training, support and opportunities for growth that you've been searching for.

Sodexo is proud to sponsor the Women in Facilities Management Roundtable and Reception on Tuesday, November 14.

*Panel Discussion: 4:10-5:30 p.m.*

*Cocktail Reception: 5:30-6:30 p.m.*

*Sunburst Room, 2nd Level*

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at <http://bit.ly/NFMT2017>

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# SESSIONS AT A GLANCE

## TUESDAY

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

Session Room# Title

T1.331A 331 A You are valuable....believe it and share it!

Sponsored by: 

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

T2.23A 230 A Communication: How to Become a Better Leader and Mentor in the Work Place

T2.23B 230 B Energy Savings Report Card: 6 Criteria to Evaluate Energy Efficiency Projects

T2.23C 230 C The Future of Lighting

T2.23D 230 D Innovative Workplaces and WELL Certification

T2.24A 240 A Building a Complete Electrical Safety Program with NFPA 70E

T2.24B 240 B BACnet 101

T2.24C 240 C Implementing Maintenance Planning and Scheduling

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

T3.23A 230 A Change Management in Facilities Management

T3.23B 230 B IoT-Enabled Energy Optimization & Demand Response: University of South Florida Case Study

T3.23C 230 C How Machine Learning Is Transforming the Facilities Management Industry

T3.23D 230 D Environmental Health for Sustainable LEED Green Buildings

T3.24A 240 A Fire Alarm System Basics: Operation and Common Problems

T3.24B 240 B HVAC 101: Chillers and VFDs and BACnet—Oh My!

T3.24C 240 C Industry Trends Influencing Aerial Lift Product Design

11:00 a.m. – 3:00 p.m. Exhibit Hall Open

### 11:30 a.m. – 2:20 p.m.

QuickFire Session in Expo Hall Booth #1125

11:30 a.m. RapidRH: Helping to Ensure Lasting Floor Finishes

12:00 p.m. Innovating Maintenance and Testing Technologies for Emergency Lighting

12:30 p.m. Infrared Thermography: Reducing Costs & Liability in Your Facility

1:00 p.m. LiNC Testing & Inspections - Got Risk? View, Track & Manage Nationwide Your Inspection Reports in Seconds!

1:30 p.m. Emergency Preparedness for Mobile Facilities Leaders

2:00 p.m. Turning Data into Actions and Better Business Decisions

### 2:00 – 3:00 p.m. Networking Party

Sponsored by 

### 2:45 p.m. \$1,000 Daily Drawing

Sponsored by 

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

T4.23A 230 A Balanced Strategic Facility Planning: A Proven Integral Method that Earns Multi Stakeholder Buy-in

T4.23B 230 B Using Big Data to Optimize Real Estate Use

T4.23C 230 C Improving Portfolio Performance with Enterprise GIS

T4.24A 240 A In Emergency Response, Great Plans Are a Smart Thing; Training Is Everything!

T4.24B 240 B Interfacing Elevators and Escalators with BACnet: The Time is NOW

T4.24C 240 C CYA: Covering Your ADA / Toilet Rooms

### 4:10 - 5:00 p.m.

T5.23A 230 A Digging Out of a Deferred Maintenance with a Capital Reinvestment Plan

T5.23B 230 B Future of Engineering Technology and Disruption in the Maintenance Industry

T5.23C 230 C Leak Detection in Today's Intelligent Building

T5.23D 230 D A Life Cycle Guide to Performance-Based Contracting for Services

T5.24C 240 C Elevator 101: Construction, Service and Modernization

### 4:10 - 6:30 p.m.

T5.WFM 340 A Women in Facilities Management Roundtable & Reception

Sponsored by: 

# WEDNESDAY

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

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Session Room# Title

- W1.23A 230A Define, Design, Develop & Deliver A High Value Driven RFP
- W1.23B 230 B Retro-Commissioning Programs: How to Capture, Engage, and Retain an Expanded Audience
- W1.23C 230 C Emerging Technologies—Are You Ready?
- W1.23D 230 D How Do You Build a Strong Workplace Safety and Health Program

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

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- W2.23A 230 A Achieving Excellence in Facilities Projects
- W2.23B 230 B Justify Your Energy Efficiency Projects - Energy Savings, Incentives and Tax
- W2.23C 230 C Modern Buildings - The Convergence of Physical and Digital Security, Smart Technologies and FM
- W2.23D 230 D Common OSHA Violations for Facility Managers (And How to Avoid Them!)
- W2.24A 240 A Data Center Transformation 2017
- W2.24B 240 B Lighting & IT Collaboration: When lighting is living on or connected to the corporate intranet
- W2.24C 240 C Managing Maintenance As A Business

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

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- W3.23A 230 A Why Real Intelligence will Always Trump Artificial Intelligence in Facilities Management
- W3.23C 230 C LED. Future is HERE!
- W3.23D 230 D NFPA 70E Training Requirements for Working On/ Near Electrical Hazards
- W3.24A 240 A Preparing your Buildings and Data Centers for Intelligence
- W3.24B 240 B Best Practices for Implementing BACnet in Your Facility
- W3.24C 240 C Managing Refrigerant Transitions: R-22 and Beyond

11:00 a.m. – 2:00 p.m. Exhibit Hall Open

## 11:30 a.m. – 1:20 p.m.

QuickFire Session in Expo Hall Booth #1125

- 11:30 a.m. 5 Hottest Trends in CMMS
- 12:00 p.m. Maintenance Management Software and the Internet of Things
- 12:30 p.m. Condition Monitoring with Thermal Imaging Sensor to Enhance Your Reliability Program
- 1:00 p.m. Facilities Management and Maintenance: The Challenges, the Research and the Solutions Decisions

1:45 p.m. \$1,000 Daily Drawing

Sponsored by 

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

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- W4.23A 230 A A Successful Roadmap For Obtaining the Best Price Without Sacrificing Project Quality
- W4.23B 230 B Improving Building Performance Without Capital Expense: Driving Real O&M Cost Savings with Ongoing
- W4.23C 230 C 2017 Labor and Employment Update: Prepare for a Major Transition
- W4.23D 230 D Tips to Reviewing Your ADA Plan
- W4.24A 240 A Building Automation Trends - Connected Everything

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

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- W5.23A 230 A Agile O&M
- W5.23B 230 B Predictive Data Analytics In Building Management
- W5.23D 230 D 10 Common Misconceptions of Fire and Life Safety Compliance

# TRACKS AT A GLANCE

## Building Automation



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- T2.24B** 240 B BACnet 101
- T3.24B** 240 B HVAC 101: Chillers and VFDs and BACnet – Oh My!
- T4.24B** 240 B Interfacing Elevators and Escalators with BACnet: The Time is NOW
- W2.24B** 240 B Lighting & IT Collaboration: When lighting is living on or connected to the corporate intranet
- W3.24B** 240 B Best Practices for Implementing BACnet in Your Facility
- W4.24A** 240 A Building Automation Trends - Connected Everything

## Energy Management



- T2.23B** 230 B Energy Savings Report Card: 6 Criteria to Evaluate Energy Efficiency Projects
- T2.23C** 230 C The Future of Lighting
- T3.23B** 230 B IoT-Enabled Energy Optimization & Demand Response: University of South Florida Case Study
- T4.23B** 230 B Using Big Data to Optimize Real Estate Use
- W1.23B** 230 B Retro-Commissioning Programs: How to Capture, Engage, and Retain an Expanded Audience
- W2.23B** 230 B Justify your Energy Efficiency Projects - Energy Savings, Incentives and Tax
- W3.23C** 230 C LED. Future is HERE!
- W4.23B** 230 B Improving Building Performance Without Capital Expense: Driving Real O&M Cost Savings with Ongoing
- W5.23B** 230 B Predictive Data Analytics In Building Management

## Future Trends



- T2.23C** 230 C The Future of Lighting
- T3.23B** 230 B IoT-Enabled Energy Optimization & Demand Response: University of South Florida Case Study
- T3.23C** 230 C How Machine Learning Is Transforming the Facilities Management Industry
- T4.23C** 230 C Improving Portfolio Performance with Enterprise GIS
- T5.WFM** 340 A Women in Facilities Management Roundtable
- W1.23C** 230 C Emerging Technologies – Are You Ready?
- W2.23C** 230 C Modern Buildings - The Convergence of Physical and Digital Security, Smart Technologies and FM
- W2.24A** 240 A Data Center Transformation 2017
- W3.23A** 230 A Why Real Intelligence will Always Trump Artificial Intelligence in Facilities Management
- W3.24A** 240 A Preparing Your Buildings and Data Centers for Intelligence
- W4.23C** 230 C 2017 Labor and Employment Update: Prepare for a Major Transition

## Healthy Buildings



- T2.23D** 230 D Innovative Workplaces and WELL Certification
- T3.23D** 230 D Environmental Health for Sustainable LEED Green Buildings
- T5.23B** 230B Future of Engineering Technology and Disruption in the Maintenance Industry
- T5.23C** 230 C Leak Detection in Today's Intelligent Building

## Maintenance and Operations



- T2.24C** 240 C Implementing Maintenance Planning and Scheduling
- T3.24C** 240 C Industry Trends Influencing Aerial Lift Product Design
- T4.24C** 240 C CYA: Covering Your ADA / Toilet Rooms
- T5.24C** 240 C Elevator 101: Construction, Service and Modernization
- W2.24C** 240 C Managing Maintenance As A Business
- W3.24C** 240 C Managing Refrigerant Transitions: R-22 and Beyond
- W5.23A** 230 A Agile O&M

## Project Management



- T1.331A** 331 You are valuable....believe it and share it!
- T2.23A** 230 A Communication: How to Become a Better Leader and Mentor in the Work Place
- T3.23A** 230 A Change Management in Facilities Management
- T4.23A** 230 A Balanced Strategic Facility Planning: A Proven Integral Method that Earns Multi Stakeholder Buy-in
- T5.23A** 230 A Digging Out of a Deferred Maintenance with a Capital Reinvestment Plan
- T5.23D** 230 D A Life Cycle Guide to Performance-Based Contracting for Services
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- W2.23A** 230 A Achieving Excellence in Facilities Projects
- W4.23A** 230 A A Successful Roadmap For Obtaining the Best Price Without Sacrificing Project Quality

## Safety and Security



- T2.24A** 240 A Building a Complete Electrical Safety Program with NFPA 70E
- T3.24A** 240 A Fire Alarm System Basics: Operation and Common Problems
- T4.24A** 240 A In Emergency Response, Great Plans Are a Smart Thing; Training Is Everything!
- W1.23D** 230 D How Do You Build a Strong Workplace Safety and Health Program
- W2.23D** 230 D Common OSHA Violations for Facility Managers (And How to Avoid Them!)
- W3.23D** 230 D NFPA 70E Training Requirements for Working On/Near Electrical Hazards
- W4.23D** 230 D Tips to Reviewing Your ADA Plan
- W5.23D** 230 D 10 Common Misconceptions of Fire and Life Safety Compliance

## Continuing Education

NFMT Orlando is authorized by IACET to offer 0.1 CEUs for each conference session.

### Prerequisites:

There are no prerequisites for this program. Anyone is allowed to register and attend.

Satisfactory Requirements for CEU: (the following requirements are mandatory to receive the IACET CEUs offered)

- You must be scanned into the session.
- You must be present for over 90% of the conference session.
- You must successfully answer at least 70% of the learning outcome assessment questions which will be administered via email at the conclusion of the conference.

Self-report to the appropriate professional organization using your NFMT Orlando CEU transcript generated after successfully completing the assessment. NFMT Orlando will not be reporting to any organizations on your behalf.



Trade Press Media (NFMT Orlando) has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET), 1760 Old Meadow Road, Suite 500, McLean, VA 22102; (703) 506-3275.

Questions? Please stop by the show office or contact Amy Brown at [amy.brown@tradepress.com](mailto:amy.brown@tradepress.com).



# EDUCATIONAL SESSIONS

## Tuesday, November 14

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

Project Management

#### T1.331A You are valuable...believe it and share it!

Room: 331

Presenter(s): Teena Shouse, CFM, IFMA Fellow, Principal, FM Transitions

Why do you love facility management? Do you really understand the value that you bring to your organization? How do you prove it? What is really important to you to make happen tomorrow or the next day or the next day when you go back to your offices? What gets you excited about this industry? How do you build value proposition?

LEARNING OBJECTIVES:

1. Understand the value you bring to your organization
2. Learn how to build value proposition
3. Gain insight into your value
4. Learn ways to share your value today and throughout your career

Sponsored by:



AUDIENCE: BEGINNER | CEU: 0.1

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

Project Management

#### T2.23A Communication: How to Become a Better Leader and Mentor in the Work Place

Room: 230 A

Presenter(s): Justin James Stewart, Facilities Manager, BYU Library, Brigham Young University

Most personal and organizational problems are the result of a little-known problem called "self-deception". We deceive ourselves into thinking we're doing the right thing for the right reason, but people won't follow a leader whose motives are selfish. The tricky thing is, we don't know that our motivation is flawed.

LEARNING OBJECTIVES:

1. Understand the difference between a manager and a leader, and what their roles are
2. Learn how to communicate and maintain good working relations
3. Learn true leadership skills and improve interpersonal communications as a leader
4. Learn how to maintain and improve interpersonal communications in the work place and in everyday life

AUDIENCE: INTERMEDIATE | CEU: 0.1

Energy Management

#### T2.23B Energy Savings Report Card: 6 Criteria to Evaluate Energy Efficiency Projects

Room: 230 B

Presenter(s): Jeff Julia, Manager, Energy Project Advisors

The process of evaluating energy efficiency projects is a murky one that time and resource constrained professionals are challenged with. After working on nearly \$500M in energy efficiency projects over the last 6 years, the presenter has committed himself to making the process transparent and consistent. In this presentation, Julia presents the six tried and true criteria for effective evaluation of a project. These include provider, equipment, savings/benefits, incentives/tax credits, payment terms/options and needs alignment. Participants will gain an understanding of each criteria and a framework to evaluate them gaining first hand experience using the tools provided.

LEARNING OBJECTIVES:

1. Learn what the six criteria of energy efficiency projects are
2. Learn the framework to evaluate each of the six criteria
3. Gain the ability to quickly evaluate each of the six criteria
4. Learn by doing, "successfully grading an energy efficiency proposal"

AUDIENCE: BEGINNER | CEU: 0.1



### Energy Management, Future Trends

#### T2.23C The Future of Lighting

Room: 230 C

Presenter(s): John Curran, President, LED Transformations, LLC

The combination of LED and lighting controls represent the future for lighting, offering features previously not possible with conventional sources and systems. However, unlike previous lighting advances, this combination will create a tectonic shift, upending the entire lighting industry and forever changing how lighting is used. How will customer needs change? What skill-sets will be required of tomorrow's lighting practitioners? This presentation will provide those answers by examining the future of the lighting industry.

#### LEARNING OBJECTIVES:

1. Learn how the Internet of Things will affect building control systems design and how the lighting industry's "ceiling ownership" may be at risk
2. Understand the complexity of LED/lighting control systems that can affect the success of energy saving strategies
3. Investigate what the needs of tomorrow's lighting customers will be, as well as who is likely to fulfill those needs
4. Using the computer industry as a template, business strategies emerge that will benefit attendees who are looking to thrive in tomorrow's lighting industry

AUDIENCE: BEGINNER | CEU: 0.1

### Healthy Buildings

#### T2.23D Innovative Workplaces and WELL Certification

Room: 230 D

Presenter(s): Raymond Carney, WELL AP, Vice President, Markon Solutions

The WELL Building Standard™ is the first building standard to focus on enhancing people's health and well-being through the built environment. WELL Certification (and enhancing the seven concepts of air, water, nourishment, light, fitness, comfort, and mind) will assist you in designing and operating a workplace that benefits your employees' overall well-being. The WELL Building Certification is an evidence based system for measuring, certifying, and monitoring the performance of building features that impact health and well-being of our workers. Learn what you can do to improve the work space for your employees.

#### LEARNING OBJECTIVES:

1. Learn the costs and opportunity of poor well-being
2. Understand the WELL Certification and International WELL Building Institute
3. Obtain knowledge regarding the seven WELL concepts
4. Opportunities to install wellness in the workplace and the impact

AUDIENCE: BEGINNER | CEU: 0.1

### Safety and Security

#### T2.24A Building a Complete Electrical Safety Program with NFPA 70E

Room: 240 A

Presenter(s): Jay Smith, Executive Vice President, Lewellyn Technology

Implementing NFPA 70E is often difficult for organizations to navigate. From the changes in the standard every 3 years, to misguided direction from some on how and why to get it done. This presentation discusses the path to electrical safety using NFPA 70E as a guide, but will engage the attendees to learn that it can be accomplished and that protecting your employees from arc and shock is a lot easier than you may have known. The focus of 70E at your organization needs to be about safety first, compliance after. This session will give you a guide to follow.

#### LEARNING OBJECTIVES:

1. Learn why NFPA 70E must be implemented at your facility
2. Learn how OSHA and NFPA work together to promote electrical safety
3. Examine how to establish a "Qualified Worker" program.
4. Learn what a complete arc flash program looks like and tips on how to keep it updated moving forward

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Building Automation

#### T2.24B BACnet 101

Room: 240 B

Presenter(s): Ben Dorsey, Chief Content Strategist

You've heard the term for some time but are still a little confused about what it is and, more importantly, what it can do for you. In this session we'll examine what BACnet is, learn about its value proposition, discuss some caveats of working with it and examine its future.

#### LEARNING OBJECTIVES:

1. Demonstrate a broader understanding of all that BACnet represents
2. Identify at least two aspects of the value proposition of BACnet
3. Be able to recite at least one implementation limitation
4. Identify the advantages of BTL listed products

AUDIENCE: BEGINNER | CEU: 0.1

### Maintenance and Operations

#### T2.24C Implementing Maintenance Planning and Scheduling

Room: 240 C

Presenter(s): Michael B. Cowley, CPMM, President, CE Maintenance Solutions

Planning and scheduling are essential for a successful asset management program. Is the majority of your time spent on unplanned maintenance? Do you have a dedicated planner and scheduler in your department? Did you know unplanned work can cost almost four times the amount of planned work? Attend this seminar to learn the benefits of maintenance planning and scheduling and how to can immediately implement strategies

to move your department from unplanned to planned maintenance calls.

#### LEARNING OBJECTIVES:

1. Understand the increase value to the organization through planning and scheduling
2. Review the key characteristics of planners within your department
3. Understand how work orders impact planning and scheduling

AUDIENCE: INTERMEDIATE | CEU: 0.1

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

### Project Management

#### T3.23A Change Management in Facilities Management

Room: 230 A

Presenter(s): Daryl Watkins, Managing Director, FTI Consulting

Facility managers find themselves involved in leading projects that involve significant levels of change. As the FM field continues to grow, these aspects of change will become more prevalent. The likelihood that these changes will be met with some form of opposition is highly probable. When changes occur to the physical space of individuals, this only heightens the sensitivity as it will induce disruptions to their daily routine which drives stress and frustration. If these changes are not properly managed, the result can be lost productivity, poor morale and a high level of complaints which causes distractions for management.

#### LEARNING OBJECTIVES:

1. Understanding the need for effective change management practices
2. Identification of common pitfalls when change occurs
3. Critical interventions for large-scale change
4. Managing people through the change process

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Energy Management, Future Trends

#### T3.23B IoT-Enabled Energy Optimization & Demand Response: University of South Florida Case Study

Room: 230 B

Presenter(s): Steve Nguyen, VP of Product & Marketing, BuildingIQ

The Internet of Things is enabling a more automated approach to energy efficiency. Using IoT-devices and BMSs as data streams, advanced intelligent energy management platforms can automatically optimize daily energy usage within facilities and participate in demand response events through predictive analytics and cloud control. This is the approach that's been taken at the University of South Florida (USF), in Tampa. Using this strategy, which doesn't require oversight from onsite staff, the university reduced HVAC energy consumption by roughly 12% over a thirteen-month period, compared to baselines. This session will outline implementation, results and lessons-learned from USF's IoT energy strategy.

# EDUCATIONAL SESSIONS

## Tuesday

### LEARNING OBJECTIVES:

1. Learn how predictive analytics can uncover opportunities for energy savings
2. Learn how to determine if their building is IoT-ready
3. Examine real-world energy savings results from USF
4. Learn how cloud-based software can reduce upfront capital investments

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Future Trends

#### **T3.23C** How Machine Learning Is Transforming the Facilities Management Industry

Room: 230 C

Presenter(s): Sid Shetty, VP Marketplace Strategy & Experience, Service Channel

Traditionally, facility managers have had to rely on intuition for all decisions. Today FMs require tools that will review data in real time to gain insights. Technology advancements, such as prescriptive analytics and machine learning are empowering FMs by automating tasks, streamlining processes, and making the data work harder, which results in faster and smarter decision-making. To benefit from BI, enterprises must leverage data through analytics and machine learning in a way that hides the complexity but powers big results. Learn from an industry expert about how machine learning is transforming the FM space. Say goodbye to gut decisions.

### LEARNING OBJECTIVES:

1. Learn the importance of data and data-driven decision making in the facilities management industry
2. Learn what machine learning is and how it is changing the way FMs interact with their data
3. Examine how prescriptive analytics technology can help influence key decisions and help them save money
4. See real world examples of machine learning applications in facilities management

AUDIENCE: BEGINNER | CEU: 0.1

### Healthy Buildings

#### **T3.23D** Environmental Health for Sustainable LEED Green Buildings

Room: 230 D

Presenter(s): Francisco Aguirre, Building Sciences Division Manager, Pure Air Control Services, Inc.

Rajiv Sahay, Director, Environmental Diagnostics Laboratory

Leadership in Energy and Environmental Design (LEED) ensures design, optimization and resource efficiency for sustainable green buildings, both for residential and commercial purposes. However, environmental health relates to the comfort, safety and health of the occupants. Due to recent technological advancements, several factors have been identified that can influence building health and hygiene. Apart from various chemicals, many biological entities such as bio allergens, microbes and others are identified as some common obstacles in building planning, construction, maintenance and operations.

### LEARNING OBJECTIVES:

1. Review an effective outline on LEED certification procedures

2. Identify challenges for maintaining the environmental health of green buildings
3. Understand the importance of design
4. Learn to improve IAQ and maintain a green building

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Safety and Security

#### **T3.24A** Fire Alarm System Basics: Operation and Common Problems

Room: 240 A

Presenter(s): Rick Reynolds, Vice President of National Accounts & Southern Region Operations Manager, ORR Protection Systems

Fire alarm and suppression systems are installed to protect your business, your people, and your property. Yet, these systems often become irritating problems due to recurring issues like false alarms or costly emergency service calls at inconvenient times. In Fire Alarm System Basics: Operation and Common Problems, you will learn the basics of operation as well as issues you will likely encounter. Learn why these problems seem to persist and what you can do to fix existing issues while avoiding others in the future.

### LEARNING OBJECTIVES:

1. Learn to recognize the different fire alarm system signals
2. Gain a more in-depth knowledge of the varying panel types and common circuits associated
3. Learn the common operating sequences of fire alarm systems and suppression systems
4. Distinguish between the different fire alarm system trouble conditions: ground faults, circuit problems, battery problems, and device failures

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Building Automation

#### **T3.24B** HVAC 101: Chillers and VFDs and BACnet – Oh My!

Room: 240 B

Presenter(s): Tim Skell, Sr. HVAC Application Engineer, ABB Inc

A multipurpose (office & factory) facility recently underwent a major HVAC renovation, including the addition of a central chiller plant and thermal (ice) storage. This renovation will be used as a case study, educating the attendee on how a complete HVAC system operates, energy savings opportunities, along with how BACnet communications contributed to an intelligent and sustainable building.

### LEARNING OBJECTIVES:

1. Understand the functionality of major HVAC equipment such as chillers, AHUs, cooling towers and VFDs
2. Learn how to use BACnet to create an intelligent building
3. Learn how VFDs play an essential role in energy savings, comfort and control
4. Understand the value of proper commissioning, coordination, and continuous improvement

AUDIENCE: BEGINNER | CEU: 0.1

### Maintenance and Operations

#### **T3.24C** Industry Trends Influencing Aerial Lift Product Design

Room: 240 C

Presenter(s): Wright Lewallen, DM Southeast Industrial Solutions Team, JLG Industries, Inc.

This presentation will cover how ladders, scaffolding and aerial lifts are evolving, driven by safety and health concerns, social concerns, business concerns, jobsite considerations and the availability of new technologies. The session will discuss the resulting machine design and equipment manufacturing trends triggered by those factors, and how worker safety, evolving manufacturing materials and techniques, and a broadening of applications are influencing design and use.

### LEARNING OBJECTIVES:

1. Identify the variety of factors influencing ladder, scaffolding and aerial lift design
2. Understand how current machine design and equipment manufacturing trends are impacted by a variety of factors
3. Learn how worker safety, evolving manufacturing materials and techniques, and a broadening of applications are influencing design and use
4. Become aware of the adoption cycle of new, disruptive technologies

AUDIENCE: INTERMEDIATE | CEU: 0.1

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

### Project Management

#### **T4.23A** Balanced Strategic Facility Planning: A Proven Integral Method that Earns Multi Stakeholder Buy-in

Room: 230 A

Presenter(s): Tom Mitchell, Jr., Senior Vice President & COO, FM3IS Associates, L.L.C.

Balanced Strategic Facility Planning (BSFP) is a performance-driven integral process that translates mission, vision, themes and other planning elements into stakeholder-prioritized strategic results. FM organizational leaders not only develop a manager's ability to adopt behaviors and practices that integrate facility-related decision making into the strategic planning process, but also have the capability to increase focus on strategies that improve FM performance by measuring what matters most. By decomposing strategy into actionable items that can be measurably monitored, FM leaders can make informed resource investment decisions that deliberately align facility performance to support corporate goals and objectives accomplishment.

### LEARNING OBJECTIVES:

1. Understand why strategic facility planning critically enables the ability to apply consistent decision-making criteria that align facility asset portfolios to achieve organizational goals and objectives
2. Recognize what to avoid during the strategic planning development process



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ENGINEERING YOUR SUCCESS.

# EDUCATIONAL SESSIONS

## Tuesday

3. Identify the value derived from employing a BSC-driven strategic planning and management system
4. Summarize the best practices and lessons learned from public and private sector organizations that used a BSC approach to strategic facility planning

AUDIENCE: ADVANCED | CEU: 0.1

### Energy Management

#### **T4.23B** Using Big Data to Optimize Real Estate Use

Room: 230 B

Presenter(s): Molly Bales, President & Chief Development Officer, Adappt Intelligence

In this session, we will illustrate how big data can improve facility operations. After covering the basic concepts of big data, Internet of Things, and machine learning, we will discuss various methods of data collection, what value they create, and specifically how this can affect real estate footprint use and decisions.

#### LEARNING OBJECTIVES:

1. Gain a basic understanding of the Internet of Things, big data, and machine learning
2. Learn how space optimization using the Internet of Things (IOT) can reduce costs
3. Understand how various start-ups are helping companies use big data to improve their operations
4. Understand how new, improved ways to collect real estate data

AUDIENCE: BEGINNER | CEU: 0.1

### Future Trends

#### **T4.23C** Improving Portfolio Performance with Enterprise GIS

Room: 230 C

Presenter(s): William Wingfield, BSME, MBA, CBMI, Senior Consultant, R&K Solutions, Inc.

Organizations are often challenged in using the vast array of available facilities data to gain a comprehensive understanding of portfolio performance. This presentation illustrates how an Enterprise Geographic Information System (GIS) may be used to consolidate, visualize and convert data to useful information, producing analytics and key performance indicators to drive decision making across the organization.

#### LEARNING OBJECTIVES:

1. Understand what Enterprise Geographic Information Systems are
2. Understand how Enterprise Geographic Information Systems may be used to consolidate and analyze information
3. Identify key performance indicators and metrics for evaluating space, energy, operational costs and capital investments
4. Understand how key performance indicators and metrics may be used to guide decisions to improve performance

AUDIENCE: ADVANCED | CEU: 0.1

### Safety and Security

#### **T4.24A** In Emergency Response, Great Plans Are a Smart Thing; Training Is Everything!

Room: 240 A

Presenter(s): Bo Mitchell, President and CEO, 911 Consulting

Smart plans are critical. But, if we don't get the words off the paper and into people's heads, we have failed. Sandy Hook reinforces that training is everything given that people can't and won't run to look at binders for response in a real emergency. What are the legal requirements for training? What are the current practices and obstacles in organizations regarding training? What are the proven ways to train for emergency response? How does your organization compare?

#### LEARNING OBJECTIVES:

1. Review the laws, regulations and standards that control emergency plan training
2. Clarify overriding attitude of managers in training employees in emergency response
3. Specify the obstacles and consistent mistakes organizations make in emergency training
4. Analyze how to protect your management

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Building Automation

#### **T4.24B** Interfacing Elevators and Escalators with BACnet: The Time is NOW

Room: 240 B

Presenter(s): Grant Wichenko, P.E., President, Appin Associates

Christopher Mason, Senior Manager IoEE Development, Schindler Elevator Corp.

Facility Managers commonly use BACnet to monitor HVAC, lighting and other systems. Elevators are expensive to maintain but few elevators are currently monitored using BACnet. The presenters will outline the benefits of elevator/escalator monitoring via BACnet. The BACnet standard now has new objects and services for monitoring elevators and escalators in a standard manner. The presentation will give elevator monitoring project examples. The presentation will outline BACnet's role in implementing elevator Occupant Evacuation Operation (OEO).

#### LEARNING OBJECTIVES:

1. Understand the use case and benefits for monitoring elevators and escalators using BA
2. Understand the need for new BACnet objects and services for monitoring elevators and escalators
3. Be able to outline the requirements and the options for implementing a BACnet-based elevator monitoring project
4. Be able to explain BACnet's proposed plans for implementing Occupant Evacuation Operation (OEO) in a UL approved, networked manner using BACnet objects and services

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Maintenance and Operations

#### **T4.24C** CYA: Covering Your ADA / Toilet Rooms

Room: 240 C

Presenter(s): M. Bradley Gaskins, AIA, CASp, Principal, COO, The McIntosh Group

An advanced lesson over toilet rooms according to ADA standards. Grab bar positions and measurements, various toilet compartments, water closets, knee and toe spaces, lavatories, and sink and toilet room accessories will all be discussed.

#### LEARNING OBJECTIVES:

1. Discuss grab bar positions and measurements
2. Discuss the various toilet compartments
3. Review water closets, knee and toe space, and lavatories according to the 2010 ADA Standards
4. Discuss sinks and toilet rooms

AUDIENCE: INTERMEDIATE | CEU: 0.1

## 4:10 - 5:00 p.m.

### Project Management

#### **T5.23A** Digging Out of a Deferred Maintenance with a Capital Reinvestment Plan

Room: 230 A

Presenter(s): John Rimer, CFM, President, FM360

Most facility organizations are continuously in firefighting mode, having to nurse along equipment that is at or beyond end of life. This reactive approach is very costly, unpredictable, and unsafe. In this session, we will discuss the need for and provide steps to develop, maintain, and sell a long-term capital reinvestment plan, so that your department can move from being cost-driven firefighters to a value-centric, proactive organization.

#### LEARNING OBJECTIVES:

1. Define building blocks of a FM program
2. Discuss the value of a Capital Replacement Plan
3. Identify key steps to developing a Capital Replacement Plan
4. Strategies for transitioning from reactive to proactive maintenance

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Healthy Buildings

#### **T5.23B** Future of Engineering Technology and Disruption in the Maintenance Industry

Room: 230B

Presenter(s): Chris Kluis, VP of Strategy and Business Development, Mintek Mobile Data Solutions

Technology is ever-changing from the beginning of the wheel to the future of Augmented Reality and Virtual Reality. Technology has also been a vital role in the maintenance industry and it is disrupting the way engineers will use engineering technology in the future. This session will discuss the timeline of technology and the evolution over the last century and how it plans to affect

engineers in the future through predictive, preventive, and automated maintenance.

**LEARNING OBJECTIVES:**

1. Give an overview of engineering technology today
2. Specify the timeline of technology- evolution from the wheel to AI
3. Recognize technology in engineering today and the near future
4. Discuss how the future of engineering disrupts the maintenance industry

AUDIENCE: INTERMEDIATE | CEU: 0.1

**Healthy Buildings**

## **T5.23C Leak Detection in Today's Intelligent Building**

Room: 230 C

Presenter(s): Cindy Anderson, Vice President, Marketing, The Detection Group

The cost of insurance claims for water leaks in commercial buildings exceeds claims for fire and theft combined. And yet many buildings still have no cost effective way to deploy leak detection. This discussion will focus on how the advent of wireless technology has made water leak detection with notification affordable for every multistory building.

**LEARNING OBJECTIVES:**

1. Gain understanding of the threat of water leaks e.g. how common are they, how to quantify the full business impact, etc.
2. Understand leak detection strategies and recent technology breakthroughs
3. Understand best practices on leak detection. Explore from case studies how other buildings have deployed IoT leak detection technology
4. Gain understanding on how to develop an accurate ROI on leak detection and how to sell it throughout your organization

AUDIENCE: INTERMEDIATE | CEU: 0.1

**Project Management**

## **T5.23D A Life Cycle Guide to Performance-Based Contracting for Services**

Room: 230 D

Presenter(s): Vince Elliott, President, Elliott Affiliates, Ltd.

This session will review how to implement a performance-based contract. Attendees will review the traditional service contracts versus performance-based contract and review key principles. Learn what works and what does not when considering a performance-based contracting strategy for building owners and managers.

**LEARNING OBJECTIVES:**

1. Understand the 14 steps that define a successful PBC life cycle
2. Review the reason for price variability and why it is a deal breaker: the 30% margin
3. Learn the magic-four Key Performance Indicators (KPI's) and how to measure
4. Review a proven performance-driven strategy for service provider evaluation and selection

AUDIENCE: INTERMEDIATE | CEU: 0.1

**Maintenance and Operations**

## **T5.24C Elevator 101: Construction, Service and Modernization**

Room: 240 C

Presenter(s): Kristopher Haller, Branch Manager, Fujitec America, Inc.

Elevator 101 provides a basic working knowledge of the different elevator systems to allow Facility professionals to actively participate in the elevator maintenance process. By understanding elevator systems and terminology, Facility professionals are able to accurately

communicate issues to maintenance personnel and minimize billable callbacks.

**LEARNING OBJECTIVES:**

1. Understand various vertical transportation systems, hydraulic and traction elevators, escalators and material lifts
2. Understand governing entity, inspections and owner responsibilities in regard to elevator systems
3. Review practical application: identification and resolution of regular billable elevator issues
4. Gain working knowledge in order to communicate accurately with your service provider or contractor

AUDIENCE: BEGINNER | CEU: 0.1

## **4:10 - 6:30 p.m.**

**Future Trends**

## **T5.WFM Women in Facilities Management Roundtable and Reception**

Room: 340 A

Presenter(s): Caroline Horton, Facilities Associate, A Financial Company

Lynn Baez, CFM, SFP, FMP, CBCP, Vice President Operations – Facilities Management, Sodexo

Facilities management – once considered a man's world – continues to see women entering its workforce and attaining leadership positions; we're still at the forefront of this shift. In this highly collaborative session, the audience will hear from a panel of experts as they discuss the when, where, how and why of their journey into facilities management. The panelists will also touch on lessons learned and strategies for success, and, as a group, we will discuss what it means to be a woman in facilities management. Join us to add your voice to the conversation and continue networking with peers as we move into the reception following the panel. All are welcome to join this discussion.

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AUDIENCE: BEGINNER | CEU: 0.1



# EDUCATIONAL SESSIONS

Wednesday

Wednesday,  
November 15

8:00 - 8:50 a.m.

## Project Management

### W1.23A Define, Design, Develop & Deliver A High Value Driven RFP

Room: 230 A

Presenter(s): Larry Morgan, CFM, SFP, Head of Operational Excellence and Sustainability Initiatives for North and Latin America, SAP Global Facilities Management, Americas

As the facilities management world globally moves from primarily cost driven to high value driven outcomes, it is mission critical that Request for Proposals (RFP's) strategically align with the needs of the entire organization. Your session host Larry Allen Morgan, CFM, SFP, FMP, SAP Global Facility Management, IFMA Master Instructor, past IFMA Board Member and 2017 Distinguished Member recipient will provide key points on how to define, design, develop and deliver a high value driven RFP.

AUDIENCE: BEGINNER | CEU: 0.1

## Energy Management

### W1.23B Retro-Commissioning Programs: How to Capture, Engage, and Retain an Expanded Audience

Room: 230 B

Presenter(s): Jonathan Becker, Manager, ICF

Retro-commissioning programs have traditionally focused on larger customers, such as universities, hospitals and organizations with full energy efficiency budgets and dedicated facilities staff. Retro-commissioning projects typically require lengthy, complex meetings, procedures and expensive technical engineering services making it difficult for utilities to engage small/medium size businesses with limited resources. However, with the right training, EE professionals will be able to provide customer support throughout the process. This session explores what it takes for a retro-commissioning program to capture, engage and retain a diverse audience by exploring the customer trade ally relationship, speaking the customer's language, and providing multiple pathways to solutions.

#### LEARNING OBJECTIVES:

1. Be able to define retro-commissioning and why it is one of the most cost effective ways of improving a facility
2. Learn the importance and the benefit of the trade ally relationship in retro-commissioning
3. Learn how to easily document and measure the success of a retro-commissioning project
4. Be able to identify good candidates for retro-commissioning and the type of improvements to look for

AUDIENCE: INTERMEDIATE | CEU: 0.1

## Future Trends

### W1.23C Emerging Technologies – Are You Ready?

Room: 230 C

Presenter(s): Lisa Stanley, Chief Executive Officer, OSCRE International

Information is the new currency. Technology is expanding our ability to collect, analyze and transfer information in ways not previously imagined. It's where the workplace and workforce can intersect to improve productivity and value. Emerging technologies (ET) can include building sensors that monitor utilization and occupancy, smart contracts, artificial intelligence applications that use analytics to predict future performance and much more. How do we explore the possibilities with blockchain and artificial intelligence in a brave new world? This discussion will include a perspective on how ET is shaping up to be a powerhouse and a major change agent for our world.

AUDIENCE: INTERMEDIATE | CEU: 0.1

## Safety and Security

### W1.23D How Do You Build a Strong Workplace Safety and Health Program

Room: 230 D

Presenter(s): Larry Riley, Authorized OSHA Outreach Trainer, Owner/Instructor, Access Safety Compliance Training, Inc.

OSHA has recently updated the Guidelines for Safety and Health Programs it first released 30 years ago, to reflect changes in the economy, workplaces, and evolving safety and health issues. The new recommended practices have been well received by a wide variety of stakeholders and are designed to be used in a wide variety of small and medium-sized business settings. This workshop will provide the recommended practices and present a step-by-step approach to implementing a safety and health program, built around seven core elements that make up a successful program.

#### LEARNING OBJECTIVES:

1. Learn how management provides the leadership, vision, and resources needed to implement an effective safety and health program
2. Understand how worker participation means that workers are involved in establishing, operating, evaluating, and improving the safety and health program
3. Discuss how education and training are important tools for informing workers and managers about workplace hazards and controls
4. Understand that sharing the results of monitoring and evaluation, as well as celebrating successes within the workplace helps drive further improvement

AUDIENCE: INTERMEDIATE | CEU: 0.1

9:00 - 9:50 a.m.

## Project Management

### W2.23A Achieving Excellence in Facilities Projects

Room: 230 A

Presenter(s):

Sandy Bauman, Sustainability Coordinator, UNT Health Science Center

Kenn Fuqua II, Systems Reliability Branch Manager, Smithsonian Institution

Russell Peacock, Senior Director – Facility Operations, Florida Blue

Rich Steiger, Manager, Facilities Management Division, Orange County Facilities Management

Liviu Urscahi, Energy and Sustainability Sr. Analyst, JLL Advantist Health

Ryan Berlin, Managing Editor, *Facility Maintenance Decisions*

Learn the secrets of successful facilities projects from recipients of the 2017 *Facility Maintenance Decisions* Achievement Awards, which showcase some of the best maintenance and engineering departments in the country. The panelists will offer insights into the success of their projects and will discuss the lessons they learned in the process. The panelists were chosen in the categories of retrofits and renovations, sustainability, financial management and personnel management. Attendees are encouraged to ask questions and engage with the panelists during this highly interactive session, bring the ideas they learned back home, and consider their own entries for the 2018 contest.

#### LEARNING OBJECTIVES:

1. Learn the most appropriate questions to ask when planning a major project
2. Develop strategies for effective project budgeting
3. Understand the key steps in turning plans into results

AUDIENCE: BEGINNER | CEU: 0.1

## Energy Management

### W2.23B Justify Your Energy Efficiency Projects - Energy Savings, Incentives and Tax

Room: 230 B

Presenter(s): Jacob Goldman, LEED AP, Vice President, Energy Tax Savers, Inc.

This presentation is designed to explain building tax incentives from the Energy Policy Act (EPA 179D), new HVAC repair regulations, and cost segregation. We will discuss how building owners and managers can strategically use the above-mentioned incentives to significantly decrease the amount of time it takes to recoup their investment on building equipment, particularly those items related to the energy systems in the building.

#### LEARNING OBJECTIVES:

1. Introduce the major categories of Project Benefits (Energy Savings, Incentives, etc.)
2. Comprehend the concepts of Pay back, NPV and ROI
3. Review the current incentives related to energy efficiency
4. Provide a legislative update on existing and proposed tax incentives related to buildings

AUDIENCE: INTERMEDIATE | CEU: 0.1

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# EDUCATIONAL SESSIONS

## Wednesday

### Future Trends

#### **W2.23C Modern Buildings — The Convergence of Physical and Digital Security, Smart Technologies and FM**

Room: 230 C

Presenter(s): David Considine, Division Chief Facilities and Building Operations, Gail Borden Public Library District

Brian Hoeg, Director of Information Technology, Gail Borden Public Library District

Today's libraries are dynamic environments for learning, training and collaboration. Providing comfortable and safe spaces within your facilities to promote this environment has become a growing challenge. A few years ago, Gail Borden Public Library District merged Building Facilities, Security and Information Technology under the same department to provide synergies in addressing these challenges. We have successfully implemented automation and information technologies to monitor, administer and track our three buildings. Discover how we have maintained a 99% up-time in automation systems, while allowing staff to focus on serving the public.

#### LEARNING OBJECTIVES:

1. Learn how to implement technologies on a budget to monitor your facilities
2. Understand how to engage their their IT resources to work collectively in implementing tools and technologies
3. Develop a series of best practices to apply when monitoring your facilities
4. See how non-profit organizations can merge physical and informational security to provide safe buildings for customers

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Safety and Security

#### **W2.23D Common OSHA Violations for Facility Managers (And How to Avoid Them!)**

Room: 230 D

Presenter(s): David A. Casavant, CFM, LEED AP, Executive Director, The Sustainable Workplace Alliance

Each year the Occupational Safety & Health Administration (OSHA) issues over 80 million dollars in fines for unsafe workplaces. What would happen if OSHA conducted an audit at your facility? How would your organization fare? Would OSHA find unsafe conditions and work-practices? It's not all bad news! OSHA compliance does not need to be difficult or expensive to achieve. In this fifty-minute presentation we'll share easy-to-implement common-sense solutions to your OSHA compliance concerns!

#### LEARNING OBJECTIVES:

1. Identify the five most common OSHA violations in a built-environment
2. Learn if fall protection is REALLY needed on a scissor lift
3. Understand the the GHS / HAZCOM standard (typically OSHA's most frequently cited violation)
4. Discover new sources of no-cost OSHA training for FM's

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Future Trends

#### **W2.24A Data Center Transformation 2017**

Room: 240 A

Presenter(s): Mark S. Evanko, Principal, BRUNS-PAK

The data center enterprise solution continues to evolve and transform in 2017. Learn the fundamental concepts underlying the transformation. What impacts the corporate/management decision of the data center solution? A vendor neutral overview of total cost of ownership vs. risk.

#### LEARNING OBJECTIVES:

1. Learn the definition of data center transformation 2017
2. Learn the underlying factors causing the data center transformation of 2017 and beyond
3. Understand how risk and total cost of ownership relate to data center transformation
4. Learn about commentaries and examples data security/breaches

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Building Automation

#### **W2.24B Lighting & IT Collaboration: When lighting is living on or connected to the corporate intranet**

Room: 240 B

Presenter(s): Scott Ziegenfus, Manager, Government and Industry Relations, Hubbell Lighting, Inc.

Networked lighting, PoE, IoT brings little doubt that lighting is becoming dependent on IT. With natural efforts to save infrastructure and resources, the installation of networked lighting demands an interaction with institutions IT administration. However, the IT domain has many if not most in the lighting community perplexed regarding the line of when networked lighting comes under the jurisdiction of the institutions IT administration and what parts of that system must live within the institutions established IT policies. This seminar will provide fundamental understanding of how and when to work with IT departments.

#### LEARNING OBJECTIVES:

1. Understand IT responsibilities and the segmentation of those responsibilities within IT departments
2. Learn clear and general guidelines of when and what parts of network lighting will be under the administration, management, and policies of the institution's IT department
3. Learn present rules-of-thumb for scheduling IT engagement with different IT sectors (infrastructure, security, servers, etc.) aligning to the network lighting specification and installation timeline
4. Gain an understanding of the possible cybersecurity repercussions of adding networked lighting and points on how to make that conversation upfront and easier

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Maintenance and Operations

#### **W2.24C Managing Maintenance As A Business**

Room: 240 C

Presenter(s): C. Paul Oberg, CEO, EPAC Software Technologies, Inc.

Maintenance costs continue to capture the attention of senior management as the investment and reliability in assets become increasingly greater. However, most companies fail to adequately define the role and operation of maintenance with the business enterprise. Treating the maintenance function as a business has an effect on maintenance management as well how the organization perceives the maintenance function. This presentation will focus on key elements of organizing the maintenance business.

#### LEARNING OBJECTIVES:

1. Develop a maintenance philosophy
2. Define a maintenance mission
3. Determine the maintenance business objectives
4. Measure the maintenance business performance

AUDIENCE: BEGINNER | CEU: 0.1

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

### Future Trends

#### **W3.23A Why Real Intelligence will Always Trump Artificial Intelligence in Facilities Management**

Room: 230 A

Presenter(s): Eric Hall, AIA, CIO, Site 1001

We all know there are problems with facilities maintenance performance, but technology alone isn't going to fix it. Right now we're so busy collecting data on complex dashboards that no one is actually listening to what's going on. The key is creating asset performance relationships that aid us in moving away from a corrective maintenance plan to a preventative plan. Join Mr. Hall as he discusses the gaps in current FM, how to fill them by tying in asset groups and asset performance, and the measurement and verification processes of tomorrow.

#### LEARNING OBJECTIVES:

1. Learn appropriate functions of asset groups and asset management
2. Learn how control is not the same as efficiency
3. Improve your understanding of how "running to failure" is avoidable
4. Learn how to utilize AI for future advancements beyond today's FM capabilities

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Energy Management

#### **W3.23C LED. Future is HERE!**

Room: 230 C

Presenter(s): E. W. Dovel, VP, Public Sector, Orion Energy Systems

LED Lighting is now the most impactful technology available across all building systems. The changes in the technology have led to as much misinformation as

excitement. This session will explore where the technology is today, some real life examples of economically viable projects and what the future holds for the LED.

#### LEARNING OBJECTIVES:

1. Review the differences between legacy lighting and LED
2. Verify where LED efficiency is today and where it is in the future
3. Learn what a safe LED product is and what information to get from the vendor
4. Understand the importance of lumens/watt and delivered lumens

AUDIENCE: BEGINNER | CEU: 0.1

#### Safety and Security

### W3.23D NFPA 70E Training Requirements for Working On/ Near Electrical Hazards

Room: 230 D

Presenter(s): Doug Tellin, Owner, Electrical Safety Specialists

This session is to provide an overall understanding of the latest OSHA and NFPA 70E training requirements for the employer to deem a person qualified when work involves electrical hazards. This session is ideal for any company that operates, performs maintenance, installs, and troubleshoots equipment 50 volts or above, or where an Arc Flash hazard exists. Learn about OSHA and NFPA 70E's requirements for documentable/demonstrable proficiency in safe work practices.

#### LEARNING OBJECTIVES:

1. Gain the necessary knowledge to understand what training is required of employees working on or near energized parts
2. Examine the documentation that is necessary for employee's permanent record
3. Gain the necessary knowledge to understand the requirements to show documentable/demonstrable ability in safe work practices involving electrical hazards
4. Gain the necessary knowledge to understand the latest changes to electrical safety training and the enforcement of these standards

AUDIENCE: INTERMEDIATE | CEU: 0.1

#### Future Trends

### W3.24A Preparing your Buildings and Data Centers for Intelligence

Room: 240 A

Presenter(s): Carrie Goetz, RCDD, N TS, CDCS, CDCP, Global Director of Technology, Paige DataCom Solutions

This is a must see session for anyone that is wondering what or working with all of the new technology happening in buildings from lighting to trash cans. What will this technology do, not only to your network, but more importantly the facilities requirements to support all of this intelligence? What tools are available to allow you to take control and not be the last to know what is happening? Understand procurement processes that are involved that may be providing more roadblocks than pathways. Learn to partake in the business decision rather than being a last minute participant in reactionary mode.

#### LEARNING OBJECTIVES:

1. Learn behind the scenes things your vendors may not want you to know
2. Learn how to be part of the product evaluation process, when to question and when to weigh in
3. Planning for new infrastructure, what lessons do the standards provide
4. When do you put your foot down for the good of the building and now to do that as part of the team

AUDIENCE: INTERMEDIATE | CEU: 0.1

#### Building Automation

### W3.24B Best Practices for Implementing BACnet in Your Facility

Room: 240 B

Presenter(s): Grant Wichenko, President, Appin Associates

This presentation will explain the value of networked controls to FMs in implementing top down policies on energy conservation, sustainability, LEED, etc., helping FMs to work "leaner and meaner" while achieving policy targets. In addition, this presentation will outline best practices that will help the FM manage the BACnet component in a BACnet-based Building Automation Systems project.

#### LEARNING OBJECTIVES:

1. Be able to explain the differences in BACnet's networking technologies and their impact on BAS design
2. Understand how the principles of the Networked Controls Design Model will help to ensure a successful BACnet implementation and meet policy targets
3. Be able to explain why this course will assist participants in undertaking a BACnet-based IoT plan for the Enterprise
4. Be able to explain the responsibilities of the various roles of the FM, in implementing BACnet in a project

AUDIENCE: INTERMEDIATE | CEU: 0.1

#### Maintenance and Operations

### W3.24C Managing Refrigerant Transitions: R-22 and Beyond

Room: 240 C

Presenter(s): Wes Clark, Technical Service Engineer - Refrigerants, Chemours

Freon® 22, the workhorse refrigerant for systems ranging from industrial chillers to residential air conditioners, is going away. Only three cooling seasons remain before virgin R-22 production for use in the United States HVACR industry ceases. It is vital that facilities managers be up to date on options for managing their transition out of R-22. This presentation will provide an update on the latest regulations impacting R-22 and other HFC refrigerants used in facilities across the country. Special emphasis will be placed on non-ozone depleting and low global warming potential refrigerant options for keeping existing equipment operational and avoiding business disruption.

#### LEARNING OBJECTIVES:

1. Learn about non-ozone depleting & low global warming potential refrigerants
2. Learn key aspects of a refrigerant management plan

3. Learn important performance characteristics of R-22 replacements

4. Gain a clear understanding of current and future regulations impacting their facilities

AUDIENCE: INTERMEDIATE | CEU: 0.1

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

#### Project Management

### W4.23A A Successful Roadmap For Obtaining the Best Price Without Sacrificing Project Quality

Room: 230 A

Presenter(s): Nick O'Hare, Director of Marketing, StructureTec

The single most important component of a successful construction project is a properly prepared set of specifications. This program highlights why specifications are important and, more importantly, what to look for to ensure that the documents provide the best possible outcome for the project.

#### LEARNING OBJECTIVES:

1. Understand the key difference between obtaining quotes and administering a competitive bid process
2. Review the four main specification writing formats and practical uses for each
3. Learn how to prepare a project manual that will obtain the desired project results
4. Learn how to achieve the most competitive pricing

AUDIENCE: INTERMEDIATE | CEU: 0.1

#### Energy Management

### W4.23B Improving Building Performance Without Capital Expense: Driving Real O&M Cost Savings with Ongoing

Room: 230 B

Presenter(s): Alec Carnes PE, CEM, HBDD, LEED AP BD+C, Senior Principal/Building Optimization Group Practice Leader, Heapy Engineering

David Deal, LEED AP O+M, Project Manager, Building Optimization Group, Heapy Engineering

A common misconception in the industry suggests that significant capital outlays and new equipment are required to drive energy savings in buildings. We illustrate how continuous attention to key building energy systems, schedules, set points and controls sequences can achieve similar impacts without significant capital cost. Performance based building analytics monitoring results in improvement to ENERGY STAR scores, significant energy cost savings, and reduced O&M expenditure. This program will highlight a process which can be deployed by ownership and building management to drive energy savings and reduce operating costs, and will highlight case studies that have shown promising results by pairing engineering expertise with software to improve building performance.

#### LEARNING OBJECTIVES:

1. Learn how monitoring key analytics can lead to operational savings

# EDUCATIONAL SESSIONS

## Wednesday

2. Learn the key drivers and roadblocks: doing your homework, benchmarking & due diligence
3. Observe the lessons learned and results achieved: the impact of energy savings on operations and property value
4. Learn how to structure and fund building analytics performance programs to achieve quantifiable savings

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Future Trends

#### W4.23C 2017 Labor and Employment Update: Prepare for a Major Transition

Room: 230 C

Presenter(s): John E. Cruickshank, Attorney, Alaniz & Schraeder, LLC

President Trump has begun to enact policies that will alter how labor and employment law operate. Are you prepared? In this session, attendees will gain insight on Trump's employment law policies that will impact businesses including 1) paid parental leave, 2) changes in enforcement at government agencies, and 3) equal pay. Participants will receive suggestions on how to respond to these and other changes so that they may minimize any harm to their bottom line.

#### LEARNING OBJECTIVES:

1. Gain awareness of Trump's employment law policies and the steps that businesses can take to ensure that they are not penalized
2. Understand the impact of minimum wage laws on their labor needs and discover ways to respond to increased labor expenses
3. Learn about the proliferation of paid sick leave laws in the country and how these laws affect the day-to-day operations of businesses
4. Learn about the potential end of Obamacare, how it will affect workers, and how businesses must respond to the demise of Obamacare

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Safety and Security

#### W4.23D Tips to Reviewing Your ADA Plan

Room: 230 D

Presenter(s): Joan W. Stein, President, Stein Consulting LLC

Whether you've never created an Americans with Disabilities (ADA) plan or your plan is sitting on a shelf somewhere, now is the time to review ADA evaluations and either create or make changes for your building. Over the past several years, ADA litigation has increased exponentially and the risk has increased. This hands-on workshop will help you identify key areas and strategies for your ADA evaluation. Join Joan Stein who has more than 25 years experience as an ADA consultant for a practical, informative and interactive session.

#### LEARNING OBJECTIVES:

1. Understand and clarify current ADA regulations
2. Review guidance on how to demonstrate a "good faith effort" in your ADA compliance effort\*
3. Clarify what should be included in an on-site evaluation
4. Specify what information needs to be documented

\*Ms. Stein is not an attorney and the tips and guidance provided in this session cannot be construed to be legal advice.

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Building Automation

#### W4.24A Building Automation Trends — Connected Everything

Room: 240 A

Presenter(s): Matthew Deloge, Vice President, Business Development and Technology, CLCP, Johnson Controls

Pat Harder, Sr. Product Manager, Johnson Controls

Abubakr Khan, Director of Technical Architecture & Stewardship, Johnson Controls

Building wide connectivity is no longer a vision for the far reaching future. Technology, the cloud, and the availability of low cost gateways and smart edge devices has made it possible for vendors in the Smart Building, Lighting, and previously non-BAS market players such as IT to join the connected building wave with products that can change facility automation today. There are however many challenges to connecting this diverse ecosystem of building wide equipment and assets. The complexity grows when exterior building systems such as security, lighting, and Eco-friendly utilities join the fray. We would like to explain these challenges and opportunities with our perspective of what this means to building owners and facility managers in the near future.

#### LEARNING OBJECTIVES:

1. Learn the connected building wide offerings available today compared to the near future options for the BAS market
2. Gain a high level understanding of IOT technology, security, and standards for the connected building market
3. Learn the challenges facing building wide connectivity and interoperability. To name a few, lack of IOT standards, IT support, and security
4. Learn what building wide connectivity mean to building owners and facility managers

AUDIENCE: INTERMEDIATE | CEU: 0.1

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

### Maintenance and Operations

#### W5.23A Agile O&M

Room: 230 A

Presenter(s): Joel Timmins, Senior Associate, Markon Solutions

KPMG's 2015 Global Construction Survey found that 53% of construction projects are underperforming. Though modern materials, tools, technology and techniques have transformed the built environment, the process – plan, design, construct, operate and maintain – remain largely independent tasks, with the facilities manager in the dark until the very end. The session will describe Agile Construction Management methodologies to decompartmentalize these tasks, integrating the facilities managers into the entire product lifecycle.

#### LEARNING OBJECTIVES:

1. Understand Agile Product Development and the role of the O&M team in Agile Construction Management
  2. Facilities managers will learn how to integrate new technology more effectively across the entire product lifecycle
  3. Learn alternative methods to implement sustainability, energy reduction, and wellness
  4. Learn how to immediately implement Agile methodologies in their facility management practices
- AUDIENCE: ADVANCED | CEU: 0.1

### Energy Management

#### W5.23B Predictive Data Analytics In Building Management

Room: 230 B

Presenter(s): Brian Zima, CEO, PowerInsight Inc.

With the cost of hardware and sensors decreasing more data than ever is being generated and collected. What strategies and tools can be used to make the most out of this data. With predictive analytics managers can have the ability to identify issues before they can become larger problems, optimize their equipment and possibly consolidate their hardware to have software do most of the diagnostics.

#### LEARNING OBJECTIVES:

1. Understand big data, data science and data analytics
2. Be able to understanding the value of the data they are capturing
3. Be able to navigate in the IoT infrastructure much better
4. Learn about new tool and techniques to help them with their building management

AUDIENCE: INTERMEDIATE | CEU: 0.1

### Safety and Security

#### W5.23D 10 Common Misconceptions of Fire and Life Safety Compliance

Room: 230 D

Presenter(s): Joe Castellano, PE, Vice President, Jensen Hughes Inc.

Facility managers are consistently confronted with issues of fire and life safety code compliance. This is as a result of changing tenant needs, tenant fit ups and updated code requirements. The presenter will review common misunderstandings experienced by property managers and facility engineers and discuss successful strategies towards mitigating future code compliance issues. Attendees will gain a better understanding to common fire and life safety compliance issues facing facility managers and engineers that will include examples experienced by the presenter himself.

#### LEARNING OBJECTIVES:

1. Gain an understanding of the applicability of building, fire and life safety codes to existing buildings
2. Gain a better understanding of how to best interface with code authorities
3. List the ten common fire and life safety code related issues citing examples and cost effective solutions
4. Learn how to better recognize some common code problems and implementation strategies towards corrective action

AUDIENCE: INTERMEDIATE | CEU: 0.1





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BioZone Scientific's CoilCare® UVGI surface disinfection systems are proven to generate significant energy savings for HVAC users by eliminating existing biofilm and preventing new biofilm build-up on cooling coils, drain pans, and ventilation ducting. Studies have shown that the technology used in BioZone Scientific's CoilCare® can eliminate over 99% of microbial contaminants growing on HVAC surfaces.

## **Brown & Root** Booth# 1506

2451 Crystal Drive, Ste. 425  
Arlington, VA 22202  
703-362-3671

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

Today's facility managers face the daunting task of doing more with less. Job Order Contracting (JOC) can provide you with a better and more responsive and cost-effective tool to execute repair and renovation construction. Brown & Root has remained one of the nation's premier JOC providers since 1987, only two years after its development. Stop by booth 1506 to learn more.



## **Building Operating Management Magazine** Booth# 319

2100 W. Florist Ave.  
Milwaukee, WI 53209  
414-228-7701

[www.facilitiesnet.com/bom](http://www.facilitiesnet.com/bom)

Official media sponsor of NFMT Orlando. *Building Operating Management*

## BACnet International – Connectrac

is the leading magazine for facility managers, owners, directors and VPs in all types of commercial and institutional buildings.

## **Busch Systems International Inc.** Booth# 1107

81 Rawson Ave.  
Barrie, ON L4N 6E5  
705-722-0806

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

Busch Systems has been a prominent designer and retailer of recycling, waste and composting containers for over 30 years. As part of their commitment to the environment, all products are 100% recyclable and proudly made in North America. Busch Systems is also the creator of the Resource Center, a ground-breaking recycling and waste collection analytics software application.

## **CE Maintenance Solutions LLC** Booth# 912

189 Peck Drive  
Buffalo Junction, VA 24529  
434-374-0866

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

CE Maintenance Solutions is a facility and manufacturing asset management company which specializes in consulting and training in all areas of asset management including: maintenance planning and scheduling, CMMS installation and optimization, repair parts systems, organization structure, preventive and predictive programs, and developing performance measurements. CE Maintenance provides maintenance process assessments and public, private, and customized courses in all areas of asset management.



## **Chemours** Booth# 1503

1007 Market St.  
Wilmington, DE 19899  
302-773-1000

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

With the phase out of R-22, facilities managers with a significant outlay of R-22 a/c equipment have been turning to Freon(TM) MO99 from Chemours as a field proven and cost-effective replacement. No equipment changes are

needed, with the closest performance match to R-22 while being compatible with all lubricants. That means an easier retrofit with minimal cost.

## **COIT Cleaning & Restoration Services Inc.** Booth# 501

897 Hinkley Road  
Burlingame, CA 94010  
650-274-3929

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

COIT Disaster Restoration Services handle all types of emergencies; we have the industry expertise and experience you desperately need. We are available 24 hours a day for smoke damage, broken pipes, overflowing toilets, carpet damage, damaged roofs, and a host of other unforeseen mishaps.

## **Commercial Fire Hydrant Service** Booth# 727

1111 Nicole Renee Drive  
Latrobe, PA 15650  
724-520-0497

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

Nick Selembo, The Hydrant Doctor, with over 25 years can show your company how to perform repairs on all makes and models of Fire Hydrants and Post Indicator Valves (PIVs). Can show your company how to keep fire hydrants and Post Indicator Valves in good working order or learn repair training with either on site training OR remote live training.



## **Connectrac** Booth# 1006

8707 Chancellor Row  
Dallas, TX 75247  
877-480-5637

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

Connectrac wireways offer discrete and elegant power and technology connectivity in open interior spaces of all kinds. Connectrac wireways are available in "under carpet", "in the carpet" and "on the floor" styles. With its breakthrough modular wireway alternative to expensive core drilling, Connectrac brings power and communications from the wall to wherever it is needed quickly, affordably and with long-term flexibility.

# EXHIBITORS

## CTLGroup/Williams Building Diagnostics – Excel Dryer

### CTLGroup/Williams Building Diagnostics

Booth# 1315

5400 Old Orchard Road  
Skokie, IL 60077  
800-522-2285

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

CTLGroup is an internationally recognized expert consulting engineering and materials science firm, providing engineering, architecture, and scientific testing to our clients across the globe. Our engineering expertise is complemented by one of the largest and most comprehensive private materials and structural testing laboratories in the world. Williams Building Diagnostics is a subsidiary of CTLGroup and specializes in building enclosure services.



### CxEnergy Conference & Expo

Booth# 818

1518 K St. NW, Ste. 504  
Washington, DC 20005  
202-737-1334

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

CxEnergy, the industry's premier event in building commissioning, energy management, and field testing of buildings and facilities. CxEnergy is presented by the AABC Commissioning Group (ACG), the Energy Management Association (EMA), and the Associated Air Balance Council (AABC). These organizations collectively represent over 600 companies with nearly 2,000 personnel carrying one of our energy management, commissioning or test & balance certifications.

### Data Center Solutions

Booth# 924

1150 River Bay Road  
Annapolis, MD 21409  
714-497-5143

[www.dcs-datacenters.com](http://www.dcs-datacenters.com)

Our purpose is to assist clients with the planning, design, building and maintaining of critical facilities, mainly data centers. Each project we strive to supply engineering, construction, electrical, mechanical, fire & life safety, communications, monitoring as well as Ste. development services. DCS also provides Data Center & Mission Critical Commissioning services for clients.

### DECRA<sup>®</sup> Roofing Systems

#### DECRA Roofing Systems, Inc.

Booth# 917

1230 Railroad St.  
Corona, CA 92882  
451-547-5980

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

DECRA<sup>®</sup> Roofing Systems, Inc. remains the leading manufacturer and is celebrating 60 years of excellence in successfully protecting residential and light commercial projects. DECRA is available in a wide variety of profiles and colors that are Designed for Style, Engineered to Protect. DECRA profiles include a lifetime limited warranty, a 120 mph wind warranty and are Class 4 impact resistance.

### DGC Environmental Services, Inc.

Booth# 817

853 S. Kings Highway  
Fort Pierce, FL 34945  
772-467-9224

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

DGC Environmental Services, Inc. is a full service stormwater maintenance company trained in the good house-keeping guidelines established by the Environmental Protection Agency (EPA). DGC professionals will partner with each customer to create a treatment plan that will be efficient and effective, ensuring compliance with municipalities and giving an esthetically pleasing result.

### DICTATOR U.S. INC.

Booth# 1525

3939 Royal Drive N.W., Ste. 117  
Kennesaw, GA 30144  
770-427-9555

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

Manufacturer and supplier of architectural door and gate hardware. We supply door and gate closing systems for hinged and sliding doors. Door checks to quietly close doors, door holders and double acting hinges. For product videos please visit the Dictator International page on youtube.

### Direct Energy Business

Booth# 919

44 W. 28th St., 8th Floor  
New York, NY 10001  
646-794-4241

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

Panoramic Power Insights, now offered by Direct Energy Business, is the leading IoT technology in energy management solutions. Panoramic Power Insights gives clients unprecedented intelligence into their energy usage at the device-level.

### Directional Systems

Booth# 725

2250 W 23rd St.  
Erie, PA 16506  
877-827-8296

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

Directional Systems supplies LED signs for lane control in financial drive-thrus, parking garages, vehicle service bays, and loading docks as well as "in use" warning signs for medical facilities. We also offer aluminum free-hanging clearance bars, cut to length from 2'-20'. Stock signs ship today, made to order signs ship in two weeks or less. Made in the USA.

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Booth# 1514

525 Morley Drive  
Saginaw, MI 48601  
800-248-0280

[www.duro-last.com](http://www.duro-last.com)

Duro-Last<sup>®</sup> Roofing Inc. is a national roofing manufacturer which produces a prefabricated, reinforced thermoplastic single-ply roofing system for commercial and industrial (flat, low-sloped, new or metal retrofit) applications. The Duro-Last roofing system is energy-efficient, leak-proof, and virtually maintenance-free. Duro-Last is proud to be a charter partner in the EPA's ENERGY STAR<sup>®</sup> Roof Products Program.

### Eaton's Lighting Solutions

Booth# 1507

1121 Hwy. 74 South  
Peachtree City, GA 30269  
770-486-4800

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

Eaton's Lighting Division delivers a range of innovative and reliable indoor and outdoor lighting and controls solutions, specifically designed to maximize performance, energy efficiency and cost savings. The Lighting business serves customers in the commercial, industrial, retail, institutional, residential, utility and other markets.

### Electro Industries/ GaugeTech

Booth# 1407

1800 Shames Drive  
Westbury, NY 11590  
516-334-0870

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

Electro Industries/GaugeTech (EIG), technology leader in power and energy metering, provides highly accurate, advanced monitors who's Ethernet and WiFi communication support remote monitoring of power quality and all energy parameters.

### Envirobrite

Booth# 1502

148 Maritime Drive  
Sanford, FL 32771  
407-302-0001

[www.envirobrite.net](http://www.envirobrite.net)

Launched by Energy Planning Associates in 1994, Envirobrite is an industry-leading commercial lighting manufacturer providing the most energy-efficient solutions for office, warehouse and other business environments. We've manufactured over 20 million customized fixtures renovating over 5 billion square feet. Our products have reduced energy consumption by more than 2.5 trillion watts resulting in more than \$1 billion in savings annually.

### EPAC Software Technologies Inc.

Booth# 1412

42 Ladd St., Ste. 316  
East Greenwich, RI 02818  
888-336-3722

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

Managing Maintenance as a Business<sup>™</sup>, EPAC provides EAM/CMMS solutions for web, client-server and mobile applications. EPAC was written by maintenance people, for maintenance people, resulting in an easy to use, intuitive product. EPAC is available for a wide variety of platforms including SQL Server and Oracle.

### Excel Dryer

Booth# 820

357 Chestnut St.  
East Longmeadow, MA 01028  
413-525-4531

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

For over 50 years, Excel Dryer has been manufacturing the finest American made hand dryers featuring the Xlerator<sup>®</sup> Hand Dryer. Excel Dryer is a family-owned and operated company

## Extrutech Plastics – Hyland Filter Service

which revolutionized the industry by inventing the patented Xlerator technology that created the high-speed, energy-efficient hand dryer category and set a new standard for performance, reliability and customer satisfaction. [exceldryer.com](http://exceldryer.com).

**Extrutech Plastics****Booth# 1524**

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Manitowoc, WI 54220  
920-684-9650**

**[www.epiplastics.com](http://www.epiplastics.com)**

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**FabricAir, Inc.****Booth# 1211**

**312-A Swanson Drive  
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502-493-2210**

**[www.fabricair.com](http://www.fabricair.com)**

FabricAir invented fabric air dispersion systems over 40 years ago and remains a World leader represented in over 90 Countries. Each project is custom and we have a team of Engineers that work with Architects, Engineers and Contractors to provide the best air distribution system for each application.



**Facility Maintenance  
Decisions Magazine**

**Booth# 319**

**2100 W. Florist Ave.  
Milwaukee, WI 53209  
414-228-7701**

**[www.facilitiesnet.com/fmd](http://www.facilitiesnet.com/fmd)**

Official media sponsor of NFMT. *Facility Maintenance Decisions* is the only magazine written exclusively for facility maintenance and engineering managers at commercial and institutional facilities. Its 35,000 monthly readers are responsible for the safe, energy-efficient and reliable operations of their buildings and the maintenance of their grounds.

**FiberTite Roofing Systems  
by Seaman Corp.****Booth# 1327**

**1000 Venture Blvd.  
Wooster, OH 44691  
330-202-1111**

**[www.fibertite.com](http://www.fibertite.com)**

Backed by over 60 years of coated fabric innovation, Seaman Corporation's FiberTite®, introduced in 1979, is a premier single-ply roofing system. Its unique four-layer construction, which includes twice the fiber and the highest content of Dupont™ Elvaloy® KEE, provides unmatched puncture, chemical and UV resistance. In fact, standard ASTM testing proves FiberTite is over 5 times more puncture resistant than even a standard 20-year Modified Bitumen system.

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**[www.flexlightingsolutions.com](http://www.flexlightingsolutions.com)**

Flex Lighting Solutions manufactures industrial LED lighting solutions that help businesses and property managers lower utility bills, meet energy efficiency targets and reduce total cost of ownership, providing: high efficacy and ultra long life LED fixtures; high reliability and best lumen maintenance; high lumen output to replace HID and fluorescent.



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**Florida CCIM Chapter****Booth# 406**

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407-205-9397**

**[www.FLCCIM.com](http://www.FLCCIM.com)****Fluke Corporation****Booth# 801**

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Everett, WA 98203  
425-446-6700**

**[www.fluke.com](http://www.fluke.com)**

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**[www.freshaireuv.com](http://www.freshaireuv.com)**

Fresh-Aire UV® is a global leader in ultraviolet HVAC, surface & air-stream disinfection. Designed to improve equipment efficiency, reduce maintenance costs & destroy mold, bacteria, viruses, bio-film & odors, Fresh-Aire UV® systems are used in thousands of applications including residential, commercial, healthcare and military installations. Systems include UV, PCO, filter as well as those designed for ice-machines, & mini-splits.

**Fujitec Elevator****Booth# 1414**

**7600 Southland Blvd., Ste. 100  
Orlando, FL 32809  
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**[www.fujitecamerica.com](http://www.fujitecamerica.com)**

Fujitec America consists of 16 locations that earn maintenance, modernization and installation contracts through unparalleled service of all major systems, value-added maintenance and superior technical knowledge. Their ability to identify, evaluate and manage expectations allows for a proactive method of management which keeps systems running longer with minimal downtime and out-of-pocket expenses.

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**[www.granitenet.com](http://www.granitenet.com)**

Telecom, savings, consolidation.

**Guy Roofing****Booth# 1400**

**201 Jones Road  
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864-578-4594**

**[www.guyroofing.com](http://www.guyroofing.com)**

Guy Roofing, Inc., a full service roofing contractor, has been providing residential and commercial roofing services for over 45 years. We are nationally recognized as a leader in the roofing industry and have been trust-

ed by builders, developers, insurance companies and roofing consultants for decades. For more information visit [www.guyroofing.com](http://www.guyroofing.com)

**HD Supply****Booth# 1419****3100 Cumberland Blvd.****Atlanta, GA 30339****1-800-431-3000****[www.hdsupplysolutions.com](http://www.hdsupplysolutions.com)**

At HD Supply Facilities Maintenance, our competitively awarded contracts, including the U.S. Communities contract, provide government agencies access to thousands of quality maintenance and repair products at competitive prices. We help simplify the procurement process with a dedicated support team and free, next-day delivery on most orders to most areas.

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**8400 Skye Lochs Drive  
Waxhaw, NC 28173**

**704-776-3850****[www.hydrametrics.com](http://www.hydrametrics.com)**

HydraMetrics provides solutions to rising water costs. We survey every water device to provide a portfolio of options to maximize performance. Plumbing systems use physics inherent in its design. Hydrametrics analyzes root causes of inefficient water usage and re-commissions for optimal performance and long-term savings. We have engineered solutions to solve the root cause instead of treating the symptom.

**Hyland Filter Service****Booth# 1427**

**1010 E. 6th St.  
Owensboro, KY 42303**

**270-686-7650****[www.hylandfilterservice.com](http://www.hylandfilterservice.com)**

Hyland Filter Service is a full service Air Filtration company that manufactures High Efficiency Air Filter Media and performs filter changes as warranted to the PM schedule. Hyland Filter Service also offers wholesale pricing for all HVAC Filter media specializing in the "hard to get" filters.

# EXHIBITORS

## HyLite LED Lighting – Lighting Resources LLC

### HyLite LED Lighting

**Booth# 812**  
3705 Centre Circle  
Fort Mill, SC 29715  
803-336-2230  
[www.hyliteledlighting.com](http://www.hyliteledlighting.com)

HyLite LED lighting products are designed for efficiency and durability even in the harshest conditions. HyLite offers high performance LED lamps, luminaires, and retrofit kits for the widest range of applications. HyLite LED lighting products help facility managers reduce regular maintenance, save energy, and operate more efficiently. Visit our booth to learn how HyLite products can benefit your facility.

### IFMA (International Facility Management Association)

**Booth# 502**  
800 Gessner Road, Ste. 900  
Houston, TX 77024  
713-623-4362  
[www.ifma.org](http://www.ifma.org)

IFMA is the world's largest and most widely recognized international association for facility management professionals, supporting 24,000 members in 105 countries. Formed in 1980, IFMA certifies professionals in facility management, conducts research, provides educational programs, and produces World Workplace, the world's largest facility management conference and exposition. For more information, visit the IFMA press room or [www.ifma.org](http://www.ifma.org).

### IR-TEC America Inc.

**Booth# 1019**  
590 W. Central Ave., Ste. C  
Brea, CA 92821  
714-255-1440  
[www.irtec.com](http://www.irtec.com)

IR-TEC, an ISO-9001 & ISO-14001 certified manufacturer with headquarters in Taiwan and sales office in CA, has been specializing in sensor and control solutions for lighting and HVAC controls since 1982. The company offers a wide variety of occupancy and daylight sensors for OEM lighting fixture integration, standalone lighting controls, and building management systems integration.

### Islandaire

**Booth# 503**  
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East Setauket, NY 11733  
631-471-2900  
[www.islandaire.com](http://www.islandaire.com)

Manufacturer of quality air conditioning and heating products. Specializing in custom thru the wall units, PTACs, PTHP's, water source heat pumps, and gas heat PTAC units. All accessories such as wall sleeves, room cabinets, exterior louvers, steam coils, valves, and duct kits are also available.

### item America LLC

**Booth# 907**  
12105 Insurance Way  
Hagerstown, MD 21740  
[www.item24us.com](http://www.item24us.com)

item is the developer and producer of the original modular aluminum building kit system. For over 35 years, we've focused on creating innovative products of the highest quality. Our product portfolio includes the MB Building Kit System comprised of structural aluminum profiles, our Workbench System, TPS Stairway/Platform System, and our Lean Production System.



J REYNOLDS.COM

### J. Reynolds & Co., Inc.

**Booth# 1225**  
369 Sansom Blvd.  
Saginaw, TX 76179  
817-306-9596  
[www.jreynolds.com](http://www.jreynolds.com)

J Reynolds & Co., Inc. offers high quality roofing services to hundreds of thousands of clients in 48 states across the nation. We are located in the DFW Metroplex, though we service commercial roofing and waterproofing across the United States — regardless of location. Our professional business services include: re-roofing, sheet metal fabrication & installation, waterproofing, concrete, stone, & masonry restoration.

### JLG Industries Inc.

**Booth# 1201**  
13712 Crayton Blvd.  
Hagerstown, MD 21742  
240-420-2661  
[www.jlg.com](http://www.jlg.com)

JLG Industries Inc. is the world's leading designer, manufacturer and marketer of access equipment. The company's diverse product portfolio includes leading brands such as JLG® aerial work platforms; JLG, and SkyTrak® telehandlers; and an array of complementary accessories that increase the versatility and efficiency of these products. JLG is an Oshkosh Corporation company [NYSE: OSK].

### Kee Safety Inc.

**Booth# 900**  
100 Stradtman St.  
Buffalo, NY 14206  
727-772-3913  
[www.keesafety.com](http://www.keesafety.com)

Kee Safety is a leading global manufacturer and supplier of fall protection systems and solutions such as roof-edge guardrail, rooftop walkway, horizontal lifelines, and portable, anchor systems. Site visits and consultation are available. For 80+ years, Kee Klamp and Kee Lite Components have been used to build handrail and safety barrier systems. Kee Safety Separates People From Hazards.

### KEYper Systems

**Booth# 1508**  
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Harrisburg, NC 28075  
704-455-9400  
[www.keypersystems.com](http://www.keypersystems.com)  
KEYper Systems® manufactures the most robustly engineered but simple to use key and asset management systems. Our systems provide Accountability, Security, Analytics, and Asset Control. Features such as a large touch-screen interface, user-recognition camera, heavy-duty construction, and multiple authentication methods allow KEYper Systems to customize a solution for your organization. KEYper Systems — Key Management Simplified.

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Palm Beach Gardens, FL 33418  
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### Lewellyn Technology

**Booth# 1212**  
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Indianapolis, IN 46278  
800-242-6673  
[www.lewellyn.com](http://www.lewellyn.com)

Lewellyn, the market-leading safety solutions partner that helps companies realize their vision of a best-in-class safe and healthy workplace, has helped more than 45,000 companies protect their most important assets: their employees, their facilities, and their financial interests. Lewellyn offers arc flash assessments, infrared thermography, lockout/tagout, dust hazard analysis, and safety training solutions. For more information visit [www.lewellyn.com](http://www.lewellyn.com).

### Lightalarms

**Booth# 1513**  
1811 Hymus Blvd.  
Dorval, QC  
H9P 1J5  
514-685-2277  
[www.lightalarms.com](http://www.lightalarms.com)

A leader in emergency lighting and exit signs in the United States, Lightalarms® provides reliable products for all market segments and offers quick order turn-arounds with products designed and manufactured in North America.

### Lighting Resources LLC

**Booth# 1326**  
1007 SW 16th Lane  
Ocala, FL 34471  
352-509-3001  
[www.lightingresourcesinc.com](http://www.lightingresourcesinc.com)

Lighting Resources is now the nation's largest recyclers of fluorescent lamps. We also recycle ballasts, batteries, electronic scrap, and tritium exit signs. In addition we sell quality energy free photo-luminescent exit signs and egress products. Though we service the nation through 13 locations we are still small enough to understand your localized needs. Ask about our state-of-the-art Ocala, Florida location.

# EXHIBITORS

Luceco Inc. – NUUO Inc.

## Luceco Inc.

**Booth# 600**  
3010 Claymoore Park Drive  
Houston, TX 77043  
281 978 2509  
[www.luceco.com](http://www.luceco.com)

Luceco offers a wide array of high performance LED products perfect for commercial, institutional, retail, and industrial retrofits that demand low-maintenance, long-lifetime, and exceptional quality and value.

## Maintenance Connection

**Booth# 1519**  
1477 Drew Ave., Ste. 103  
Davis, CA 95616  
916-501-4142  
[www.maintenanceconnection.com](http://www.maintenanceconnection.com)  
Maintenance Connection is a leading provider of computerized maintenance management software (CMMS) also known as enterprise asset management (EAM). Since 1999, Maintenance Connection has served the healthcare, manufacturing, industrial, education, government, energy, facility management, and transportation industries. The software helps maintenance teams improve system reliability, reduce downtime, extend equipment life, and improve service levels for maintenance & repair operations.

## Marks USA

**Booth# 813**  
365 Bayview Ave.  
Amityville, NY 11701  
631-225-5400  
[www.marksusa.com](http://www.marksusa.com)

Marks USA is a manufacturer of security hardware products with expanded product line to include Architectural grade, BHMA and UL compliant mortise, cylindrical and tubular locksets, electronic access control ArchiTech, LifeSaver® hospital/life safety and anti-ligature locksets, ornamental iron locksets, HI-SECURITY® cylinders and a complete line of LocDown® mortise and cylindrical locksets for school security and safety and X-it Panic Devices.

## MIC Lighting

**Booth# 819**  
61 Riordan Place  
Shrewsbury, NJ 07702  
732-842-8889  
[www.mechanicalingenuity.com](http://www.mechanicalingenuity.com)  
LED retrofits and installation for a variety of lamp replacements including T-8, T-5, T-12, U-tubes, high-bay lighting and special orders per request.

## Microguard

**Booth# 719**  
4856 Victor St.  
Jacksonville, FL 32207  
904-636-7788  
[www.microguardusa.com](http://www.microguardusa.com)

Patented floor coating technology that protects against stain and odor penetration. With more than 10 years of proven success, our clients continue to find more locations to use Microguard.

## Mintek Mobile Data Solutions

**Booth# 1316**  
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Oldsmar, FL 34677  
727-734-9175  
[www.mintek.com](http://www.mintek.com)  
Learn how integrating iOS & Android apps into your day-to-day will save you time and money through the use of an EAM CMMS mobile solution.

## Monnit

**Booth# 1025**  
3400 South West Temple  
South Salt Lake, UT 84115  
801-561-5555  
[www.monnit.com](http://www.monnit.com)  
Monnit bridges the gap between industry and technology through the Internet of Things, empowering businesses with easy-to-use, low-cost remote monitoring solutions. Monnit solutions can be used to remotely monitor a variety of "Things" (i.e. temperature, motion, humidity, vibration, etc.); alerting you via text, email, and/or phone call when something goes wrong.

## Multitherm LLC

**Booth# 825**  
PO Box 579  
Devault, PA 19355  
610-408-8361  
[www.multithermcoils.com](http://www.multithermcoils.com)  
Whether it's new, retrofit or replacement coils, MultiTherm Coils can successfully and economically accommodate a customer's heating or cooling requirements however exacting they may be. We build HVAC coils of all types, industrial coils, tube bundles, heat exchangers. We specialize in quick ship and are capable of 3, 5 or 10 days on most custom, new and replacement coils.

## National Fenestration Rating Council (NFRC)

**Booth# 804**  
6305 Ivy Lane  
Greenbelt, MD 20770  
240-821-9505  
[www.nfrc.org](http://www.nfrc.org)  
NFRC provides an energy performance rating label that helps people identify the windows, doors, and skylights that will help make their homes and buildings more comfortable and more energy efficient.

## Nedap Inc.

**Booth# 1016**  
401 Edgewater Place, Ste. 560  
Wakefield, MA 01880  
603-458-2089  
[www.nedap.com/us/](http://www.nedap.com/us/)  
Luxon, Nedap's IoT-based lighting management platform, connected to unlock and sustain the full potential of LED. Nedap's mission is to perfectly align light sources with user needs, anywhere in the world. To ensure the right amount of light wherever and whenever needed. Nedap's lighting solutions apply to a wide range of applications.



New Pig

## New Pig Corp.

**Booth# 1312**  
One Pork Ave.  
Tipton, PA 16684  
814-686-0101  
[www.newpig.com](http://www.newpig.com)  
New Pig has been helping industrial workplaces stay clean, dry and safe since 1985. Today PIG Absorbent products are used in more facilities worldwide than any other brand. Now we're changing the way facilities prevent slips, trips and falls with PIG Grippy Floor Mat — the world's first adhesive-backed mat.

BUILDING OPERATING MANAGEMENT'S  
**NFMT**

**NFMT**  
**Booth# 319**  
2100 W. Florist Ave.  
Milwaukee, WI 53209  
414-228-7701  
[www.nfmt.com](http://www.nfmt.com)  
NFMT Events is a suite of live events produced throughout the year by

*Building Operating Management* magazine and *Facility Maintenance Decisions* magazine. Additional events include NFMT 2018 in Baltimore, MD March 20-22, Critical Facilities Summit in Nashville TN, October 14-16 and NFMT Vegas in Las Vegas, NV November 6-7. To learn more about any of these live events or the NFMT membership program stop by booth 319.

# NIAGARA MACHINE, INC.

ESTABLISHED 1954

## Niagara Machine Inc.

**Booth# 1106**  
325 West Front St.  
Erie, PA 16507  
814-455-8838  
[www.niagaramachine.com](http://www.niagaramachine.com)  
Niagara Machine your one stop shop for industrial floor rejuvenation projects. We have the expertise to diagnose your floor problems, create a rejuvenation plan, supply all the equipment products, and train your staff to perform the work. If outside help is needed, we can provide qualified contractors as well. Niagara Machine: technical expertise, supply, and customer service since 1954. 800-622-2048

## NTT Training

**Booth# 709**  
6675 S. Kenton St., Ste. 100  
Centennial, CO 80111  
800-922-2820  
[www.nttinc.com](http://www.nttinc.com)  
NTT Training helps America maintain a highly safe and proficient skilled workforce. NTT has trained over 1,000,000 employees at thousands of companies around the world. Each of our master instructors brings an average of 30 years of real-world experience into the classroom. Plus, only NTT has full-sized equipment for the widest variety of courses to ensure that students actually learn by doing.

## NUUO Inc.

**Booth# 1024**  
2657 Saturn St.  
Brea, CA 92821  
916-803-1243  
[www.nuuo.com](http://www.nuuo.com)  
NUUO manufacturers Network Video Recorder (NVR) products tailor made for the demanding video surveillance industry. Whether your application is small or a multi site enterprise level,

# EXHIBITORS

## Orion Lighting – Radio One Communication Service Company

NUUO has a product to fit your needs while maintaining a manageable TCO to fit your budget. No annual software maintenance fees with complimentary updates to keep your system current.

### Orion Lighting

**Booth# 807**

**2210 Woodland Drive  
Manitowoc, WI 54220  
920-892-5443**

**www.orionlighting.com**

Orion manufactures and markets a cutting edge portfolio of products encompassing LED solid state lighting and high intensity fluorescent lighting. Many of Orion's 95+ granted patents and patent pending applications relate to lighting systems that provide exceptional optical and thermal performance, which drive financial, environmental, and work-space benefits for a wide variety of customers in the retrofit market.

### ORR Protection Systems Inc.

**Booth# 1207**

**11601 Interchange Drive  
Louisville, KY 40229  
502-244-4500**

**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.

### Outdoorlink Inc.

**Booth# 824**

**3058 Leeman Ferry Road  
Huntsville, AL 35801  
334-663-9048**

**www.outdoorlinkinc.com**

OutdoorLink is a m2m remote lighting control and management system for the Property Management industry. By centralizing all inventory users can view and manage the lighting and maintenance of each location via computer, tablet, or smartphone. OutdoorLink maximizes savings potential, reduces utility consumption, alerts users in real-time of maintenance issues.

### Pacific Stair Corp/ Safe-T-Nose

**Booth# 1424**

**8690 Stair Way NE  
Salem, OR 97305  
503-932-0329**

**www.safetnose.com**

Safe-T-Nose® photo-luminescent "Glow-in-the-dark" nosing and REVERSE™ photo-luminescent exit sign upgrade. Safe-T-Nose® is the industry's only safety nosing with a construction cover. The construction cover is simply snapped off and recycled once the project is complete to reveal the untarnished nosing extrusion and glow-in-the-dark striping. REVERSE™ photo-luminescent panel provides sign function beyond and even without backup battery power. Additional information 855-723-6673



### Parker Hannifin - Sporlan Division

**Booth# 1217**

**206 Lange Drive  
Washington, MO 63090  
636-239-1111**

**www.sporlanonline.com**

New Parker ZoomLock™ flame-free pipe connectors are the faster, easier and safer way to join copper HVAC/R tubes. ZoomLock fittings work with exclusive crimping technology, so there's no brazing needed. And, Sporlan SMART Service Tools are lightweight wireless sensors that sync with an app, enabling you to read system real-time pressures and temperatures and displays superheat and subcooling.

### Precision Concrete Cutting

**Booth# 721**

**3191 N. Canyon Road  
Provo, UT 84604  
801-224-0025**

**www.safesidewalks.com**

Precision Concrete Cutting is the leader in uneven sidewalk repair. We make sidewalks safe, ADA compliant, reduce trip and fall liability, and stretch your budget. On average our clients save 80 to 90 percent versus alternative repair methods. Visit our website to schedule a free demonstration or property survey.



### ProFM Credential Program

**Booth# 400**

**2975 Lone Oak Drive, Ste. 180  
Eagan, MN 55121  
651-905-2639**

**www.ProFMi.org**

Coming in 2018, ProFM is a training and credentialing program designed to elevate and unite the global FM profession. ProFM delivers the leading edge knowledge, skills and competencies required of today's facility managers. Discover how the FM community is coming together to build a better future. [www.ProFMi.org](http://www.ProFMi.org)



### PropertyTrak

**Booth# 1417**

**2018 E. Prairie Circle, Ste. 102  
Olathe, KS 66062  
913-888-0810**

**www.propertytrak.com**

PropertyTRAK is a CMMS solution designed for managers interested in improving operational excellence. Realize immediate, measurable ROI by organizing technicians/vendors; reducing maintenance costs; extending the life of assets; providing employees the ability to submit service requests to multiple departments like Facilities, Fleet, IT and Housekeeping; Mobile Apps for easy access to Work Order details, Inventory Management and Emergency Response Plans.

### PS Doors

**Booth# 1500**

**1150 S 48 St.  
Grand Forks, ND 58201  
701-795-6526**

**www.pdoors.com**

PS DOORS flood protection products can preserve your building from dangerous and costly flooding by ensuring important equipment, generators and assets are dry. FM Approved products, such as the Flood Plank — stored out of the way and installs quickly when needed; and, the Flood Door — a normal-use pedestrian door with unmatched flood protection.

### Pure Air Control Services, Inc.

**Booth# 1306**

**4911 Creekside Drive, Ste. C  
Clearwater, FL 33760  
800-422-7873**

**www.pureaircontrols.com**

Pure Air Control Services is a national provider of indoor environmental services which include: IAQ/Mold investigations, building diagnostics services, accredited environmental laboratory, HVAC mechanical hygiene, as well as duct cleaning/mold remediation.

### Qube Global Software

**Booth# 401**

**10 N. High St., Ste. 110  
West Chester, PA 19380  
888-ASK-QUBE**

**www.qubeglobal.com/us**

Trust Qube to increase the effectiveness of your real estate portfolio with our intelligent solutions for space, facilities and maintenance management and lease administration. Maximize utilization, minimize costs, gain actionable Business Intelligence. Identify and reduce underutilized space, implement and manage flexible/agile environments, save time, reduce efforts when planning and executing moves, recognized by Gartner, FASB-compliant.

### Radiant Electric Heat

**Booth# 703**

**22901 Aurora Road,  
P.O. Box 46730  
Bedford Heights, OH 44146-0391  
800-774-4450**

**www.electrichheat.com**

Radiant Electric Heat is the manufacture of CeramiCircuit Radiant electric heating panels. Our products include lay-in and surface mount ceiling units, cove, baseboard and portable radiant electric heaters. Efficient and quickly installed, they are the ideal solution for any cold or hard to heat areas.

### Radio One Communication Service Company

**Booth# 1416**

**7041 Grand National Drive,  
Ste. 116  
Orlando, FL 32819  
407-352-9242**

**www.radio1inc.com**

RADIO ONE is one of the largest Motorola Solutions Channel Partners in the United States. We provide communications solutions, FCC licensing assistance and rentals of communica-



tions systems to enterprise and government customers. Our number one goal is to provide you with the communication tools that will fulfill your exact communication requirements, ensuring maximum reliability, thereby attaining total customer satisfaction.

### Rectorseal

**Booth# 913**

**2601 Spenwick Dr.  
Houston, TX 77055  
713-263-8001**

**www.rectorseal.com**

SureSeal is a waterless trap barrier that prevents sewer odors and insects from entering living or working areas. SureSeal meets and surpasses ASSE1072 and will open with 4oz or less of water and not reduce nominal drain flow.

### Reechcraft Inc.

**Booth# 1324**

**474 45th St. S  
Fargo, ND 58103  
701-280-5963**

**www.reechcraft.com**

The ReechCraft PowerLift makes accessing difficult-to-reach indoor and outdoor spaces convenient, secure and is easy to use. It provides security and safety, while helping you gain access to a large range of applications. One person can easily move and operate this equipment up stairs, rough terrain, through standard doorways and elevators — it's the lightest low-level lift on the market.

### Reliable Controls

**Booth# 1020**

**120 Hallowell Road  
Victoria, BC V9A 7K2  
215-817-5108**

**www.reliablecontrols.com**

Reliable Controls specializes in the design and manufacture of Internet-Connected green building controls. Our MACH-System™ monitors and controls the complete spectrum of digital building equipment while remaining simple, flexible and sustainable offering long term value. Our products utilize the ASHRAE standard BACnet protocol and ship with a 5-year warranty.



### ReRoof USA

**Booth# 1325**

**3807 Carrollton Villa Rica  
Highway  
Villa Rica, GA 30180  
800-456-3653**

**www.ReRoofUSA.com**

ReRoof USA offers design, manufacture and install custom metal roof systems for replacement and retrofit applications.

### Revolution Lighting Technologies

**Booth# 717**

**177 Broad St., 12th Floor  
Stamford, CT 06901  
805-578-2536**

**www.rvlti.com**

Through advanced LED technologies, Revolution Lighting offers a comprehensive advanced product platform of high-quality interior and exterior LED lamps and fixtures, signage and accent lighting, and control systems. Revolution Lighting is uniquely positioned to act as an expert partner, offering full-service lighting solutions, superior energy savings, quality light and well-being.

### Rose Paving LLC

**Booth# 1319**

**5718 E. Columbus Drive  
Tampa, FL 33619  
813-226-6686**

**www.rosepaving.com**

At Rose Paving, we do it all — from preventative maintenance to structural reconstruction. Our approach focuses on what our clients need and what best fits their business model. Our solutions include: design/build, structural repair, pavement maintenance, national service and portfolio management.

### SafeTclearcoatings

**Booth# 707**

**292 Main St., #299  
Harleysville, PA 19438  
215-353-7512**

**www.safetclearcoatings.com**

Superior Coatings proprietary clear non slip coating, SafeTclearcoating® can be applied to tile, epoxy terrazzo, composite wood decks, natural stone. We have a full line of specialty coatings: -Colored rubberized non slip coatings -Carbinit process coatings for metal

-Protective coatings for theming, artwork, monuments -High Performance Safety Coatings Complimentary site assessments to Reduce your Liability.

### Salisbury by Honeywell

**Booth# 1301**

**101 E. Crossroads Parkway, Ste. A  
Bolingbrook, IL 60440  
630-343-3800**

**www.salisburybyhoneywell.com**

Salisbury by Honeywell is the world leading supplier of electrical safety personal protective equipment (PPE) and live line tools. We manufacture an extensive product line that meets OSHA regulations and complies with ASTM and NFPA 70E requirements and offer complete electrical safety assessments and training programs for the workplace through our service segment, Salisbury Assessment Solutions (SAS).

Life Is On



### Schneider Electric

**Booth# 1100**

**1650 W. Crosby Road  
Carrollton, TX 75006  
469-964-8322**

**www.schneider-electric.us**

Schneider Electric is the global specialist in energy management and automation. We help customers in over 100 countries manage their energy and process in ways that are safe, reliable, efficient and sustainable. Our technology, software and services improve the way our customers manage and automate their operations. Our connected technologies reshape industries, transform cities and enrich lives. At Schneider Electric, we call this Life Is On.

### SELECT Hinges

**Booth# 1313**

**9770 Shaver Road  
Portage, MI 49024  
800-423-1174**

**www.select-hinges.com**

Doors last longer with SELECT geared continuous hinges, which outperform traditional hinges in schools, offices and public buildings. More than 25,000,000 test cycles (equivalent to 60+ years), Pair-Matched™ hinge leaves, lifetime lubrication, anodizing after machining and never-ending Continuous Warranty™ prove their durability. Their long product life cycle and recycled content help them meet LEED requirements. For new or retrofit doors.

### Signtex Lighting Inc.

**Booth# 1018**

**220 VFW Ave.  
Grasonville, MD 21638  
410-827-8300**

**www.signtexinc.com**

A new central power system for interior and exterior emergency lighting that provides more than 95% savings in total operating costs compared to older technologies. Energy efficient LEDs are powered from accessible central batteries. Facilities staff require no special training to maintain the system, and batteries are available from any industrial supply house. All products are manufactured in the USA.

### Site 1001, Inc.

**Booth# 1013**

**903 Calle Amanecer, Ste. 240  
San Clemente, CA 92673  
949-276-6300**

**www.site1001.com**

Site 1001 is a next generation building management platform designed for the smart building revolution. Site 1001 combines a cloud-based, mobile-first facilities management platform with building automation and IoT technologies to provide the first "building intelligence" platform for facilities professionals, building owners, managers and operators.

### Socomec, Inc.

**Booth# 1119**

**222 Third St., Ste. 1221  
Cambridge, MA 02142  
617-852-2866**

**www.socomec.us**

Load break switches, transfer switches equipment, metering, monitoring, power conversion and energy storage solutions.



QUALITY OF LIFE SERVICES

### Sodexo

**Booth# 1219**

**9801 Washingtonian Blvd.  
Gaithersburg, MD 20878  
301-987-4000**

**www.sodexousa.com**

Sodexo increases our client's competitiveness by delivering innovative workplace solutions that improve the building environment, increase employee engagement, and enhance workplace and organizational effectiveness.

# EXHIBITORS

## SOMAX Inc. – The Sherwin-Williams Company

### **SOMAX Inc.**

**Booth# 1118**

11175 Cicero Drive, Ste. 100  
Alpharetta, GA 30022  
770-518-1514

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

Simple, mobile, affordable maintenance management software. Let SOMAX show you the future of Maintenance Management. Our cloud based SAAS model solution features both mobility (apps for android and iOS) as well as integration of real-time data using the Internet of Things to more effectively manage your facilities maintenance.

### **Specialized Pipe Technologies**

**Booth# 806**

226 Field End St.  
Sarasota, FL 34240  
941-379-5118

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

Specialized Pipe Technologies (SPT) has over 20 years of experience maintaining and repairing faulty pipe systems from potable, to sewer to storm drains using no-dig and non-invasive renewal technologies.

### **Stanley Access Technologies**

**Booth# 1418**

65 Scott Swamp Road  
Farmington, CT 06032  
443-597-8060

[stanleyaccesstechnologies.com](http://stanleyaccesstechnologies.com)

Stanley Access provides service, maintenance, and installation of all types of automatic and manual pedestrian doors. Customizable maintenance programs are available to fit the customers needs. Stanley also services and repairs all competitor door systems.

### **Starline**

**Booth# 1021**

168 Georgetown Road  
Canonsburg, PA 15317  
724-597-7800

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

Starline Plug-In Raceway provides site managers with fast and economical solutions for supplying and expanding power distribution throughout facilities. Plug-In Raceway modules can be accessed at any location to deliver a reliable and convenient power connection to keep offices, critical facilities and industrial environments working at peak efficiency. See how Plug-In Raceway can take your facilities to the next level at [www.starlinepower.com/raceway](http://www.starlinepower.com/raceway).

### **Steadyrack**

**Booth# 800**

7260 Edington Drive  
Cincinnati, OH 45249  
513-984-5590

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

Steadyrack's innovative patented design has revolutionized bike parking. Our racks save more space whilst allowing users to easily load and unload their bikes, addressing the two most challenging issues when sourcing a suitable bike rack. In addition our unique design cradles and protects bikes from damage and from damaging other bikes, cars or anyone in the vicinity without sacrificing functionality.

### **Steril-Aire Inc.**

**Booth# 920**

2840 N. Lima St.  
Burbank, CA 91504  
612-859-4242

[www.steril-aire.com](http://www.steril-aire.com)

Steril-Aire's high output UVC for HVAC systems use germicidal ultraviolet (UVGI) irradiation to improve indoor air quality and HVAC system efficiency. Proven to lower HVAC energy consumption, improves indoor air quality (IAQ), cuts maintenance costs, optimizes HVAC performance, extends food shelf life and product quality, reduces HAI exposure in healthcare facilities.

### **Sunbelt Rentals Inc.**

**Booth# 1101**

2341 Deerfield Drive  
Fort Mill, SC 29715  
800-667-9328

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

Sunbelt Rentals boasts the industry's largest collection of facilities maintenance equipment. Facility maintenance professionals can rely on Sunbelt Rentals to provide a full-line of equipment for all your indoor and outdoor facility maintenance projects. Whether you need to lift, mow, power, cool, heat, dry, clean or reach, Sunbelt Rentals is here for you.

### **Sutter Roofing**

**Booth# 1121**

8284 Vico Court  
Sarasota, FL 34240  
941-256-4827

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

Commercial Roofing.

### **Swiftspace Inc.**

**Booth# 606**

825 Trillium Dr.  
Kitchener, ON N2R 1J9  
519-573-5673

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

Today's workplace is much different than it was four decades ago and Swiftspace has attempted to accommodate the needs of the more mobile, social, and collaborative way of modern business. Within minutes, a workspace can be completely transformed using our easily convertible workstations which can be set-up and taken down hundreds of times without losing any of their functionality.

### **Tecta America Corporation**

**Booth# 1520**

9450 Bryn Mawr Ave., Ste. 500  
Rosemont, IL 60018  
877-485-1136

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

Tecta America Corp is the premier commercial roofing contractor in the U.S., providing roofing solutions nationwide. Each location has local management that understands and responds to the needs of customers in their marketplace. Tecta's ability to utilize our national resources and support our local operations sets us apart. Tecta America has the capacity to handle projects of any size.

### **Test Products International**

**Booth# 1320**

9615 SW Allen Blvd.  
Beaverton, OR 97005  
503-857-5082

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

Since 1997, TPI has been striving to offer the latest technology at the most affordable price to technicians, contractors, engineers and others seeking value based test and measurement instruments. Our mission is to become the leading independent manufacturer and supplier of low cost high performance industrial instrumentation.

### **Teupen USA**

**Booth# 1406**

10701 Southern Loop Blvd.  
Pineville, NC 28134  
704-248-9880

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

Compact, track-mounted, outrigger-supported aerial access platforms with working heights ranging from 42"

to 164". The Teupen LEO Series was specifically designed to be compact and light for easy transportation and superior accessibility to jobsites with limited access and difficult terrains. The LEO is an excellent alternative to cumbersome scaffold solutions which greatly impact pedestrian traffic and normal workflows.

### **The Budd Group**

**Booth# 915**

1000 Amble Drive  
Charlotte, NC 28206  
704-361-9701

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

The Budd Group is one of the leading facility service companies in the country, delivering high-quality janitorial, maintenance, landscaping, production support and facility support solutions to clients throughout the Southeast. With a long-standing tradition of hard work, integrity and excellent customer service, our private, family-owned company has enhanced the beauty, efficiency and cleanliness of facilities and institutions for over 50 years.

### **The Painter Co.**

**Booth# 1426**

2018 Strathmill Dr.  
Clearwater, FL 33755  
727-458-5195

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

Energy efficient roof coatings, anti-graffiti coatings, texture floors, epoxy floors, electrostatic painting, texture coatings, drywall repair, line striping and bin marking, venetian plaster, sandblasting, rebranding, intumescent fireproofing, waterproofing, roof graphics.



### **The Sherwin-Williams Company**

**Booth# 1526**

101 W. Prospect Ave. N.W.  
Cleveland, OH 44115  
800-524-5979

[www.sherwin-williams.com](http://www.sherwin-williams.com)

Get long-lasting results when selecting coatings for high traffic areas. Count on Sherwin-Williams for high-performance products for all areas of a facility from walls to floors, roofs to concrete surfaces. We also offer the most green coating solutions from zero to low VOC, minimal odor and mildew and

# EXHIBITORS

## TimeMaster – WaterSignal

stain resistant finishes. With 3400 stores and 1700 reps, you get fast, local service.

### **TimeMaster**

**Booth# 1415**

**149 Venture Court  
Lexington, KY 40511  
859-259-1878**

**www.time-master.com**

TimeMaster is a certified, wholesale distributor for the security industry. We specialize in safe and vault locks, government locks, access control, door security, tools, and more. Year after year, TimeMaster is recognized as a top distributor within the industry. With an award-winning history and a reputation for quality, TimeMaster is the choice for your security needs.

### **TMA Systems**

**Booth# 1321**

**5100 E. Skelly Drive, Ste. 900  
Tulsa, OK 74135  
800-862-1130**

**www.tmasystems.com**

TMA Systems is a provider of Maintenance Management Software and Computerized Maintenance Management Systems. Our solutions assist facilities in effectively accounting for, maintaining and extending the life of physical assets. With TMA Systems, you have the ability to manage your workflow process from planning stage to completion of the job.

### **Topaz Lighting**

**Booth# 1518**

**925 Waverly Ave.  
Holtsville, NY 11780  
800-666-2852**

**www.topaz-usa.com**

As a leading manufacturer of Electrical Fittings and LED Lighting products, Topaz offers the latest in commercial and residential LED Lighting. Need help with energy-efficient LED Lamps and stylish LED Fixtures? Or how about durable, security-minded Outdoor Fixtures? You got it! Plus, all kinds of Steel Boxes and Fittings for any installation, and lots more—just ask us at friendlytip@topaz-usa.com.

### **TownSteel Inc.**

**Booth# 809**

**17901 Railroad St.  
City of Industry, CA 91748  
626-965-8917**

**www.townsteel.com**

TownSteel Inc. is a proud member of BHMA and a manufacturer of Archi-

tectural Builders Hardware for over 25 years. A full line manufacturer offering ANSI Grade 1 Mortise Locks, Cylindrical Locks, Door Closers, Exit Devices. Specializing in Ligature Resistant Locks, Designer Locks, and Electronic Locks. TownSteel also offers a complete line of Accessory Hardware, Hinges, and Custom Pulls. All designed to meet your budget!

### **Tri-Chem**

**Booth# 1318**

**431 Stephenson Highway  
Troy, MI 48066  
800-456-6255**

**www.tri-chem.com**

For over 40 years, Tri-Chem Corporation has been a leader in helping clients solve their toughest facility maintenance problems. Our staff delivers one-on-one attention, making sure customers' needs are met with creative solutions. We manufacture products and offer customizations to meet the needs of your applications. Visit [www.tri-chem.com](http://www.tri-chem.com) for floor coatings and sealers, industrial maintenance, cleaning, tooling, and safety products.

### **U.S. Department of State**

**Booth# 1405**

**1701 N. Fort Myer Drive, Ste. 1140  
Arlington, VA 22209  
703-875-4523**

**www.state.gov/obo/**

The U. S. Department of State's Bureau of Overseas Buildings Operations (OBO), is recruiting Facility Managers and Construction Engineers to join its team of Foreign Service Specialists who plan, construct and maintain all U.S. government real property located overseas under the control of the U.S. Department of State. Foreign Service employees enjoy international travel, free housing and utilities when assigned overseas and other excellent benefits.

### **Vectair Systems Inc.**

**Booth# 1521**

**2095 Spicer Cove, Covington  
Way Distribution Center  
Memphis, TN 38134  
901-373-7818**

**www.vectairsystems.com**

Vectair Systems are a leading technological innovator, manufacturer and supplier of aircare and hygiene products in a number of sectors worldwide, delivering sanitary solutions to over 120 countries. We have invented patented and pioneering aircare technol-

ogy, such as 'Vibrating Mesh Technology' and the multi-award winning and sustainable 'Multi-Phasing Fragrance Technology'. Our non-aerosol aircare systems are VOC exempt, leading the way in aircare safety and sustainability.

### **Veritiv**

**Booth# 1213**

**1000 Abernathy Road NE,  
Ste. 1700  
Sandy Springs, GA 30328  
770-391-8463**

**www.veritivcorp.com**

Veritiv® is a North American leader in facility solutions. Our commercial cleaning products and programs help you maintain a healthy, more attractive environment. But commercial cleaning is much more than wiping and sanitizing. The most impactful way to harness these benefits is with LEAN cleaning. It increases productivity and protects valuable assets. And our LEAN advisors make it happen.

### **Versico Roofing Systems**

**Booth# 1421**

**1285 Ritner Highway  
Carlisle, PA 17013  
717-960-4471**

**https://www.versico.com**

Versico Roofing Systems is one of the top single-ply roofing system manufacturers in the U.S. Product offerings include VersiGard® EPDM, VersiWeld® TPO, VersiFleece® TPO and PVC, VersiFlex® PVC, VersiFlex-E KEE HP PVC with Elvaloy, garden roof systems and a complete line of insulation and accessory products.

### **VFS Fire & Security Services**

**Booth# 1220**

**501 W Southern Ave.  
Orange, CA 92865  
714-778-6090**

**www.vfsfire.com**

VFS is a full service national fire and life safety company. We test and inspect fire alarm systems, fire sprinkler systems and special hazard systems. With our LiNC inspection program we keep it simple and makes it effortless for our clients to View, Track, & Download inspection reports from anywhere 24/7, 365. Know the condition of every facility in seconds!

### **Viconics Technologies Inc.**

**Booth# 1120**

**7262 Rue Marconi, 3rd floor  
Montreal, QC  
H2R 2Z5  
514-906-8595**

**www.viconics.com**

Viconics HVAC control systems, not only provide greater energy savings with on-board passive infrared occupancy sensors, but also offer unparalleled flexibility through the use of open communication protocols. Reusing existing building wiring and eliminating the need for additional commissioning tools allowed us to simplify the installation and commissioning process and drastically reduced your total installed cost.



### **Wagner Meters**

**Booth# 1218**

**326 Pine Grove Road  
Rogue River, OR 97537  
541-582-0541**

**www.wagnermeters.com**

For over 50 years, Wagner Meters has been the world leader in moisture measurement solutions for wood and concrete. Wagner's easy to install Rapid RH revolutionizes accurate relative humidity moisture testing for concrete. Visit our booth at 1218 and learn about the DataMaster™ app. Designed to read, record, and report data using the Rapid RH® Bluetooth® Smart Reader.

### **WaterSignal**

**Booth# 814**

**510 Staghorn Court  
Alpharetta, GA 30004  
678-990-2736**

**www.watersignal.com**

Cooling tower valve stuck open overnight? Irrigation system ran all week-end? Underground water leak? How do you know? WaterSignal is a real-time water monitoring, management, and alert system that continuously measures domestic, cooling tower, and irrigation water meters and sends immediate notifications to cell phones and email accounts. Reduce water costs by 14 percent with a 6-12 month payback.

# EXHIBITORS

## Western Colloid Roofing Systems – Zen Ecosystems

### Western Colloid Roofing Systems

Booth# 1509

P.O. Box 987

Lake Forest, CA 92609

512-948-2883

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

Manufacturer of FM 4470 Class 1 Approved Fluid Applied Reinforced Roof Systems. Monolithic, energy saving, sustainable, multi layered roof systems designed to meet your buildings needs. Warranties from 5 — 20 years, renewable. Our systems may be installed over BUR/gravel, Coal-tar/gravel, Smooth and cap BUR/modified, EPDM, TPO, PVC, & metal roof assemblies. Systems are classified as maintenance & repair.

### Whittaker Co., RE

Booth# 1512

302 S. Croton Ave.

New Castle, PA 16101

724-658-8568

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

Our Smart Care® machines and CRYSTAL® family of chemistries form a system that has been globally proven over the last 29 years as a most effective means to deliver consistently cleaner carpets at a consistently lower cost-all with the goal of extending the appearance life of the carpet you maintain.

### WoofGang Solutions

Booth# 1216

716 N. Renellie Drive

Tampa, FL 33609

813-282-9663

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

WoofGang Solutions is the creator of ProPlan, a comprehensive cloud-based software program for facilities management. ProPlan offers seamless management continuity including Facilities assessments, Facilities cost management, Warranty management and Work order management. Unleash the full potential of your workforce by utilizing ProPlan mobile which takes technology to the field for on-demand efficiency. We have made it so simple... IT'S AMAZING!

### Zen Ecosystems

Booth# 916

2901 West Coast Highway,  
Ste. 200

Newport Beach, CA 92606

310-955-7815

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

The Zen HQ platform combines award-winning, smart Zen Thermostats with intuitive software that gives multi-site businesses control of energy costs. With features such as remote user lockouts, HVAC scheduling, intelligent demand management and lighting controls, Zen HQ provides powerful energy management while still being simple enough to install in a day and affordable enough to payback in under a year.

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# EXHIBITORS

by Product Category

## ACOUSTICAL SOLUTIONS/SOUND MASKING

Swiftspace Inc. .... 606

## ADA PRODUCTS

Connectrac ..... 1006  
Excel Dryer ..... 820  
Marks USA ..... 813  
Pacific Stair Corp/Safe-T-Nose ..... 1424  
Precision Concrete Cutting ..... 721  
Stanley Access Technologies ..... 1418  
Swiftspace Inc. .... 606

## AIR SYSTEMS

FabricAir, Inc. .... 1221  
Fresh-Aire UV/Triatomic ..... 1317  
Hyland Filter Service ..... 1427  
Multitherm LLC ..... 825  
Vectair Systems Inc. .... 1521

## ARCHITECTURAL AND ENGINEERING SERVICES

Adapt Intelligence, Inc. .... 1017  
CTLGroup/Williams Building Diagnostics ..... 1315  
CXEnergy Conference & Expo ..... 818  
Data Center Solutions ..... 924  
FabricAir, Inc. .... 1221  
PS Doors ..... 1500  
Sodexo ..... 1219  
Specialized Pipe Technologies ..... 806  
Versico Roofing Systems ..... 1421

## BIRD/PEST CONTROL

Avian Flyaway Inc./Bird Relocation ..... 1413

## BOILERS/WATER HEATERS

Multitherm LLC ..... 825  
Test Products International ..... 1320

## BUILDING AUTOMATION/SYSTEM INTEGRATION

ABB Inc. .... 1112  
Adapt Intelligence, Inc. .... 1017  
BACnet International ..... 1012  
Fluke Corporation ..... 801  
item America LLC ..... 907  
KEYper Systems ..... 1508  
Lightalarms ..... 1513  
NUUO Inc. .... 1024  
Outdoorlink Inc. .... 824  
PropertyTrak ..... 1417  
Qube Global Software ..... 401  
Reliable Controls ..... 1020  
Schneider Electric ..... 1100  
Site 1001, Inc. .... 1013  
Sodexo ..... 1219  
Viconics Technologies Inc. .... 1120  
Zen Ecosystems ..... 916

## BUILDING RESTORATION

Altyno ..... 1515  
Aristor LLC ..... 1401

Baker Roofing Company ..... 1527  
COIT Cleaning & Restoration Services Inc. .... 501  
CTLGroup/Williams Building Diagnostics ..... 1315  
Envirobrite ..... 1502  
Fresh-Aire UV/Triatomic ..... 1317  
J. Reynolds & Co., Inc. .... 1225  
Microguard ..... 719  
SELECT Hinges ..... 1313  
Specialized Pipe Technologies ..... 806  
Tecta America Corporation ..... 1520  
Teupen USA ..... 1406  
Vectair Systems Inc. .... 1521  
Wagner Meters ..... 1218  
Western Colloid Roofing Systems ..... 1509

## BUILDING SERVICE CONTRACTING

COIT Cleaning & Restoration Services Inc. .... 501  
Data Center Solutions ..... 924  
Extrutech Plastics ..... 1524  
Hyland Filter Service ..... 1427  
Schneider Electric ..... 1100  
The Budd Group ..... 915  
WoofGang Solutions ..... 1216

## CARPET/CARPET FIBER/CARPET CARE

COIT Cleaning & Restoration Services Inc. .... 501  
The Sherwin Williams Company ..... 1526  
Sunbelt Rentals Inc. .... 1101  
Whittaker Co., RE ..... 1512

## CEILING

Extrutech Plastics ..... 1524

## CHEMICALS: MAINTENANCE/ CLEANING

Chemours ..... 1503  
HD Supply ..... 1419  
Tri-Chem ..... 1318  
Whittaker Co., RE ..... 1512

## COMMUNICATIONS TECHNOLOGY

Radio One Communication Service Company ..... 1416  
WaterSignal ..... 814

## CONSTRUCTION SUPPORT SERVICES

Brown & Root ..... 1506  
J. Reynolds & Co., Inc. .... 1225  
Precision Concrete Cutting ..... 721  
Sodexo ..... 1219  
Steadyrack ..... 800  
VFS Fire & Security Services ..... 1220  
WoofGang Solutions ..... 1216

## CONSULTING

ABCO Fire, LLC ..... 1117  
CE Maintenance Solutions LLC ..... 912  
Commercial Fire Hydrant Service ..... 727  
CTLGroup/Williams Building Diagnostics ..... 1315  
EPAC Software Technologies Inc. .... 1412  
Kee Safety Inc. .... 900  
Lewellyn Technology ..... 1212

NTT Training ..... 709  
Qube Global Software ..... 401  
Veritiv ..... 1213  
WaterSignal ..... 814

## CONTROL SYSTEMS

ABB Inc. .... 1112  
Beghelli USA ..... 921  
Eaton's Lighting Solutions ..... 1507  
KEYper Systems ..... 1508  
Nedap Inc. .... 1016  
NUUO Inc. .... 1024  
Orion Lighting ..... 807  
Outdoorlink Inc. .... 824  
Revolution Lighting Technologies ..... 717  
Viconics Technologies Inc. .... 1120

## DATA CENTERS/DATA CENTER FACILITY MANAGEMENT

ARC Document Solutions, Inc. .... 1116

## DETECTION/DIAGNOSTIC EQUIPMENT

Parker Hannifin - Sporlan Division ..... 1217  
Wagner Meters ..... 1218  
WaterSignal ..... 814

## DOORS/DOOR HARDWARE

Altyno ..... 1515  
DICTATOR U.S. INC. .... 1525  
Extrutech Plastics ..... 1524  
Marks USA ..... 813  
PS Doors ..... 1500  
SELECT Hinges ..... 1313  
Stanley Access Technologies ..... 1418  
TimeMaster ..... 1415  
TownSteel Inc. .... 809

## DRAIN CLEANING

Specialized Pipe Technologies ..... 806

## ELECTRICAL DISTRIBUTION

Envirobrite ..... 1502  
HyLite LED Lighting ..... 812  
Salisbury by Honeywell ..... 1301  
Socomec, Inc. .... 1119  
Topaz Lighting ..... 1518  
U.S. Department of State ..... 1405

## ELEVATORS/ESCALATORS

Altyno ..... 1515  
Fujitec Elevator ..... 1414  
Reechcraft Inc. .... 1324  
Test Products International ..... 1320

## ENERGY MANAGEMENT SYSTEMS

Adapt Intelligence, Inc. .... 1017  
Direct Energy Business ..... 919  
Eaton's Lighting Solutions ..... 1507  
Electro Industries/GaugeTech ..... 1407  
Islandaire ..... 503  
Nedap Inc. .... 1016  
Orion Lighting ..... 807

# EXHIBITORS

## by Product Category

Outdoorlink Inc.....	824
Signtex Lighting Inc.....	1018
Socomec, Inc.....	1119
Zen Ecosystems.....	916

### ENERGY MONITORING

CXEnergy Conference & Expo.....	818
Direct Energy Business.....	919
Electro Industries/GaugeTech.....	1407
Fluke Corporation.....	801
PropertyTrak.....	1417
Socomec, Inc.....	1119
SOMAX Inc.....	1118
Zen Ecosystems.....	916

### ENERGY PRODUCTS AND SERVICES

Automatic Airflow Balancing/Performance Aire.....	918
BioZone Scientific International, Inc.....	1007
Direct Energy Business.....	919
Envirobrite.....	1502
Flex Lighting Solutions.....	1425
HydraMetrics.....	1501
HyLite LED Lighting.....	812
Islandaire.....	503
Orion Lighting.....	807
ProFM Credential Program.....	400
Pure Air Control Services, Inc.....	1306
Steril-Aire Inc.....	920
Topaz Lighting.....	1518

### ENVIRONMENTAL SERVICES/ PRODUCTS/IAQ

Automatic Airflow Balancing/Performance Aire.....	918
BioZone Scientific International, Inc.....	1007
Busch Systems International Inc.....	1107
DGC Environmental Services, Inc.....	817
Fresh-Aire UV/Triatomic.....	1317
Lighting Resources LLC.....	1326
Pure Air Control Services, Inc.....	1306
Sodexo.....	1219
Steril-Aire Inc.....	920

### EXIT SIGNS

Beghelli USA.....	921
Lightalarms.....	1513
Lighting Resources LLC.....	1326
Pacific Stair Corp/Safe-T-Nose.....	1424
Signtex Lighting Inc.....	1018

### EXTERIOR BUILDING SYSTEMS

Avian Flyaway Inc./Bird Relocation.....	1413
CTLGroup/Williams Building Diagnostics.....	1315
DICTATOR U.S. INC.....	1525
PS Doors.....	1500
Tecta America Corporation.....	1520
TimeMaster.....	1415
Versico Roofing Systems.....	1421

### FILTRATION

Hyland Filter Service.....	1427
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### FIRE SAFETY

ABCO Fire, LLC.....	1117
AGF Manufacturing Inc.....	1409
Commercial Fire Hydrant Service.....	727
Data Center Solutions.....	924
ORR Protection Systems Inc.....	1207
VFS Fire & Security Services.....	1220

### FLEET MANAGEMENT

EPAC Software Technologies Inc.....	1412
KEYper Systems.....	1508

### FLOORING

Connectrac.....	1006
New Pig Corp.....	1312
Niagara Machine Inc.....	1106
The Sherwin Williams Company.....	1526
Tri-Chem.....	1318
Wagner Meters.....	1218
Whittaker Co., RE.....	1512

### FURNITURE/FURNISHING MATERIALS

Arete Industries.....	821
item America LLC.....	907
Swiftspace Inc.....	606

### GENERATORS

U.S. Department of State.....	1405
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### HOUSEKEEPING PRODUCTS EQUIP.

Busch Systems International Inc.....	1107
Excel Dryer.....	820
HD Supply.....	1419
Steadyrack.....	800
The Budd Group.....	915
Vectair Systems Inc.....	1521
Veritiv.....	1213

### HVAC

ABB Inc.....	1112
Aceto Corp.....	1420
Automatic Airflow Balancing/Performance Aire.....	918
Baltimore Aircoil Co.....	701
BioZone Scientific International, Inc.....	1007
Chemours.....	1503
FabricAir, Inc.....	1221
Fresh-Aire UV/Triatomic.....	1317
HD Supply.....	1419
Hyland Filter Service.....	1427
Islandaire.....	503
Multitherm LLC.....	825
Parker Hannifin - Sporlan Division.....	1217
Pure Air Control Services, Inc.....	1306
Radiant Electric Heat.....	703
Reliable Controls.....	1020
Steril-Aire Inc.....	920
Test Products International.....	1320
U.S. Department of State.....	1405
Viconics Technologies Inc.....	1120

### HVAC COMMISSIONING SERVICES

CXEnergy Conference & Expo.....	818
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Islandaire.....	503
Multitherm LLC.....	825
Viconics Technologies Inc.....	1120

### INSULATION

Versico Roofing Systems.....	1421
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### INTERNET OF THINGS

Adappt Intelligence, Inc.....	1017
Blue Book Network, The.....	906
Direct Energy Business.....	919
Fluke Corporation.....	801
Nedap Inc.....	1016
NUUO Inc.....	1024
Outdoorlink Inc.....	824
Reliable Controls.....	1020
Revolution Lighting Technologies.....	717
Site 1001, Inc.....	1013
SOMAX Inc.....	1118
Zen Ecosystems.....	916

### LANDSCAPE/GROUNDS CARE PRODUCTS

Avian Flyaway Inc./Bird Relocation.....	1413
DGC Environmental Services, Inc.....	817
Reechcraft Inc.....	1324
The Budd Group.....	915

### LIFTS/LADDERS

JLG Industries Inc.....	1201
Reechcraft Inc.....	1324
The Sherwin Williams Company.....	1526
Sunbelt Rentals Inc.....	1101
Teupen USA.....	1406

### LIGHTING

Beghelli USA.....	921
Directional Systems.....	725
Eaton's Lighting Solutions.....	1507
Envirobrite.....	1502
Flex Lighting Solutions.....	1425
HyLite LED Lighting.....	812
IR-TEC America Inc.....	1019
Luceco Inc.....	600
Nedap Inc.....	1016
Orion Lighting.....	807
Revolution Lighting Technologies.....	717
Signtex Lighting Inc.....	1018
Topaz Lighting.....	1518

### MAINTENANCE PRODUCTS/SERVICES

Aceto Corp.....	1420
Baltimore Aircoil Co.....	701
BioZone Scientific International, Inc.....	1007
Busch Systems International Inc.....	1107
CE Maintenance Solutions LLC.....	912
Chemours.....	1503
DGC Environmental Services, Inc.....	817
EPAC Software Technologies Inc.....	1412
HD Supply.....	1419
HydraMetrics.....	1501
HyLite LED Lighting.....	812

# EXHIBITORS

by Product Category

J. Reynolds & Co., Inc.	1225
JLG Industries Inc.	1201
Kee Safety Inc.	900
KEYper Systems	1508
Labor Finders	500
Lewellyn Technology	1212
Maintenance Connection	1519
Mintek Mobile Data Solutions	1316
Parker Hannifin - Sporlan Division	1217
Precision Concrete Cutting	721
PropertyTrak	1417
Pure Air Control Services, Inc.	1306
Rectorseal	913
Reechcraft Inc.	1324
SELECT Hinges	1313
Site 1001, Inc.	1013
SOMAX Inc.	1118
Stanley Access Technologies	1418
Steadyrack	800
Tecta America Corporation	1520
Test Products International	1320
The Budd Group	915
TMA Systems	1321
Tri-Chem	1318
VFS Fire & Security Services	1220
Western Colloid Roofing Systems	1509

## MATERIAL HANDLING/STORAGE

Directional Systems	725
item America LLC	907

## MOTORS DRIVES

ABB Inc.	1112
Fluke Corporation	801

## NATIONAL DISTRIBUTORS

Steadyrack	800
TimeMaster	1415

## OPERATIONAL SUPPORT SERVICES

CE Maintenance Solutions LLC	912
Labor Finders	500
Lewellyn Technology	1212
ProFM Credential Program	400
Radio One Communication Service Company	1416
WoofGang Solutions	1216

## PAINTS AND COATINGS

Altyno	1515
Arisfor LLC	1401
Microguard	719
The Painter Co.	1426
The Sherwin Williams Company	1526
Western Colloid Roofing Systems	1509

## PAVING/CONCRETE REPAIR

Arisfor LLC	1401
Niagara Machine Inc.	1106
Precision Concrete Cutting	721
Rose Paving LLC	1319
The Painter Co.	1426
Wagner Meters	1218

## PLUMBING

AGF Manufacturing Inc.	1409
HydraMetrics	1501
Rectorseal	913
Specialized Pipe Technologies	806

## PORTABLE HEATING/COOLING

FabricAir, Inc.	1221
Radiant Electric Heat	703
Sunbelt Rentals Inc.	1101

## POWER & HAND TOOLS

Parker Hannifin - Sporlan Division	1217
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## POWER DISTRIBUTION/GENERATION

Connectrac	1006
Socomec, Inc.	1119
Starline	1021
U.S. Department of State	1405

## PUBLICATIONS

Blue Book Network, The	906
IFMA (International Facility Management Association)	502

## RENTAL COMPANIES

Labor Finders	500
Radio One Communication Service Company	1416
Sunbelt Rentals Inc.	1101

## RESTROOM PRODUCTS/SYSTEMS

Excel Dryer	820
HydraMetrics	1501
Microguard	719
Rectorseal	913
Vectair Systems Inc.	1521
Veritiv	1213

## ROOFING

Baker Roofing Company	1527
DECRA Roofing Systems, Inc.	917
Duro-Last Roofing Inc.	1514
FiberTite Roofing Systems by Seaman Corp.	1327
Guy Roofing	1400
J. Reynolds & Co., Inc.	1225
Kee Safety Inc.	900
Tecta America Corporation	1520
Versico Roofing Systems	1421
Western Colloid Roofing Systems	1509

## SAFETY PRODUCTS

ABCO Fire, LLC	1117
AGF Manufacturing Inc.	1409
Avian Flyaway Inc./Bird Relocation	1413
DICTATOR U.S. INC.	1525
Directional Systems	725
JLG Industries Inc.	1201
Kee Safety Inc.	900
Lightalarms	1513
New Pig Corp.	1312
ORR Protection Systems Inc.	1207
Pacific Stair Corp/Safe-T-Nose	1424
PS Doors	1500
Salisbury by Honeywell	1301

Tri-Chem	1318
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## SECURITY/ACCESS CONTROL

ADT/Protection 1	1001
DICTATOR U.S. INC.	1525
Marks USA	813
NUJO Inc.	1024
Reliable Controls	1020
Schneider Electric	1100
SELECT Hinges	1313
Stanley Access Technologies	1418
TimeMaster	1415
TownSteel Inc.	809
VFS Fire & Security Services	1220

## SIGNAGE

Arete Industries	821
Beghelli USA	921
Directional Systems	725
Lightalarms	1513
Signtex Lighting Inc.	1018

## SOFTWARE

Blue Book Network, The	906
EPAC Software Technologies Inc.	1412
Maintenance Connection	1519
Mintek Mobile Data Solutions	1316
PropertyTrak	1417
Qube Global Software	401
Schneider Electric	1100
Site 1001, Inc.	1013
SOMAX Inc.	1118
TMA Systems	1321
WoofGang Solutions	1216

## SUSTAINABLE INTERIOR PRODUCTS

Arete Industries	821
Busch Systems International Inc.	1107
Excel Dryer	820
Revolution Lighting Technologies	717

## TRAINING/EDUCATION

CE Maintenance Solutions LLC	912
Commercial Fire Hydrant Service	727
CXEnergy Conference & Expo	818
Florida CCIM Chapter	406
IFMA (International Facility Management Association)	502
Lewellyn Technology	1212
NTT Training	709
ProFM Credential Program	400
Salisbury by Honeywell	1301
Veritiv	1213

## WATER TREATMENT

Aceto Corp.	1420
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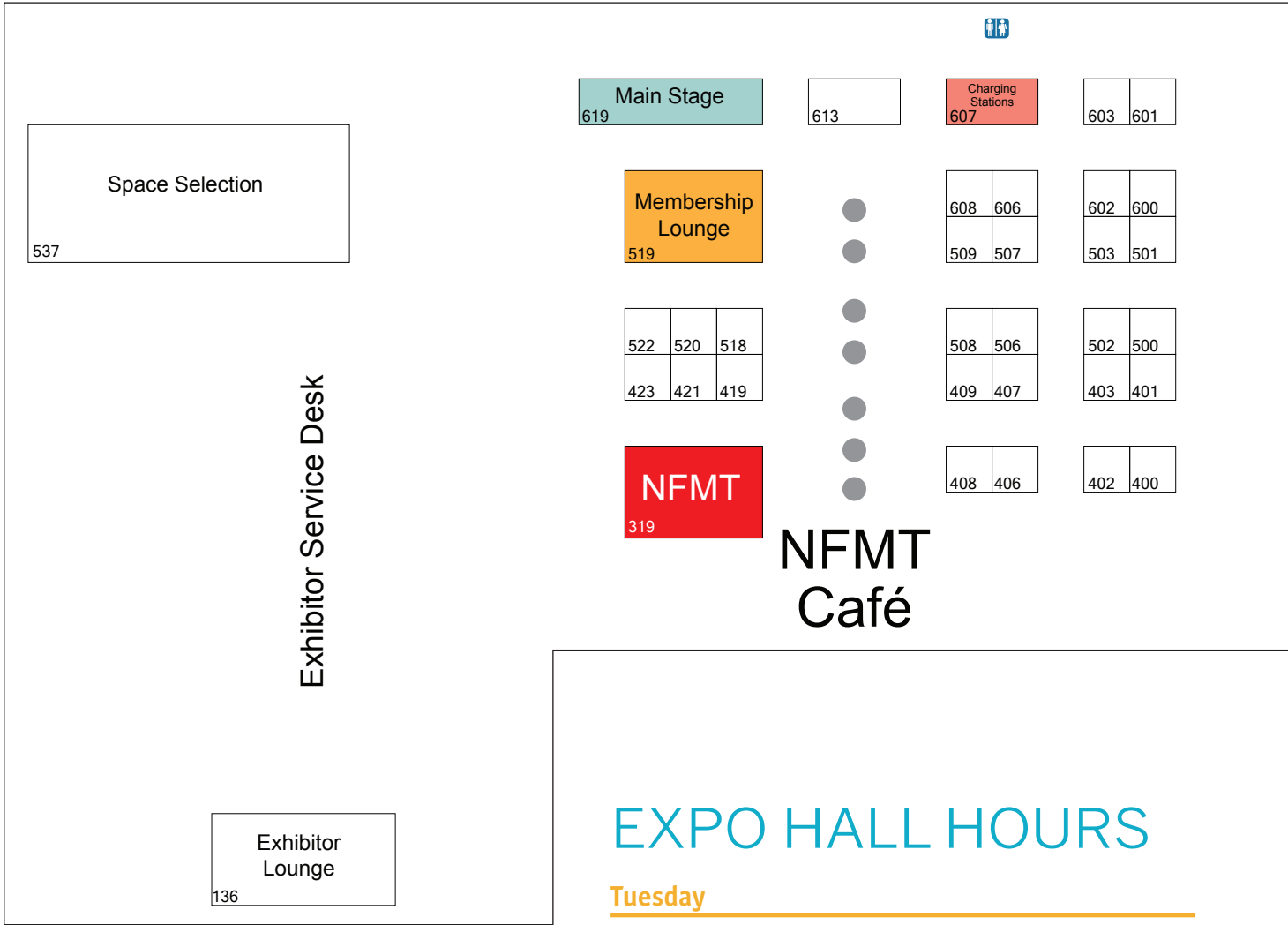
## WINDOWS/WINDOW TECHNOLOGY

National Fenestration Rating Council (NFRC)	804
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## WIRING & CABLING

Connectrac	1006
Topaz Lighting	1518

# EXPO HALL MAP



## EXPO HALL HOURS

### Tuesday

- 11:00 a.m. – 3:00 p.m. Expo Hall Open
- 11:30 – 2:20 p.m. .... QuickFire Sessions at Booth #1125
- 2:00 - 3:00 p.m. .... Networking Party
- 2:45 p.m. .... \$1,000 Cash Prize Drawing (Main Stage)

### Wednesday

- 11:00 a.m. – 2:00 p.m. Expo Hall Open
- 11:30 – 1:20 p.m. .... QuickFire Sessions at Booth #1125
- 1:45 p.m. .... \$1,000 Cash Prize Drawing (Main Stage)





727	826	827	926	1026	1027	Quick Fire Arena 1125	1326	1327	1426	1427	1526	1527				
725	824	825	924	925	1024		1025	1124	1225	1324	1325	1424	1425	1524	1525	
<b>GreenTech</b>				<b>Internet of Things</b>				<b>Building Maintenance</b>								
721	820	821	920	921	1020	1021	1120	1121	1220	1221	1320	1321	1420	1421	1520	1521
719	818	819	918	919	1018	1019	1118	1119	1218	1219	1318	1319	1418	1419	1518	1519
717	816	817	916	917	1016	1017	1116	1117	1216	1217	1316	1317	1416	1417	1516	
	814	815	914	915								1315	1414	1415	1514	1515
713	812	813	912	913	1012	1013	1112	1113	1212	1213	1312	1313	1412	1413	1512	1513
709		809												1409	1508	1509
707	806	807	906	907	1006	1007	1106	1107		1207	1306	1307	1406	1407	1506	1507
705	804													1405	1504	
703															1502	1503
701	800	801	900	901		1001	1100	1101		1201		1301	1400	1401	1500	1501



### Entrance

## EXPO FLOOR HIGHLIGHTS

- Main Stage ..... Booth #619
- Membership Lounge ..... Booth #519
- Charging Stations ..... Booth #607
- QuickFire Arena..... Booth #1125
- NFMT Café Tables

## PAVILIONS

- Building Services Pavilion
- GreenTech Pavilion
- Internet of Things Pavilion

## PLATINUM SPONSORS

- Lewellyn Technology ..... Booth #1212  
*Sponsor of the Daily Cash Prize Drawing*
- ReRoof USA ..... Booth #1325
- ProFM ..... Booth #400  
*Sponsor of the Networking Party*
- NFMT ..... Booth #319
- Building Operating Management* ..... Booth #319
- Facility Maintenance Decisions* ..... Booth #319

Advertiser	Booth #	Page #
Lewellyn Technology ..... 800-242-6673 • www.lewellyn.com	1212 .....	C2
New Pig Corp ..... 814-686-0101 • www.newpig.com	1312 .....	3
NFMT ..... 414-228-7701 • www.nfmt.com/baltimore	319 .....	34
NFMT Membership ..... 414-228-7701 • www.nfmt.com/online	319 .....	19
Niagara Machine ..... 814-455-8838 • www.niagaramachine.com	1106 .....	C4
Parker Hannifin – Sporlan Division ..... 636-239-1111 • www.sporlanonline.com	1217 .....	15
ProFM ..... 651-905-2639 • www.ProFMi.org	400 .....	23
Sodexo..... 301-987-4000 • www.sodexousa.com	1219 .....	7

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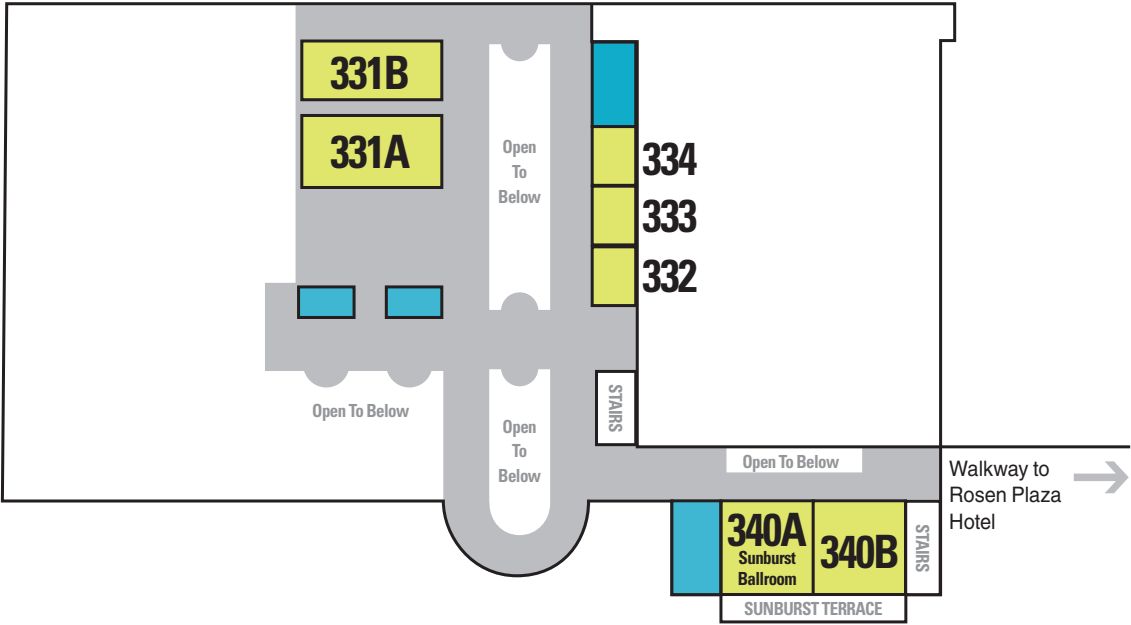
- Member Only Webcasts



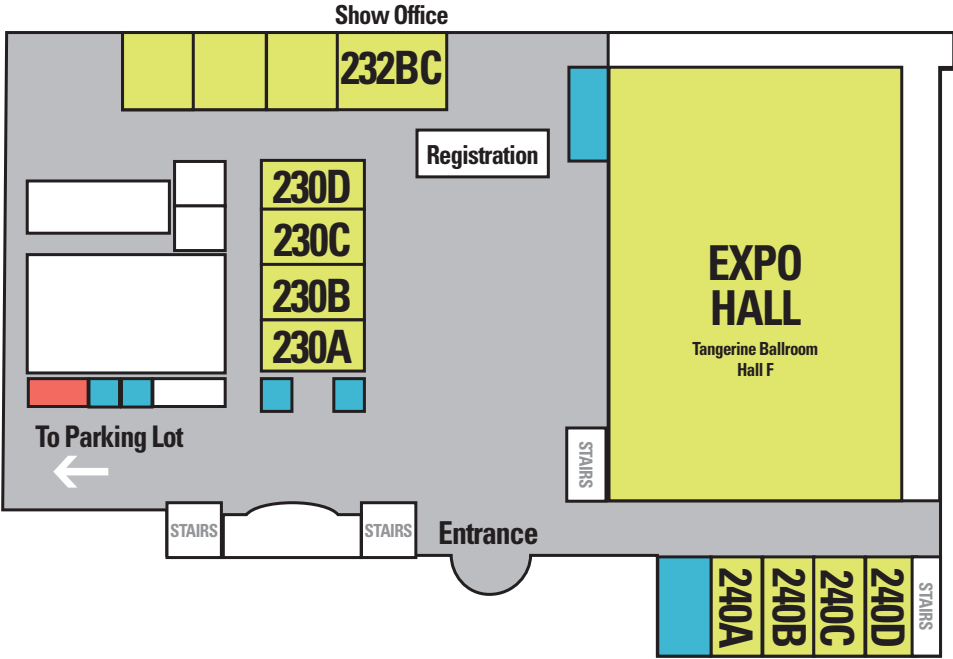
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# CONFERENCE MAP

## Level III



## Level II



340 A (Sunburst Ballroom)– Women in Facilities Management Panel and Reception

331 A – Tuesday General Session

232 BC – Show Office/Speaker Ready Room

Hall F (Tangerine Ballroom) – Expo Hall

- Restrooms
- Elevator



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