

BUILDING OPERATING MANAGEMENT'S  
**NFMT VEGAS**

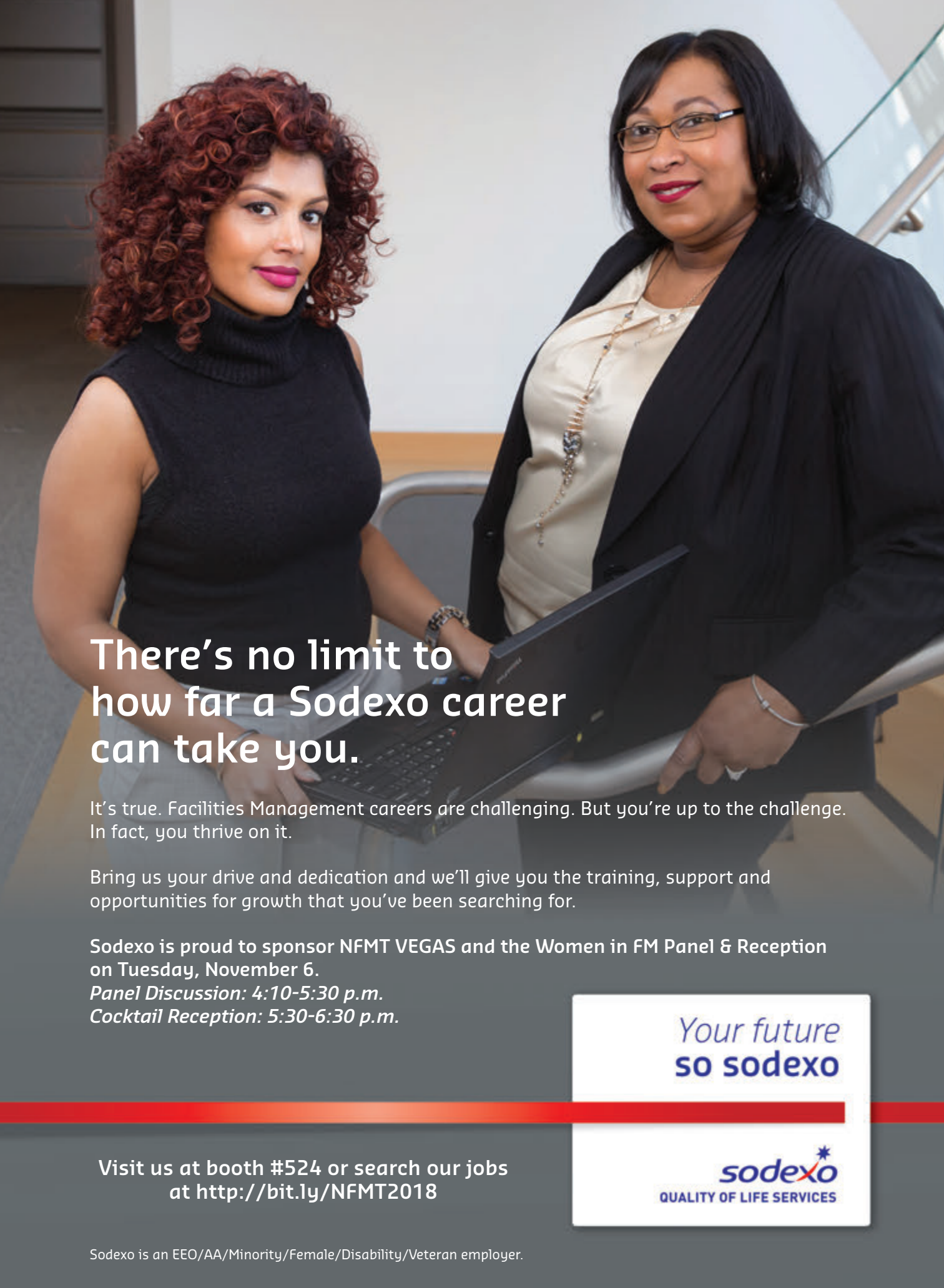
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2018  
**DIRECTORY**

[nfmt.com/vegas](http://nfmt.com/vegas)



## 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 NFMT VEGAS and the Women in FM Panel & Reception on Tuesday, November 6.

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

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

Your future  
so sodexo

Visit us at booth #524 or search our jobs  
at <http://bit.ly/NFMT2018>

  
QUALITY OF LIFE SERVICES

## Show Information

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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
3:00 – 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 to NFMT Vegas 2018!

We are excited to have you in the driver's seat of your career here at NFMT Vegas. Whether you are brand new to Facilities Management or a seasoned FM, we know you'll be able to learn and grow over the next few days.



Tuesday morning one of our favorite speakers, Stormy Friday, kicks off the conference highlighting tactics on how to be a great FM leader and motivator. After Stormy's session, create your own roadmap based on what information you need. With over 5 tracks to choose from, the

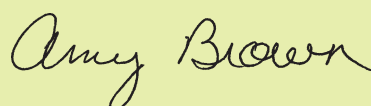
hard part will be narrowing down your options.

Stop by the expo hall at noon and make pit stops at over 100 industry vendors. In addition to rows and rows of vendor booths we have plenty of educational opportunities and fun waiting in the Expo Hall. Check out page 4-5 for the complete list of our QuickFire sessions. Also, stop and refuel during the networking party on Tuesday at 2:00 p.m.

As always, NFMT's mission is to help facilities managers manage their buildings and advance their career, but the path to get there is not the same for every FM. We are confident that your time spent at NFMT Vegas will be beneficial to both you and your organization.

Enjoy your time at NFMT Vegas and Las Vegas.

Sincerely,



Amy Brown  
Director of Education and Conferencing  
NFMT Vegas  
Amy.brown@tradepress.com

# Sponsors

## PLATINUM:



Sponsor of Daily Prize Drawing

Booth #512

<http://www.lewellyn.com>

Lewellyn Technology is an industry leader in arc flash services and combustible dust services as well as lockout/tagout and electrical safety training.



Sponsor of General Session

Booth #601

<http://www.ProFMi.org>

Show the world you're a Pro! Earn the ProFM credential. Elevate your facility management knowledge & skills to today's global standard with leading edge training across 19 functional FM knowledge areas and five cross-functional competencies. Whether you're new to FM or have decades of experience, ProFM is the only credential you need to upgrade your skill set and earn the recognition you deserve.

## SILVER:



QUALITY OF LIFE SERVICES

Sponsor of Women in FM Panel and Reception

Booth #524

## EVENT PARTNERS:



COMMERCIAL REAL ESTATE WOMEN

Booth #647



Booth #347



Booth #226

NFMT Vegas is brought to you by:







**COIT** is a full service cleaning and restoration company providing routine and specialty commercial cleaning as well as professional remediation services for those unforeseen mishaps. We work with you to determine your business' specific cleaning needs and streamline the processes for you. **Trust COIT for all your cleaning requirements!**



## CARPET & AREA RUGS

*The industry's most advanced truck-mounted system removes ground-in soil and revives your carpet's appearance. Additional services include carpet repair, deodorizer, and COITGard™ stain-resistant protective coating.*



## UPHOLSTERY

*Our specially trained and certified upholstery cleaners and technicians have expertise in cleaning silk, suedes, ultrasuedes, and velvet. We also offer deodorizer services as well as our CoitGard™ stain-resistant protective coating.*



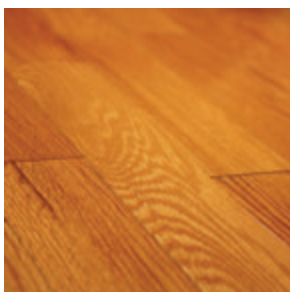
## TILE AND GROUT

*Our powerful truck-mounted cleaning system safely removes dirt and contaminants from tile flooring, showers, and countertops. We can repair your grout and provide color sealing services, too.*



## AIR DUCT

*We remove harmful contaminants with our HEPA-Aire™ vacuum and Aire-Sweep™ compressor system, which pulls air duct pollutants into a highly efficient contained filtration system.*



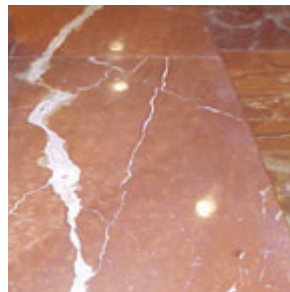
## WOOD FLOOR

*We extract hidden dirt from deep within the floorboards and add a detailed hand cleaning of hard-to-reach areas. A final machine scrub is followed by the application of a shining top coat.*



## DRAPERIES, BLINDS & WINDOW COVERINGS

*Our signature service (we literally invented the process!). Removes dust, smoke, pollen, odors, and soil—draperies are returned and re-hung with parallel pleats, even hems, and no shrinkage. We also clean blinds and other window treatments.*



## NATURAL STONE

*Our proven high-quality, natural stone cleaning process includes pre-cleaning and masking of non-treatment areas, and cleaning and sealing of surfaces. Also available with honing and polishing.*



## CONCRETE FLOORS

*Like all other flooring surfaces, concrete floors become dull and dirty over time. A professional cleaning by COIT's Concrete Floor Care process brings new life to your indoor and outdoor concrete floors!*



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*If you're in need of emergency and restoration services, COIT is available 24 hours, seven days a week. Call (800) 367-2648.*

*Additional services include Flame Proofing, Wall Washing, and Proprietary Maintenance Scheduling.*

**Call today for a free estimate!**

**800-FOR-COIT / 800-367-2648**

**coit.com**

## QuickFire Sessions on the Expo Hall Floor

Join us in **BOOTH #236 ON EXPO HALL FLOOR** both Tuesday and Wednesday as we offer quick 20 minute educational sessions sponsored by our knowledgeable exhibitors.

Tuesday, November 6

11:30 A.M.



### **SUBSURFACE SCANNING SOLUTIONS**

GPRS

#### **Where's Waldo?—There's a better way to locate buried utilities**

As the largest provider of underground utility locating and concrete scanning services in North America, GPRS has years of experience in aiding our facility customers in not only locating buried critical infrastructure, but also in recording and mapping our findings. The result of our utility locating/mapping service is an ACCURATE UTILITY AS-BUILT. You know what that means: no more wondering "what's underground and where". Shhh...we won't tell anyone that you've been guessing this whole time.

12:00 P.M.



MultiTherm Coils, LLC

#### **Commercial and Industrial Coils (Coil Design and Selection)**

This presentation will cover not only the different types of coils, but help you understand what to look for and what questions to ask when you are doing a coil replacement or new coil design. Don't just replace it, make it better!

12:30 P.M.



Zurn Industries

#### **Preventing Indoor Flood Damage with Zurn's Connected Backflow Preventer**

A drop in water pressure at the city mains, or debris lodged in one of the checks, can force reduced pressure backflow preventers to discharge up to 400 gallons per minute to protect the water supply. Don't let unknowns like this compete with your workday. Zurn's connected backflow preventer allows you to focus on the big picture, instead of sweating the little stuff, by providing real-time notifications to help prevent catastrophic damage.

1:00 P.M.

## NT™ network thermostat

Network Thermostat

### HVAC Controls - IoT in Commercial Facilities

IoT (Internet of Things) is everywhere, including building HVAC controls. This session will explore the differences between residential 'smart' thermostats and commercial-grade 'network' thermostats, including comparisons of hardware, feature sets, network topology, user interface options and building automation integration.

1:30 P.M.

## Lewellyn TECHNOLOGY

Lewellyn

### 2018 PPE Tables from NFPA 70E What do you do until you can get an arc flash assessment completed?

We all know that we need to protect workers from electrical hazards of shock and arc. But what do we do until we are able to get funding for an arc flash, or what if I am in service type role and don't get to see arc flash labels very often? This presentation will give a quick overview of what the PPE Tables mean and how to use them to protect employees.

Quick Fire Theatre  
Booth# 236

Wednesday, November 7

11:30 A.M.

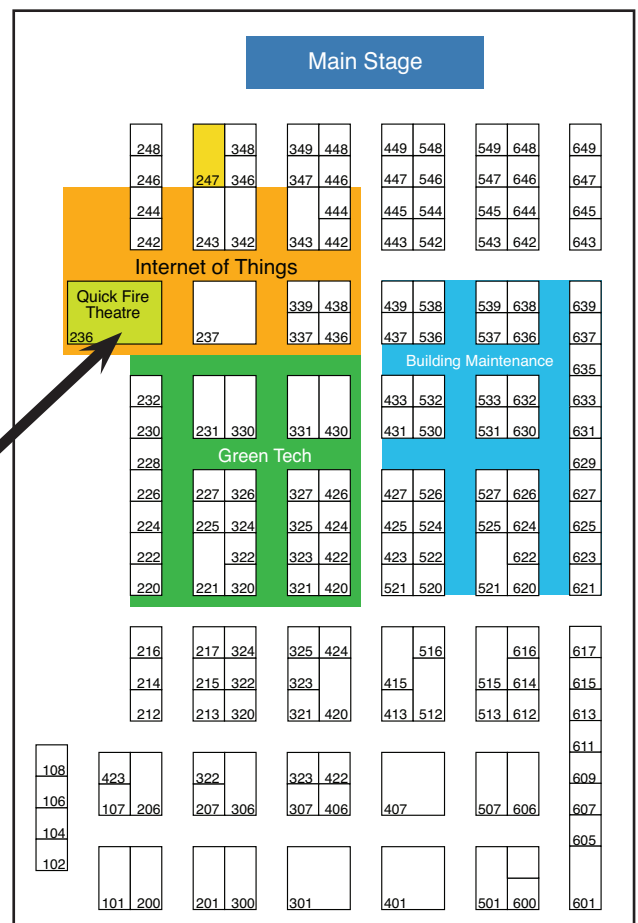
## whittaker America's Leading Carpet Cleaning System™

Whittaker

### Healthy Carpets, Healthy Buildings: The Four Cornerstones of Successful Carpet Maintenance

Whittaker's comprehensive approach provides a cost-effective carpet maintenance program. Our integrated four-step process prevents the buildup of sticky chemical residues and soil, protecting the life cycle of the carpet and improving the appearance.

## Expo Hall Floor Plan



# Show Highlights

## Tuesday, November 6

8:00 AM

**General Session -  
The First (or Next) 100 Days as a Facilities Manager**

Room Brasilia 2

Sponsored by:



How would you like to go back to your first day as a facilities manager? Day 1 can start as soon as you get back in the office from NFMT Vegas. Stormy Friday will kick off NFMT Vegas with a 100 day plan to assist your team that even a seasoned FM can implement immediately. For full details see page 12

9:00 AM

**Facility Maintenance Decisions Achievement Awards**

Room Miranda 7

Movies have the Oscars, Football has the Super Bowl, Maintenance has the *Facility Maintenance Decisions Achievement Awards*. Join us on Tuesday morning as we honor and learn from the 2018 Achievement Award winners. For full details see page 13.

2:00 PM-3:00 PM

**Networking Party**

Expo Hall

Visit with exhibitors, network with fellow FMs and enjoy complimentary food and drink in the expo hall.

4:10 PM – 6:30 PM

**Women in Facilities Management Panel and Reception**

Room Brasilia 4

Anyone is welcome to join us for this discussion. Following the session please join us for a networking reception.

Sponsored by:



## Wednesday, November 7

8:00 AM – 10:50 AM

**Concurrent Educational Opportunities**

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

## Both Days

2:45 PM ON TUESDAY

1:45 PM ON WEDNESDAY

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

Expo Hall

Sponsored by:



Win Cold Hard Cash - the casino floor isn't the only place that pays big. Join us each day as one person wins \$1,000. Complete the ballot found in your totebag and drop it in the ballot box at the Lewellyn Technology booth #512 for your chance to win. Daily drawings will be held in the Expo Hall.

## NEW IN 2018 – PASSPORT TO PRIZES

**Expo Hall**

Visit the following five exhibitors to qualify for the fabulous prize drawings. The drawing will take place just before the Daily Cash Prize Drawing.

BirdBuffer – booth #321

Precision Concrete Cutting – booth #433

ProFM – booth #601

Rentokil Steritech – booth #242

Transcendent – booth #423

## VIP PIN PROGRAM

**Expo Hall**

Wear Your Pin For a Chance To Win \$50! \$50 cash giveaways every half hour in the expo hall.

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

## LUNCH IS ON US!

**Expo Hall**

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

## SOCIAL MEDIA

**#NFMTVegas18**

Use the hashtag to stay connected at NFMT Vegas and beyond. We love seeing your pictures, feedback and aha moments!

Go to [NFMT.com/Vegas](https://www.nfmt.com/Vegas) to get connected via Facebook, Twitter, LinkedIn and YouTube.





# ProFMs Can Answer These 3 Questions Correctly. Can You?

**ProFM**<sup>TM</sup>  
CREDENTIAL

## Put Your FM Knowledge To The Test

1. What is the payback period for a water heating system retrofit that will cost \$49,000 and saves \$4,000 in energy savings per year?
  - a) 12.25 years
  - b) 11.25 years
  - c) 12.75 years
  - d) 13.75 years
  
2. As a facility progresses toward the end of its life cycle, what can be part of an evaluation that is intended to extend the facility's useful life?
  - a) Commissioning
  - b) Prequalification
  - c) Reprogramming
  - d) Move/add/change
  
3. How is a PESTLE analysis used in the facility strategic planning process?
  - a) To prioritize allocation of facility resources
  - b) To identify external factors that may affect demand
  - c) To identify competency areas the organization must improve
  - d) To more accurately forecast customer/occupant requirements

(Correct Answers: 1: a, 2: c, 3: b)

## Elevate & Demonstrate Your FM Knowledge with the ProFM<sup>TM</sup> Credential.

These questions only scratch the surface of the enormous range of knowledge and skills required of today's facility managers, but there's one credential that delivers it all: ProFM. Broaden your skill set, update your knowledge, and prove to employers, clients and building occupants that you meet today's global standard with the ProFM credential.

**Want More?** Challenge Yourself to 10 New ProFM Questions at [www.ProFMi.org/Get-More](http://www.ProFMi.org/Get-More)



PROFM IS PROUD TO BE PART OF THIS RESPECTED FAMILY OF BRANDS, SERVING MORE THAN 230,000 FMS WORLDWIDE.



# Sessions At-a-Glance

## Monday, November 5<sup>th</sup>

### Session Room Title

#### 8:00 AM – 5:00 PM

ProFM Tango ProFM Credential Instructor-Assisted Course

#### 1:00 PM – 5:00 PM

PC1 Miranda 1 The Disaster Experience

## Tuesday, November 6<sup>th</sup>

### Session Room Title

#### 8:00 AM – 12:00 PM

ProFM Tango ProFM Credential Instructor-Assisted Course

#### 8:00 AM – 8:50 AM

T1.GS Brasilia 2 The First (or Next) 100 Days as a Facilities Manager

Sponsored by



#### 9:00 AM – 9:50 AM

- T2.B1 Brasilia 1 The Skills Gap – Challenges and Options
- T2.B2 Brasilia 2 Top Facility Challenges and How to Address Them Utilizing a Documented EBCx Process
- T2.B4 Brasilia 4 Metrics That Matter: Beyond the KPIs
- T2.M1 Miranda 1 Performance-Based Service Contracting: Doing it Right
- T2.M3 Miranda 3 Tips for Implementing a Successful Asset Management Program
- T2.M5 Miranda 5 HVAC 101: Chillers and VFDs and BACnet - Oh My!
- T2.M7 Miranda 7 Achieving Excellence in Maintenance

#### 10:00 AM – 10:50 AM

- T3.B1 Brasilia 1 New 2018 Updates and Changes to NFPA 70E and How to Effectively Implement a Program
- T3.B2 Brasilia 2 Tax Incentives for Facility Improvements
- T3.B4 Brasilia 4 Big Data and Analytics: the Next Frontier for Energy Management
- T3.M1 Miranda 1 ISO 41001 Facilities Management – Management Systems: The Game Changer?
- T3.M3 Miranda 3 Building a World Class Asset Management, Maintenance and Equipment Reliability Program: A Blueprint

- T3.M5 Miranda 5 Inside d.tech: Building a New Kind of High School
- T3.M7 Miranda 7 The 10 Things Your Staff and Vendors Won't Tell You

### 11:00 AM – 3:00 PM EXPO HALL OPEN

#### QUICK FIRE SESSIONS IN EXPO HALL

##### 11:30 AM – 1:50 PM

##### 11:30 AM GPRS

Where's Waldo? — There's a better way to located buried utilities

##### 12:00 PM MultiTherm Coils

Commercial and Industrial Coils (Coil Design and Selection)

##### 12:30 PM Zurn Industries, LLC

Preventing Indoor Flood Damage with Zurn's Connected Backflow Preventer

##### 1:00 PM Network Thermostat

HVAC Controls — IoT in Commercial Facilities

##### 1:30 PM Lewellyn Technology

2018 PPE Tables from NFPA 70E —What do you do until you can get an arc flash assessment completed?

### 2:00 PM – 3:00 PM NETWORKING PARTY

#### 2:45 PM \$1,000 DAILY DRAWING

Sponsored by

#### 3:10 PM – 4:00 PM

- T4.B1 Brasilia 1 Keeping Current with Fire Protection System Inspection, Testing, and Maintenance Requirements
- T4.B2 Brasilia 2 Switch to LED: A Quick & Affordable Way to Save Your Organization Money NOW!
- T4.B4 Brasilia 4 Understanding the Lifecycle Cost of a Building Automation System
- T4.M1 Miranda 1 The Business Case for Connected FMs
- T4.M3 Miranda 3 Risk Wheel: Methods for Assessing and Managing Risk
- T4.M5 Miranda 5 Operational Design Model - The Unique and Innovative Service in the Fields of Design and Construction
- T4.M7 Miranda 7 Chilled Water System Control & Optimization

# Sessions At-a-Glance

## 4:10 PM – 5:00 PM

T5.B1	Brasilia 1	Legionella Risk Management in Cooling Tower Systems
T5.B2	Brasilia 2	Advanced Retrofit Efficiency Solutions for Every Building System
T5.M1	Miranda 1	Biophilic Sound: A New Approach for Solving Open Office Noise
T5.M3	Miranda 3	What Can Cloud Do for You? The Benefits of Moving Asset Management Systems to the Cloud
T5.M5	Miranda 5	Existing Building LEED certification, Streamlined with v4.1
T5.M7	Miranda 7	Making Lean Leaner

## 4:10 PM – 6:30 PM

M5.B4	Brasilia 4	Women in Facilities Management Panel and Reception
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Sponsored by  **sodexo**  
QUALITY OF LIFE SERVICES

## Wednesday, November 7<sup>th</sup>

### Session Room Title

## 8:00 AM – 12:00 PM

ProFM	Tango	ProFM Credential Instructor-Assisted Course
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## 8:00 AM – 8:50 AM

W1.M1	Miranda 1	Creating Value through the Capital & Operating Budget Process
W1.M3	Miranda 3	The Future of FM Professionals in the Information Age
W1.M5	Miranda 5	Fire Alarm & Fire Suppression the Playbook for Success

## 9:00 AM – 9:50 AM

W2.B1	Brasilia 1	OSHA's Enforcement and Significant Changes to 2018 NFPA 70E
W2.B2	Brasilia 2	LED Lighting: You are Backing Up If You Wait Any Longer
W2.B4	Brasilia 4	The Changing Role of Facilities Management in a Connected World
W2.M1	Miranda 1	Optimizing Employee Talents and Gifts for Discretionary Effort
W2.M3	Miranda 3	What FM's Need to Know about Asset Management
W2.M5	Miranda 5	RIME & Reason - Effectively Prioritizing Your Maintenance Work
W2.M7	Miranda 7	Closing the Gap: How Mobility is Powering Modern Facilities Management

## 10:00 AM – 10:50 AM

W3.B1	Brasilia 1	Tips to Reviewing Your ADA Plan
W3.B2	Brasilia 2	24 Things Every FM Should Know
W3.M1	Miranda 1	Define, Design and Deliver a High Value RFP
W3.M3	Miranda 3	Failed Flooring Case Studies
W3.M5	Miranda 5	Saving Money (and the World) with Your Roof
W3.M7	Miranda 7	Remanufacturing: The Facilities Manager's Alternative to Stockpiling Obsolete Furniture

## 11:00 AM – 2:00 PM EXPO HALL OPEN

### QUICK FIRE SESSIONS IN EXPO HALL

#### 11:30 AM – 1:20 PM

**11:30 AM**      **Whittaker Co., RE**  
Healthy Carpets, Healthy Buildings: The Four Cornerstones of Successful Carpet Maintenance

## 1:45 PM      \$1,000 DAILY DRAWING

Sponsored by  **Lewellyn**  
TECHNOLOGY

## 2:10 PM – 3:00 PM

W4.M5	Miranda 5	Future of Engineering and Disruption in Maintenance Industry
W4.M7	Miranda 7	The Fatal Flaws in Your Active Shooter Response
Tour 1		Behind the Scenes Tour of the Rio Hotel

## 3:10 PM – 4:00 PM

W5.M1	Miranda 1	Are We Ready for the Next Industrial Revolution?
Tour 2		Behind the Scenes Tour of the Rio Hotel

# Tracks At-a-glance

## Analytics and Data Management

- T2.B4 Brasilia 4 Metrics That Matter: Beyond the KPIs
- T3.B4 Brasilia 4 Big Data and Analytics: the Next Frontier for Energy Management
- T4.B4 Brasilia 4 Understanding the Lifecycle Cost of a Building Automation System
- W2.B4 Brasilia 4 The Changing Role of Facilities Management in a Connected World

## Asset and Risk Management

- T3.M3 Miranda 3 Building a World Class Asset Management, Maintenance and Equipment Reliability Program: A Blueprint
- T5.M3 Miranda 3 What Can Cloud Do for You? The Benefits of Moving Asset Management Systems to the Cloud
- W3.M3 Miranda 3 Failed Flooring Case Studies
- W3.M5 Miranda 5 Saving Money (and the World) with Your Roof

## Business Management

- T1.GS Brasilia 2 The First (or Next) 100 Days as a Facilities Manager
- T2.M1 Miranda 1 Performance-Based Service Contracting: Doing it Right
- T2.B1 Brasilia 1 The Skills Gap – Challenges and Options
- T3.M1 Miranda 1 ISO 41001 Facilities Management – Management Systems: The Game Changer?
- T3.M1 Miranda 1 ISO 41001 Facilities Management – Management Systems: The Game Changer?
- T4.M1 Miranda 1 The Business Case for Connected FMs
- T5.M1 Miranda 1 Case Study: Plantronics' Journey to Smarter Working
- M5.B4 Brasilia 4 Women in Facilities Management Panel and Reception
- W1.M1 Miranda 1 Creating Value through the Capital & Operating Budget Process
- W1.M3 Miranda 3 The Future of FM Professionals in the Information Age
- W2.M1 Miranda 1 Optimizing Employee Talents and Gifts for Discretionary Effort
- W3.M1 Miranda 1 Define, Design and Deliver a High Value RFP
- W4.M1 Miranda 1 Are We Ready for the Next Industrial Revolution?

## Energy and Utilities Management

- T2.B2 Brasilia 2 Top Facility Challenges and How to Address Them Utilizing a Documented EBCx Process
- T3.B2 Brasilia 2 Tax Incentives for Facility Improvements
- T4.B2 Brasilia 2 Switch to LED: A Quick & Affordable Way to Save Your Organization Money NOW!

- T5.B2 Brasilia 2 Advanced Retrofit Efficiency Solutions for Every Building System
- W2.B2 Brasilia 2 LED Lighting: You are Backing Up If You Wait Any Longer

## Operations and Maintenance

- T2.M7 Miranda 7 Achieving Excellence in Maintenance
- T2.M3 Miranda 3 Tips for Implementing a Successful Asset Management Program
- T2.M5 Miranda 5 HVAC 101: Chillers and VFDs and BACnet - Oh My!
- T3.M5 Miranda 5 Inside d.tech: Building a New Kind of High School
- T3.M7 Miranda 7 The 10 Things Your Staff and Vendors Won't Tell You
- T4.M5 Miranda 5 Operational Design Model - The Unique and Innovative Service in the Fields of Design and Construction
- T4.M7 Miranda 7 Chilled Water System Control & Optimization
- T5.M7 Miranda 7 Making Lean Leaner
- T5.B1 Brasilia 1 Legionella Risk Management in Cooling Tower Systems
- T5.M5 Miranda 5 Existing Building LEED certification, Streamlined with v4.1
- W2.M5 Miranda 5 RIME & Reason - Effectively Prioritizing Your Maintenance Work
- W2.M7 Miranda 7 Closing the Gap: How Mobility is Powering Modern Facilities Management
- W3.M7 Miranda 7 Remanufacturing: The Facilities Manager's Alternative to Stockpiling Obsolete Furniture
- W4.M5 Miranda 5 Future of Engineering and Disruption in Maintenance Industry

## Safety and Security

- T3.B1 Brasilia 1 New 2018 Updates and Changes to NFPA 70E and How to Effectively Implement a Program
- T4.B1 Brasilia 1 Keeping Current with Fire Protection System Inspection, Testing, and Maintenance Requirements
- T4.M3 Miranda 3 Risk Wheel: Methods for Assessing and Managing Risk
- W1.M5 Miranda 5 Fire Alarm & Fire Suppression the Playbook for Success
- W2.B1 Brasilia 1 OSHA's Enforcement and Significant Changes to 2018 NFPA 70E
- W3.B1 Brasilia 1 Tips to Reviewing Your ADA Plan
- W4.M7 Miranda 7 The Fatal Flaws in Your Active Shooter Response



## Earn CEUs



NFMT Vegas 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 Vegas CEU transcript generated after successfully completing the assessment. NFMT Vegas will not be reporting to any organizations on your behalf.

Trade Press Media Group (NFMT Vegas) 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).



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425 697-4274

# Conference Sessions

Tuesday, November 6<sup>th</sup>

8:00 AM

Business Management

**T1.GS • Room: Brasilia 2**

## The First (or Next) 100 Days as a Facilities Manager

Stormy Friday, MPA, Hon. FMA, IFMA Fellow, President, The Friday Group

Failure is not an option for a new FM manager, yet many who obtain this position find they don't succeed. The first 100 days in the job define how new managers perform long-term and what type of value they create for their organizations. The key to success is knowing what to do during those first, critical 100 days. This session explores the sinkholes awaiting new FM managers and an action plan to swerve around them. It also outlines the strategies and tools for new FM managers to ensure their leadership will be great instead of adequate.

### Learning Objectives

1. Identify the reasons why new FM managers fail
2. List action plan items to hit the ground running on day one of the new job
3. Review the information needed for sustainable leadership in the first 100 days
4. Name ways to keeping up the momentum after the success of the first 100 days

AUDIENCE: BEGINNER CEU: 0.1

Sponsored by



9:00 AM

Business Management

**T2.B1 • Room: Brasilia 1**

## The Skills Gap – Challenges and Options

Pamela Tyler, Director Facilities, Rio All-Suites Hotel Casino, Caesars Entertainment

One of the greatest challenges facing Facility Managers at this time is the steadily increasing skills gap. During this session we will discuss some of the factors that contributed to the current situation. We will also discuss strategies to overcome this situation and build better, more sustainable teams within our Facilities.

### Learning Objectives

1. Recognize the historical factors to the skills gap
2. Define the current situation by the numbers
3. Discuss opportunities within our communities
4. Specify what we can do to combat the skills gap

AUDIENCE: BEGINNER CEU: 0.1

Energy and Utilities Management

**T2.B2 • Room: Brasilia 2**

## Top Facility Challenges and How to Address Them Utilizing a Documented EBCx Process

Tony DiLeonardo, LEED AP, CxA, President, Wick Fisher White

We will review the existing building commissioning (EBCx) process - focusing on the planning and investigation phases - by looking at how to accomplish these tasks and what assistance you may need with minimal costs. The process will support a proactive approach in identifying issues while prioritizing for potential capital investments required for future budgeting. The process will help resolve climate control, equipment failures and building automation issues allowing for more time to address other concerns while having a more educated, operational staff. Examples of facilities using the process and how it has resolved issues will be given, plus we will discuss highlights from my research.

### Learning Objectives

1. Review the top challenges of managing facilities taken from research & interviews with facility, property managers and IFMA members
2. Learn the tasks completed in the planning & investigation phases of the EBCx process
3. Understand examples of several different types of facilities using this process, resulting in better operating HVAC, equipment and control systems
4. Learn how to obtain a commissioning provider to perform these services, what resources are needed and what to expect including cost implications

AUDIENCE: INTERMEDIATE CEU: 0.1

Analytics and Data Management

**T2.B4 • Room: Brasilia 4**

## Metrics That Matter: Beyond the KPIs

Christa Dodoo, QA/QC Officer, International Monetary Fund  
José Febres, Technical Compliance Officer, International Monetary Fund (IMF)

Metrics provide a roadmap for a successful operation. These metrics, however, need to be aligned with the business objectives to have a meaningful impact. Converting metrics to practical information and knowledge to support operation and maintenance can be challenging. This session highlights typical challenges that FM managers and vendors face in developing, implementing and operationalizing metrics that are needed to achieve the business objective.

### Learning Objectives

1. Identify the effective definition and usage of metrics that matter to the business
2. Differentiate between qualitative and quantitative metrics
3. List the attributes of a good metric: how to develop, measure and monitor
4. Illustrate examples of the lifecycle of a metric from development to implementation

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management

**T2.M1 • Room: Miranda 1**

## Performance-Based Service Contracting: Doing it Right

Vince Elliott, President, Elliott Affiliates, Ltd.

This session will review the barriers to implementing a successful performance-based service relationship; and, how to establish a successful PBC program. We will explore the 14 step life cycle for establishing a successful program and highlight practical management strategies.

### Learning Objectives

1. Specify the barriers and reasons NOT to adopt a Performance-Based service relationship
2. List the 14 key steps needed to define, measure, manage and improve service performance
3. Review the factors that validate vendor pricing in advance
4. Understand the #1 predictor of project success, before awarding a contract

AUDIENCE: INTERMEDIATE CEU: 0.1

Operations and Maintenance

## T2.M3 • Room: Miranda 3

### Tips for Implementing a Successful Asset Management Program

Andy Gager CMRP, CPIM, CAMA, Managing Director, Nexus Global Business Solutions, Inc.

We constantly strive to find the silver bullet to make our lives and jobs better. We look for a road map that will guide us to where we need to be. Quality systems are prime examples of this phenomenon. Over the years, I have witnessed many different types including quality circles, total quality management (TQM), total productive management (TPM), Lean, and Six Sigma. Now, new guidance is available for maintenance and engineering managers. This session will discuss key elements of asset management guidance and tips on how to implement. We'll discuss a case study that shows the contrasts between a successful asset management program and a failing one.

#### Learning Objectives

1. Name the historical tools that have come and gone over the years
2. Recall the ISO55000 standard for Asset Management
3. Review how to develop an asset management roadmap for successful implementation
4. Identify proof of concept for a successful implementation of an asset management program

AUDIENCE: INTERMEDIATE CEU: 0.1

Operations and Maintenance

## T2.M5 • Room: Miranda 5

### HVAC 101: Chillers and VFDs and BACnet - Oh My!

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 BACnet is used to create an intelligent building and provide the owner with usable data
3. Understand the importance of HVAC system data and trend information, and how to use it to identify issues
4. Learn how VFDs play an essential role in energy savings, comfort and control

AUDIENCE: BEGINNER CEU: 0.1

Operations and Maintenance

## T2.M7 • Room: Miranda 7

### Achieving Excellence in Maintenance

Shane Acree, Energy Manager, Maintenance Department, The School District of Osceola County, FL

Steven Cox, Director of Facilities, Tulsa Community College

Camilo Garza, Zone Manager, North Campus Engineering Shop, The University of Chicago - Facilities Services

Erik McKay, Maintenance Area Supervisor, Frederick County Public Schools

David Milligan, PLA, FASLA, LEED AP ID+C, Director, Facilities Construction and Maintenance, Charlotte County, Florida

Moderator: Ryan Berlin, Managing Editor, Facility Maintenance Decisions

Learn the secrets of successful facilities projects from recipients of the 2018 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 2019 contest.

#### Learning Objectives

1. Examine proven guidelines for setting goals when planning a major project
2. Develop strategies for effective project budgeting
3. Review the key steps in turning plans into results

AUDIENCE: BEGINNER CEU: 0.1

10:00 AM

Safety and Security

## T3.B1 • Room: Brasilia 1

### New 2018 Updates and Changes to NFPA 70E and How to Effectively Implement a Program

Jay Smith, Executive Vice President, Lewellyn Technology

By now, most organizations have heard of NFPA 70E and the need to protect employees from hazards of electrical shock and arc, however, many times we see the focus is only on arc flash and labeling. One of the most important yet often overlooked areas of electrical safety is the actual development of the safety program itself. In this presentation, Jay will discuss how to implement NFPA 70E and how it relates to OSHA requirements, but he will also discuss how an organization needs to connect all of the pieces of the puzzle: Arc Flash Assessments, Qualified Worker Programs, PPE, LOTO Procedures, and Preventative Maintenance.

#### Learning Objectives

1. Clarify the importance of 2018 NFPA 70E in worker safety and how it relates to OSHA requirements
2. Identify that NFPA 70E is not just about arc flash labels, but about the entire safety program/culture at your organization
3. Learn how to obtain a complete arc flash assessment, worker training, PM Program, LOTO Program, and Safety Policy Development
4. Understand key elements to improving an existing program and what to look for when selecting a 3rd party to assist

AUDIENCE: BEGINNER CEU: 0.1

Energy and Utilities Management

## T3.B2 • Room: Brasilia 2

### Tax Incentives for Facility Improvements

Jacob Goldman, LEED AP, Vice President, Energy Tax Savers, Inc.

This presentation is designed to explain building tax incentives from the Energy Policy Act (EPAct 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. Review the current tax incentives related to energy efficiency
2. List current tax incentives related to 1 for 1 HVAC replacements
3. Name current tax incentives related to new buildings and real estate transactions
4. List any Legislative updates on existing and proposed tax incentives related to buildings

AUDIENCE: BEGINNER CEU: 0.1

# Conference Sessions

Analytics and Data Management

**T3.B4 • Room: Brasilia 4**

## Big Data and Analytics: the Next Frontier for Energy Management

Jeff Nichols PE, LEED-AP, CEM, CPMP, Vice President of Operations and Project Manager, Engineering Economics, Inc.

This presentation will explore how the data that exists in Building Automation Systems (BAS) can be analyzed and prioritized to provide operations staff with applicable solutions through the use of monitoring-based commissioning (MBCx). We will look at a variety of data analytics platforms and compare the technologies to identify the different needs they can address. Additionally, we will review the cities that are beginning to require facility benchmarking or launching new "Building Tune-Up" programs and discuss how to get a head start on meeting new requirements.

### Learning Objectives

1. State the difference between analytics platforms
2. Understand Benchmarking and Tune-Up mandates that are being developed in the United States
3. Recall how to utilize the features of your building's analytics platform and know how to leverage future projects
4. Describe a strategic approach to reallocating current staff from "firefighting mode" to addressing issues before they become problems with a significant decrease in troubleshooting and more time correcting the issues

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management

**T3.M1 • Room: Miranda 1**

## ISO 41001 Facilities Management – Management Systems: The Game Changer?

Peter Stroup, P.E., Director of Facilities, Harvard Medical School  
Casey Martin

As a professional discipline, facility management (FM) has suffered from an identity crisis. The FM function has been marginalized as support services, while the potential impact and value proposition that a strategic FM approach can contribute to an organization's productivity and wellbeing continues to be overlooked. It is not helped by the fact that FM does not mean the same thing globally, nationally or even within different organizations. The ISO Facility Management Technical Committee, ISO/TC 267, is doing its part to gain recognition of FM as a distinct profession. In 2017, two ISO standards were published, establishing FM on the global stage. These standards have created an international definition of FM as well as defined many of the terms that we can use and therefore understand across borders. They have also provided guidance on sourcing and a framework for FM agreements. In the Spring of 2018, an ISO Management System Standard for FM will make its debut. This standard will in effect define what the "Management" in FM really means! The opportunity is ripe for facility managers worldwide to bring this standard to their organizations and promote a professional approach to determining and delivering real added value to the organizations that they serve via FM. Join our panel discussion to learn how these newly published FM standards will make a difference to you and your organizations as well as our sector worldwide.

### Learning Objectives

1. Discover the role a management system can play in your strategic FM approach
2. Identify how an FM strategy aligns with the organizational mission
3. Evaluate how FM standards can support your organization and add value
4. Review the benefits of applying a professional standard for facility management in your organization

AUDIENCE: BEGINNER CEU: 0.1

Asset and Risk Management

**T3.M3 • Room: Miranda 3**

## Building a World Class Asset Management, Maintenance and Equipment Reliability Program: A Blueprint

Ali Mohammed, Sr. Director, Reliability Engineering, C&W Services

Building a world class O&M program is like building a house. You need a solid foundation, strong supports to bear the load of daily use and a protecting roof to keep it all secure. This presentation provides a blueprint of focus areas for Facility Managers to improve operations. We will also review the progression from reactive to world class delivery of O&M to understand the current state of operation and subsequently determine the journey and roadmap to reach the desired destination.

### Learning Objectives

1. Understand the elements of a world class asset management, maintenance, and reliability engineering program
2. Identify where operations stand on the maturity progression of maintenance delivery, from reactive to world class
3. Develop plans for change that move operations up the maturity progression to achieve the desired state
4. Discuss implementation of key elements

AUDIENCE: INTERMEDIATE CEU: 01

Operations and Maintenance

**T3.M5 • Room: Miranda 5**

## Inside d.tech: Building a New Kind of High School

George Denise, Director of Operations–RWS, Director of Sustainability-HQ, Oracle

Eugene Gutkin, President/Founder, Integrated Building Solutions

In January 2018, the innovative Design Tech High School (d.tech) opened its doors to 550 students, the first chartered public high school built by a publicly traded corporation on its campus. The school features as many innovative physical environments as the curriculum itself, from "maker spaces" and labs to classrooms, conference rooms and common areas. One of the guiding principles for the facility was integrating the management of the major building systems, including plumbing systems, electrical generator, heating plant, cooling plant, lighting systems and fixtures, etc. Early performance data suggests the facility will easily meet its design goals including energy use 40% below comparable properties and potable water use 60% below industry averages.

### Learning Objectives

1. List how the project design team selected specific energy performance goals
2. Explore how the project team selected the LEED parameters for the facility
3. Examine the specific integrations achieved across major and minor building systems
4. Evaluate early building performance data against design goals

AUDIENCE: INTERMEDIATE CEU: 0.1

Operations and Maintenance

**T3.M7 • Room: Miranda 7**

## The 10 Things Your Staff and Vendors Won't Tell You

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

This presentation will address the 10 most common things your staff and vendors won't tell you willingly about your organization and operation. Mr. Cowley will discuss each item, offering his thoughts on why each occurs. Including: • We don't have a clue of how to fix it • You are wasting a lot of money • This repair won't last till I get to the front door • I hate my job • .....and many more. At the conclusion of the presentation, Mr. Cowley will present ideas on how to bring the truth to light and methods to prevent them from happening in the future.



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# Conference Sessions

## Learning Objectives

1. List the top 10 things your team doesn't tell you
2. Identify strategies to bring the truth to light
3. Specify ways to prevent them from happening in the future

AUDIENCE: BEGINNER CEU: 0.1

3:10 PM

## Safety and Security

### T4.B1 • Room: Brasilia 1

#### Keeping Current with Fire Protection System Inspection, Testing, and Maintenance Requirements

Jason Webb, Product Manager, Potter Electric Signal Company

Inspection, Testing, and Maintenance (ITM) of fire protection systems is one of the most important things a facility manager can do to ensure operational readiness of these critical systems. Sometimes the tasks and even the frequency of the tasks can change from edition to edition of fire codes, making compliance difficult. In this interactive presentation, participants will learn about recent and significant changes to ITM standards and what these changes mean for the facility manager. In addition, attendees will be introduced to a new standard that establishes rules for the testing of integrated fire and life safety systems.

## Learning Objectives

1. Describe the recent changes to NFPA 25, the Standard for Inspection, Testing, and Maintenance of Water-Based Fire Protection Systems
2. Describe the recent ITM changes to NFPA 72, the National Fire Alarm and Signaling Code
3. Apply recent changes in fire sprinkler, fire alarm, and other fire protection ITM standards to your particular facility
4. Review how NFPA 4, the new integrated fire protection system testing standard, will affect you and when

AUDIENCE: BEGINNER CEU: 0.1

## Energy and Utilities Management

### T4.B2 • Room: Brasilia 2

#### Switch to LED: A Quick & Affordable Way to Save Your Organization Money NOW!

Gary Hargens, Facility Maintenance Superintendent, City of Spearfish

Join Gary Hargens, Facility Maintenance Superintendent with the City of Spearfish, South Dakota as he discusses how 5-figure savings were EASILY obtained by switching over to LED lighting in city buildings.

## Learning Objectives

1. Specify ways to save money quickly and easily for your organization
2. Discuss LED rebate programs
3. Identify where and how to start the switch to LED
4. Obtain information to help convince your organization to start the change to LED

AUDIENCE: INTERMEDIATE CEU: 0.1

## Analytics and Data Management

### T4.B4 • Room: Brasilia 4

#### Understanding the Lifecycle Cost of a Building Automation System

Scott Holstein, Director of Marketing, Computrols, Inc.

Life cycle cost is something we innately consider when making large-scale and long-term purchasing decisions in our daily lives. Investing in a building automation system should be no different. While many facility managers focus on the initial price tag, the cost and savings over the next 5 to 10+ years should be what really drives this decision. Factors such as maintenance

contracts, warranties, controller failure, adding new components, and service calls must be considered. This presentation will help educate facilities managers on the questions they should be asking when evaluating BAS service partners.

## Learning Objectives

1. Recognize why the initial investment is just the tip of the iceberg when it comes to a building automation system
2. Review long-term service and maintenance costs expected with a building automation system
3. List how to better evaluate BAS vendors
4. Explain how increased costs on the front end may be justified by energy savings, incentives, reducing operation costs, etc.

AUDIENCE: ADVANCED CEU: 0.1

## Business Management

### T4.M1 • Room: Miranda 1

#### The Business Case for Connected FMs

Jim Turner, Director, Facilities Solutions, Markon Solutions

With the advent of IoT and Smart Buildings, organizations expect facility management professionals to do more with less – except it's not just a budget question anymore, it's time management pressure as well. These new technologies offer incredible opportunities to finally boost performance, but FMs will still need to justify the investment to leadership. In this session we will discuss the impact of "FM-connecting" technologies on the field, consider implementation case studies, and review a suggested outline for developing a business case that can be used to quantify productivity improvements and deliver bottom-line impacts that justify the investment in FM technology for any organization.

## Learning Objectives

1. Define how the Internet of Things (IoT) and Smart Building Solutions are changing the FM field
2. Gain an overview of emerging essential "FM-connecting" technologies and their features and benefits
3. Discuss insights on the installation and use of FM-connecting technologies from case studies
4. Learn how to create a road map for justifying FM-connecting technology at their organizations

AUDIENCE: INTERMEDIATE CEU: 0.1

## Safety and Security

### T4.M3 • Room: Miranda 3

#### Risk Wheel: Methods for Assessing and Managing Risk

Jason Porter, CPP, CRM, CFE, Vice President, Pinkerton

This presentation is intended to demonstrate different methods of assessing and mitigating an organization's risk. We will explore various methods of determining risk, methods for determining mitigation, and how to communicate the needs to the C-suite.

## Learning Objectives

1. State the formula for calculating risk in an organization
2. Identify the difference between qualitative assessments and quantitative assessments
3. Indicate how all risk is interconnected
4. Identify the differences between structural and variable risk and their impact

AUDIENCE: INTERMEDIATE CEU: 0.1

Operations and Maintenance

## T4.M5 • Room: Miranda 5

### Operational Design Model - The Unique and Innovative Service in the Fields of Design and Construction

Yoav Forer, Founder and Managing Partner, COR (Creating Operational Reality) Company

This model helps planners/architects to formulate an operational program already in the early design stages. Using the model supplies continuous flow of information, instructions and procedures regarding operation and maintenance, from the design stage through the building and installation stage, until the operation and maintenance stage. The result is an optimal operation, which takes into consideration the needs of the users, maintenance, supply and logistics personnel, and leads to substantial financial savings in construction costs (because of fewer changes and an improved design) and in operation and maintenance costs (operational efficiency).

#### Learning Objectives

1. Classify the full definition of operation and maintenance needs during period of operation
2. State how the implementation of the Operational Design Model may save construction costs, and operation and maintenance costs
3. Identify how devising comprehensive and accurate operational design in all phases of a project may lead to optimal user's experience in complex, multiple-use projects
4. Verify what factors and details should be taken into account when designing the operational program

AUDIENCE: ADVANCED CEU: 0.1

Operations and Maintenance

## T4.M7 • Room: Miranda 7

### Chilled Water System Control & Optimization

Larry Scholl, CEM, LEED Green Associate, Regional Technical Consultant, Automated Logic Corporation

Central plants are one of the largest energy consumers within a building's HVAC system. Optimizing the operation of the plant is a critical component in managing a building's energy consumption. This presentation focuses on the current methods of control of various components within a chiller plant including the chillers, pumps and cooling towers as well as the best methods of control to maximum energy efficiency. A strategy for total chilled water system optimization will also be discussed.

#### Learning Objectives

1. Discuss the various layouts of chilled water systems
2. Recognize the improper sequences of operation that cause inefficiency in a chilled water system
3. List methods to efficiently operate each part of a chilled water system
4. Review how to implement total chiller plant optimization

AUDIENCE: INTERMEDIATE CEU: 0.1

4:10 PM

Business Management

## M5.B4 • Room: Brasilia 4

### Women in Facilities Management Panel and Reception

Tracy Higuera, District Manager, Sodexo  
Pamela Tyler, Director Facilities, Rio All-Suites Hotel Casino, Caesars Entertainment

Saddie Smith, Vice President of Facilities and Field Services, Con Edison

Join us on Tuesday afternoon as we gather for the always anticipated Women in Facilities Management panel. Designed to be insightful, interactive and inspirational, our diverse panel will offer their thoughts on how to increase

the visibility of women in the industry and share tips for success. Join the conversation on career development, mentoring, communication and more. All attendees are welcome at this ever-popular session!

#### Learning Objectives

1. Discuss the impact of women in FM roles
2. Review career advancement opportunities
3. Identify effective communication strategies
4. Clarify solutions to common challenges in facility management

AUDIENCE: BEGINNER CEU: 0.1

Sponsored by:



Operations and Maintenance

## T5.B1 • Room: Brasilia 1

### Legionella Risk Management in Cooling Tower Systems

Michael Ditton, Product Specialists, Evoqua

Legionella (the cause of Legionnaires disease) is a type of bacteria found in fresh water environments. Once Legionella finds its way into an enclosed environment, such as a building's cooling tower system, it can quickly multiply and spread throughout the building's water system. Contaminated water droplets that are dispersed into the air and inhaled can lead to the development of Legionnaires disease. The most likely sources of infection include water used for showering, hot tubs, decorative fountains, and cooling towers. The Centers for Disease Control and Prevention (CDC) estimates that each year there are between 8,000 to 18,000 cases of Legionnaires disease, where 10% of these cases are fatal. With Legionella outbreaks in the US as recent as July of 2018, it is important that facility managers and water treatment operators have an understanding of the risks Legionella poses, along with tactics for a successful water management program.

#### Learning Objectives

1. Review the new 2018 ASHRAE/ANSI standard 188-2018
2. Define where Legionella habitat and nutrients can reside within your cooling water system
3. Clarify how to reduce the growth of biofilm that can act as a habitat for Legionella and its nutrient source
4. Review available filtration technologies and their impact on your Legionella risk management program

AUDIENCE: BEGINNER CEU: 0.1

Energy and Utilities Management

## T5.B2 • Room: Brasilia 2

### Advanced Retrofit Efficiency Solutions for Every Building System

Scott Milne, President, CEO, National Energy Technologies

Discover which equipment or process saves anywhere from 5 to 25% on electricity, cooling, water, refrigeration, lighting, power, liability and many other resource depleting activities. Advanced retrofit techniques provide a rapid return on investment, most in less than 24 months. These techniques solve facility issues and reduce liability in a natural way. Attendees will learn how these products are soundly based on proven science, how they are tested and how their effectiveness can be validated in a facility. We will conclude with a review of a comprehensive facility case study.

#### Learning Objectives

1. Define how to prioritize efficiency upgrade decisions
2. Observe demonstrations of retrofit solutions
3. State the multiple ways to reduce Refrigeration and air conditioning compressor run times
4. Review a comprehensive facility retrofit case study

AUDIENCE: ADVANCED CEU: 0.1



# Conference Sessions

Business Management

## T5.M1 • Room: Miranda 1

### Biophilic Sound: A New Approach for Solving Open Office Noise

Beau Wilder, Vice President, Innovation Waves and New Products, Plantronics

Why is it that the number one problem with our workspaces has remained the same, year after year, yet has gone unsolved? According to studies, noise and distractions are the top complaints of office workers - a costly situation that triggers drops in productivity and employee well-being. This session explores experiential design solutions, the importance of designing for sound in the office, and the impact nature and natural elements can have on productivity and well-being. This session will also dive into the latest research on biophilic design and the impact on workplace productivity.

#### Learning Objectives

1. Understand the impacts and costs of office noise pollution on individuals and businesses
2. Learn the role nature plays in helping tame open office noise
3. Recognize the basic principles of sound, and the sight and sound link in the office environment
4. Improve employee productivity using soundscaping

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset and Risk Management

## T5.M3 • Room: Miranda 3

### What Can Cloud Do for You? The Benefits of Moving Asset Management Systems to the Cloud

Todd Brock, Cloud Enterprise Architect, Infor

Whether a facility manager, building owner, or service provider, there is a vested interest in having a facility that operates with visibility and transparency of information; compliance with regulatory requirements and SLAs; effective cost management; and an optimized workforce that creates quality service for customers. Finding a way to balance all these objectives hasn't been easy with legacy solutions. To address these pain points, Infor delivers Infor CloudSuite™ Facilities Management as a solution that includes a core enterprise asset management system combined with high-value extension applications, all delivered in the cloud to help modernize, innovate and drive competitive differentiation.

#### Learning Objectives

1. Identify the latest cloud technologies and how they can be used to better manage assets across their organizations
2. Review typical problem areas for facility managers and demonstrate how EAM systems can prevent such problems from occurring
3. Evaluate the cost savings associated with moving operations to the cloud
4. Recall best practices for asset management

AUDIENCE: INTERMEDIATE CEU: 0.1

Operations and Maintenance

## T5.M5 • Room: Miranda 5

### Existing Building LEED certification, Streamlined with v4.1

Patti Mason, Regional Director, U.S. Green Building Council Mountain

Learn how your buildings can benefit from the streamlined LEED v4.1 Operation & Maintenance Beta rating system. This is a simple, data-driven performance path to LEED certification for existing buildings (plus newly added interiors existing space!) making it more manageable for projects than any other version of the rating system. This session will cover how the Arc platform powers LEED Operation & Maintenance certification and how it is helping to revolutionize building operations and sustainability benchmarking with a performance path towards the world's most recognized green building certification systems. <http://arcskoru.com/>

#### Learning Objectives

1. Gain a deeper understanding of the current motivations for third party certification in commercial properties
2. Explore the Arc platform and the performance based approach to LEED O&M certification
3. Review how to improve tenant engagement and investor support for sustainability initiatives
4. Examine recent indoor air research and understand indoor air testing can identify issues and mitigate tenant concerns around indoor air quality

AUDIENCE: INTERMEDIATE CEU: 0.1

Operations and Maintenance

## T5.M7 • Room: Miranda 7

### Making Lean Leaner

William Goebel, CEO, MPACT Solutions LLC

We will discuss taking the complexity of Lean Principles and reducing the waste to a much Leaner Lean. This can be done by using the 2-second Lean method. This method will change the culture of your company to one that has lower turnover and increased efficiency.

#### Learning Objectives

1. Exposure to the basic principles of making Lean Leaner
2. Discuss the capability of making Lean Leaner
3. List the benefits of making Lean Leaner
4. Review how to implement making Lean Leaner

AUDIENCE: INTERMEDIATE CEU: 0.1

## Wednesday, November 7<sup>th</sup>

8:00 AM

Business Management

## W1.M1 • Room: Miranda 1

### Creating Value through the Capital & Operating Budget Process

B. Alan Whitson, President, The Corporate Realty, Design & Management Institute

For many, the capital and operating budgeting process is nothing more than a wish list. However, if done thoughtfully and with rigor it can create enduring value and save time and money over the short-term and long-term. This session will reveal the means and methods of how to get the money you need.

#### Learning Objectives

1. Review ways to determine if your capital budget is too small, too big, or just right
2. Differentiate between not spending money and saving money
3. Define the financial assumption so all capital funding requests are evaluated equally
4. Identify how to rank and select capital projects within the constraints of available capital funds

AUDIENCE: BEGINNER CEU: 0.1

Business Management

## W1.M3 • Room: Miranda 3

### The Future of FM Professionals in the Information Age

Dean Kashiwagi, PhD, P.E., IFMA Fellow, Director, Kashiwagi Solution Model Inc.

The FM professional in this new age of "information" will be transformed from the traditional FM today. The "FM of the Future" must have the following characteristics: Speak the language of the C-Suite [cost/time/capability], be



leadership based [utilize high performing expert vendors who use metrics to create transparency and lower costs and improve performance], utilize automation/information systems and manage/integrate all services that an organization requires under their leadership. This presentation will cover key principles that will assist FMs to transform into FMs of the future, to increase the breadth of their expertise and ability to deliver dominant service performance.

#### Learning Objectives

1. State how to reduce organizational costs by up to 30% while increasing the value and quality of services received
2. Identify how to use performance metrics to ensure buy-in at all levels of an organization
3. Review the new FM of the future paradigm and how to increase capability
4. Explain how to increase impact on your organization by minimizing the amount of information that you need to know

AUDIENCE: INTERMEDIATE CEU: 0.1

#### Safety and Security

### W1.M5 • Room: Miranda 5

#### Fire Alarm & Fire Suppression the Playbook for Success

Rick Reynolds, Vice President of National Accounts & Southern Region Operations Manager, ORR Protection Systems

This presentation provides a playbook to help you understand the essential elements of your Life Safety Fire Systems, the current NFPA code changes, and the requirements for Inspection, Testing & Maintenance per NFPA 72 to keep your facilities in compliance. Our experts will demonstrate several common operating sequences of fire suppression systems and explain the reasoning for each step.

#### Learning Objectives

1. Review the key elements for Inspection, Testing and Maintenance of Sprinkler, Fire Alarm & Suppression Systems
2. List the common operating sequences of fire alarm systems and suppression systems
3. Specify how to react properly to fire panel alarms, supervisory and trouble signals
4. Name the NFPA Code requires for building compliance

AUDIENCE: INTERMEDIATE CEU: 0.1

9:00 AM

#### Safety and Security

### W2.B1 • Room: Brasilia 1

#### OSHA's Enforcement and Significant Changes to 2018 NFPA 70E

Doug Tellin, Owner, Electrical Safety Specialists, LLC

This session provides an overall understanding of the changes made in the 2018 edition of the NFPA 70E and details how the changes may affect your company's overall electrical safety program. Attendees will gain a better understanding of the relationship with OSHA and NFPA 70E, as well as key items that need to be addressed for the next three year cycle of your electrical safety program. Learn how to protect your employees from Arc Flash/Blast and other electrical hazards with proper assessments and hazard mitigation.

#### Learning Objectives

1. Clarify the latest changes in the 2018 edition of NFPA 70E
2. Review how to achieve an overall understanding of the relationship between OSHA and NFPA 70E
3. Discuss how to apply this knowledge to become compliant with OSHA and NFPA 70E
4. State what is required of employers to train and qualify persons working on or near energized parts 50 volts or greater

AUDIENCE: INTERMEDIATE CEU: 0.1

#### Energy and Utilities Management

### W2.B2 • Room: Brasilia 2

#### LED Lighting: You are Backing Up If You Wait Any Longer

E. W. Dovel, VP, Public Sector, Orion Energy Systems

In the last 3 years, lighting manufacturer's brand shares have flipped from 10-15% LED to 90%+ versus legacy technology. Where is your building? LED is the most exciting thing in lighting since electricity was harnessed and this session will review where it currently is, where it is going and help you determine what a "good" LED product is by dispelling the rumors and falsehoods with facts.

#### Learning Objectives

1. State the terminology used in lighting today and the differences between LED and Legacy
2. Review where LED efficiency is today and where it is going
3. Clarify the difference between "rated life" and warranty
4. Preview future developments in LED like controls, IoT and POE

AUDIENCE: BEGINNER CEU: 0.1

#### Analytics and Data Management

### W2.B4 • Room: Brasilia 4

#### The Changing Role of Facilities Management in a Connected World

Tom Kay, Vice President, ENTOUCH

In an ever-changing work environment, facility professionals are tasked to do more with less - juggling countless disparate systems and complex work flows efficiently. In a "connected" world, facility professionals will need to migrate away from manual processes and legacy systems and embrace new technologies in order to effectively support a distributed portfolio. In this session, we will discuss traditional work flow processes and how new technologies that leverage smart building solutions can improve productivity, boost performance and provide tangible benefits to an organization.

#### Learning Objectives

1. Review the Internet of Things (IoT) and Smart Building Solutions
2. List the tangible benefits associated with IoT / Smart Building Solutions
3. Review "Best Practices" of those who have successfully adopted IoT Strategies
4. Identify how to implement IoT/Smart Building Solutions

AUDIENCE: INTERMEDIATE CEU: 0.1

#### Business Management

### W2.M1 • Room: Miranda 1

#### Optimizing Employee Talents and Gifts for Discretionary Effort

Karla Brandau, CSP, CF, RCC, CPBA, CPMA, CEO, Workplace Power Institute

When you react in predictable ways, do you wonder why? Do you wonder why you can easily relate to some co-workers, team members and employees yet it seems impossible to have a civil conversation with others? This presentation answers these questions and helps you evaluate human behaviors from a variety of viewing points. You learn to value the diversity of personalities while building skills to make subtle changes in your behaviors and touch points with others, enabling you to expand your personal influence and leadership abilities while helping the team collaborate. Attend and take a sample personality profile.

#### Learning Objectives

1. Review how to identify unique and innate personality traits and how to observe others and make educated guesses on their personality traits
2. Understand how to individualize and customize conversations and touch points with employees and team members you want to influence
3. Distinguish, learn to respect and listen to coworkers and employees perspectives, recognizing that different personalities bring unique and valuable viewpoints to discussions

# Conference Sessions

4. Appraise the strengths and limitations of team members or employees, giving you the ability to capitalize on individual strengths for the greatest advancement toward the completion of projects

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset and Risk Management

## W2.M3 • Room: Miranda 3

### What FM's Need to Know about Asset Management

Paul Head, II, Senior Manager, Ernst & Young Construction & Real Estate Advisory Services.

Kyle Smith, EY Construction and Real Estate Advisory

While asset management is not universally associated with facilities management, broad market exposure has shown them to share a strong association. Both rely on optimizing an assets value and operation, but the facilities manager's purpose is ultimately with those who inhabit or use the assets within. Such long term planning views are necessary to manage assets effectively and combat short-term budgeting myopia. During this session, we will introduce concepts of organization, planning and asset prioritization to support effective asset management while ultimately serving your customers.

AUDIENCE: BEGINNER CEU: 0.1

Operations and Maintenance

## W2.M5 • Room: Miranda 5

### RIME & Reason - Effectively Prioritizing Your Maintenance Work

C. Paul Oberg, CEO, EPAC Software Technologies, Inc.

RIME, Ranking Index for Maintenance Expenditures, is one of the most widely used work order priority systems by maintenance organizations. Developed by Albert Ramond and Associates, the methodology employs factors associated with type of work and type of asset. An easy to use, easy to implement and an effective priority system such as RIME will enable maintenance organizations to more effectively plan, schedule, analyze and evaluate efforts.

Learning Objectives

1. Review the RIME method of prioritizing work orders
2. State how to use priorities to schedule work
3. List how to use RIME to analyze work
4. Identify how to implement a RIME priority system

AUDIENCE: BEGINNER CEU: 0.1

Operations and Maintenance

## W2.M7 • Room: Miranda 7

### Closing the Gap: How Mobility is Powering Modern Facilities Management

David Trask, National Director, ARC

Recent research conducted by AIIM and ARC revealed that facilities teams spend, on average, nearly one hour per day searching for information. This translates to greater overtime costs, reduced productivity, unnecessary repairs, and a lack of emergency preparedness. This same survey revealed that close to 40% of facilities workers will reach retirement age in the next 8 years. Many of these individuals have accumulated 30-40 years worth of building information knowledge that may or may not be documented.

Learning Objectives

1. List efficient ways to set up and maintain a central information repository of updated, accessible facilities information
2. Explain how to streamline collaboration between facilities, operations, and engineering teams by integrating mobile technology and apps
3. Discover FM industry insights provided by a leading information management research firm
4. Discuss how equipping staff with the technology tools they need for emergencies mitigates damage and keeps people safe

AUDIENCE: INTERMEDIATE CEU: 0.1

10:00 AM

Safety and Security

## W3.B1 • Room: Brasilia 1

### Tips to Reviewing Your ADA Plan

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. 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

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management

## W3.B4 • Room: Brasilia 4

### 24 Things Every FM Should Know

Randy Olson, VP of Global Business Development, ProFM Credential

Do you know the 24 things every FM should know? See how your FM knowledge and skills match up to ProFM's 19 functional knowledge areas and five cross-functional competencies that form the global standard for facility management. Also, learn how ProFM's leading edge training can help you upgrade your skill set and earn the recognition you deserve.

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management

## W3.M1 • Room: Miranda 1

### Define, Design and Deliver a High Value RFP

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.

Learning Objectives

1. Define the objective
2. Recognize how to design the methodology
3. Review how to develop the framework and details
4. Specify how to deliver the material with high degree of clarity and transparency

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset and Risk Management

## W3.M3 • Room: Miranda 3

### Failed Flooring Case Studies

Lewis G. Migliore, President, LGMTCS and Associates

Join this session as we examine flooring installation and product failures on soft and hard surface flooring materials to understand their causes. The objective of this presentation is to sift through the myriad of information flooding the market to help you understand what to use where and why, what can go wrong and the truth about the types of products being sold and how they will affect your project.

We will discuss the true performance attributes of soft and hard surface products being offered in the market today, with emphasis on luxury vinyl plank and tile.

#### Learning Objectives

1. Recognize that all products are not created equal
2. Clarify why you should be leery of marketing and sales claims
3. Review what can go wrong and why on a project
4. List how to avoid a flooring failure

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset and Risk Management

### W3.M5 • Room: Miranda 5

#### Saving Money (and the World) with Your Roof

Ryan Shinn, Marketing Director, CentiMark

The largest part of a building's structure is one pointed straight at the sun, and the one responsible for keeping the building dry and comfortable. But it is a common idea that a building can either invest their money wisely on proven roofing choices, or waste resources to be "green" and environmentally-friendly. This session focuses on the fact that a facility can use money wisely and, at the same time, make the building a better place to work in and around. We focus on new trends in the industry and how roofing technology is changing.

#### Learning Objectives

1. Indicate which "green" roofing choices are feasible financially
2. Explain how environmental considerations are rapidly changing roof-related building codes
3. Review how the functions of a building envelope have changed over recent years
4. List new, cutting-edge technologies coming to the roofing industry

AUDIENCE: INTERMEDIATE CEU: 0.1

Operations and Maintenance

### W3.M7 • Room: Miranda 7

#### Remanufacturing: The Facilities Manager's Alternative to Stockpiling Obsolete Furniture

Doug Pilgrim, LEED AP ID+C, New Business Development and Sustainability Manager, Davies Office

This is an overview of the trends in the office furniture industry and the environmental impacts that are being created by this legacy furniture. We review the environmental and economic benefits of remanufactured furniture as an alternative to scraping, downcycling or throwing old furniture to the landfill.

#### Learning Objectives

1. Explain the trends in office furniture today
2. State the effect that legacy office furniture has on the environment
3. Discuss what remanufactured furniture is and how to differentiate it from "as is" and refurbished furniture
4. Recall the environmental savings and the economic savings compared to new manufacturers

AUDIENCE: ADVANCED CEU: 0.1

2:10 PM

Operations and Maintenance

### W4.M5 • Room: Miranda 5

#### Future of Engineering and Disruption in Maintenance Industry

Christopher Kluis, VP of Strategy and Business Development, Transcendent

The maintenance industry is ever changing in how engineers operate and fulfill tasks on a daily basis. The evolution of technology is playing a prominent role in how engineers get jobs done faster and more efficiently. Technology can also be the driving force in the disruption to the maintenance

industry, now and in the next ten years. Attendees will learn the timeline of technology, where we are today in terms of AR, VR, IoT, and Automation and how to use these tools in your day to day, but also how future technologies could affect jobs in the next ten years.

#### Learning Objectives

1. Define where we've been and where we're going in terms of technology
2. Explain how technology is being used in multiple industries to its advantage (IoT, AR, VR)
3. Review future technologies in the field of engineering
4. State how technology will disrupt the maintenance industry in the next 5-10 years

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security

### W4.M7 • Room: Miranda 7

#### The Fatal Flaws in Your Active Shooter Response

Bo Mitchell, President and CEO, 911 Consulting

The deadly phase of an active shooter in your workplace is over in the first four to eight minutes, statistically before the police can arrive and deploy. This means your employees are the first responders. An active shooter incident will unfold at lightning speed in terrifying conditions. The fatal flaw: your current response does not address the lethal first four to eight minutes for your employees to respond and your emergency team to take command. Another flaw: How you're required to work with law enforcement once they deploy at your facility. FBI and NYPD report that Active Shooter incidents have quadrupled in 2013-16 versus the previous five-year average. 70% of Active Shooters are in workplaces versus campuses. 3 people die and 3+ are injured in the average Active Shooter incident. Active shooters strike companies, high rises, healthcare, factories and malls as well as campuses. Your response is dramatically different at each site. This presentation will turn very tactical. If you're easily offended or nauseous, don't register. You will learn how to create plans and procedures and how to train your emergency team and rank-and-file employees.

#### Learning Objectives

1. Identify the fatal flaws in your current response and training
2. Recall how you prepare for tactical response
3. Review how to train employees re your tactical response
4. State the laws and regulations applicable to our planning and training

AUDIENCE: INTERMEDIATE CEU: 0.1

3:10 PM

Business Management

### W4.M1 • Room: Miranda 1

#### Are We Ready for the Next Industrial Revolution?

Vertical Product Strategy, Dude Solutions

The future is here. The facilities we manage tell us what to do, our devices allow extreme mobility and our data drives investments. Learning from millions of transactions from thousands of clients and devices, Dude Intelligence uncovers the pitfalls and benefits. We found that most organizations do not reap the benefits and don't know where to start. Working with our clients, we created a maturity model that allows organizations to assess their current state and chart a pathway to readiness that combines practical steps with ambitious improvement goals.

#### Learning Objectives

1. Define the next industrial revolution and how it affects us
2. Assess the maturity of your facilities management organization
3. Examine how your AEM/CMMS fits in with the new technologies
4. Define practical steps that can be taken to improve your organization and systems

AUDIENCE: BEGINNER CEU: 0.1

# Exhibitor Listings

## 2-D As-Built Floor Plans

**BOOTH# 624**

600 NW Gilman Blvd., Suite E  
Issaquah, WA 98027  
[www.2dfloorplans.com](http://www.2dfloorplans.com)

We provide as-built services worldwide, using our industry-leading proprietary Building Surveyor software. We have provided high quality service over 22 years. If you are a facility manager, building owner, architect, or real estate professional, we want to be your sole provider of as-built floor plans and BOMA area analysis. 3D scanning and Revit available. Call for a proposal 425-677-7511.

## ABB Inc.

**BOOTH# 630**

16250 W. Glendale Drive  
New Berlin, WI 53151  
[www.abb.us/drives](http://www.abb.us/drives)

ABB has the largest variable frequency drive (VFD) and motor offering available. ABB continues to be the market share leader in HVAC drives in the US. We provide local solutions to solve global problems!

## ABCO Fire, LLC

**BOOTH# 314**

4545 West 160th St.  
Cleveland, OH 44135  
[www.abcofire.com](http://www.abcofire.com)

ABCO Fire Protection is a full-service nationwide provider of fire protection service and installation. Our industry-leading customer experience offers innovative asset management tools, giving multi-unit risk managers unprecedented visibility of their fire and life safety profile. Coupled with in-house expertise that has grown with our business, it's clear why our customers have placed "Trust in Our Tag" since 1975.

## Aceto Corp.

**BOOTH# 620**

4 Tri Harbor Court  
Port Washington, NY 11050  
[www.anti-clog1.com](http://www.anti-clog1.com)

CDC Anti-Clog #1 controls growth of slime forming bacteria in your drain pan. Registered by the EPA and pH neutralized preventing pan corrosion. Useful in all climates, the biocide is time-released allowing effective concentration lasting three months. Anti-Clog #1 has been proven to control the growth of, or inactivate, Legionnaire's Disease bacteria in experimental laboratory conditions for two (2) months.

## AGF Manufacturing Inc.

**BOOTH# 316**

100 Quaker Lane  
Malvern, PA 19355  
[www.agfmanufacturing.com](http://www.agfmanufacturing.com)

Dry and Pre-Action fire protection systems need to be maintained to prevent costly repairs. AGF COLLECTanDRAIN® auxiliary drains prevent accidental system trips, deter vandalism, and with proper maintenance, help prevent system breakdowns as a result of freeze-ups. AGF CORRINSITE™ Corrosion Monitor is a new, reliable monitoring tool designed to monitor for hidden corrosion problems in any fire protection system.

## Ahern Rentals

**BOOTH# 109**

1401 Mineral Ave.  
Las Vegas, NV 89106  
[www.ahernrentals.com](http://www.ahernrentals.com)  
Aerial work platforms.

## Airius LLC

**BOOTH# 543**

811 S. Sherman St.  
Longmont, CO 80501  
<https://airiusfans.com>

Our mission at AIRIUS® LLC is to significantly reduce heating and cooling costs while improving thermal comfort through the use of our patented destratification products. Several models and controls are available to accommodate a wide range of building types and sizes. Proudly engineered and made in the USA!

## alpscontrols.com

**BOOTH# 406**

217 W. 8th Ave.  
West Homestead, PA 15120  
[www.alpscontrols.com](http://www.alpscontrols.com)

alpscontrols.com is the leading online marketplace for building automation control parts and peripherals, offering hundreds of millions of products from more than 140 of the industry's leading manufacturers. We provide control contractors and integrator with an unequaled package of service, selection, convenience, productivity, and price through our non-stocking, transactional distributor business model enabled by our highly intuitive and powerful website.

## Altyno/KI USA

**BOOTH# 621**

8000 Regency Parkway, Suite 500  
Cary, NC 27518  
[www.belbien.com](http://www.belbien.com)

Altyno is used to resurface rather than replace old, outdated laminates and other surfaces. With 500+ natural aesthetic finishes including wood veneers, granite, sand & stones, etc. Altyno transforms: doors, elevators, wall panels, casework, millwork, and more with ease. Altyno is LEED Positive, and you can renovate your buildings with little to ZERO downtime which saves money and time!

## American Technologies, Inc.

**BOOTH# 215**

210 Baywood Ave.  
Orange, CA 92865  
[www.atirestoration.com](http://www.atirestoration.com)

ATI is a national leader in restoration, environmental remediation and reconstruction. We are proud to be the nation's largest family-owned restoration contractor. We have over 1000 full-time employees and 20 offices around the country. Our services include 24-hour emergency response; water, fire and smoke damage; lead/asbestos removal; mold remediation; bio-hazard cleanup; electronics restoration; contents cleaning and restoration; and reconstruction.

## Apana

**BOOTH# 225**

4290 Pacific Highway, Suite A  
Bellingham, WA 98226  
[www.apana.com](http://www.apana.com)

Smart Water Management Solution for C,I, +I.

## ARC Document Solutions

**BOOTH# 438**

12657 Alcosta Blvd., Suite 200  
San Ramon, CA 94583  
[www.e-arc.com](http://www.e-arc.com)

ARC provides facilities and construction teams with cloud-based technology solutions to manage the entire building lifecycle, on any device, online or offline. Mobile dashboards help teams operate buildings more productively and efficiently — day-to-day and during emergencies. ARC has over 90,000 customers and 190 offices worldwide.

## Arisfor, LLC

**BOOTH# 422**

100 Forta Drive  
Grove City, PA 16127  
<http://www.arisfor.com>

Arisfor® offers high performance, cost-effective, and easy to use coatings and sealer products for a variety of applications and finishes. Armed with an appreciation for durability and design, the Arisfor® team provides products that can restore and protect a wide assortment of surfaces and spaces. Our products are the benchmark in strength, durability, and protection.

## Automated Logic Corp.

**BOOTH# 642**

1150 Roberts Blvd.  
Kennesaw, GA 30101  
[www.automatedlogic.com](http://www.automatedlogic.com)

Automated Logic is a global leader in building automation systems. As a part of United Technologies, we make data big in all types of buildings by designing and developing intuitive, intelligent, complete controls and interfaces that make it easy for building owners and managers to balance efficiency with occupant comfort.

## Avian Flyaway Inc./Bird

**Relocation**

**BOOTH# 513**

311 Columbia Drive  
Rockwall, TX 75032  
[www.avianflyawayinc.com](http://www.avianflyawayinc.com)

"We Relocate Birds" - Avian Flyaway's Avian Averting system is an electric barrier system custom-installed, virtually invisible, noise free, easily maintained, green and guaranteed to permanently eliminate pesky birds. Nationwide service. AIA specified for Lincoln, Jefferson and World War II Memorials. Migratory bird control for flocking birds. Wire grid for soaring birds.

## Benjamin Moore

**BOOTH# 501**

101 Paragon Drive  
Montvale, NJ 07645  
[www.benjaminmoore.com](http://www.benjaminmoore.com)

Benjamin Moore & Co., a Berkshire Hathaway company, was founded in 1883. One of the country's leading manufacturers of premium-



quality residential, commercial and industrial maintenance coatings, its products are distributed via a network of independent paint and decorating retailers throughout North America.

## BESTORQ

**BOOTH# 322**

6955 McCormick Drive  
Lincoln, NE 68507-3270  
[www.bestorq.com](http://www.bestorq.com)

Bestorq is one of the world's largest manufacturers of Power Transmission V-Belts and Timing Belts. Bestorq's proven new next generation "X5" belts achieve total energy usage savings of 3% to 10% on fans, blowers, compressors and virtually any equipment driven by belts at no premium cost. Bestorq offers on-site evaluations and demonstrations to assist in implementing this new technology.

## BioZone Scientific International, Inc.

**BOOTH# 415**

7616 Southland Blvd., Suite 114  
Orlando, FL 32809  
[www.biozonescientific.com](http://www.biozonescientific.com)

BioZone Scientific's CoilCare (CCX) is the easiest to install UVGI light system in the market and features an advanced-custom power supply with a lifetime warranty. The CCX series is a perfect fit for any size AHU, FCU, or RTU. CCX features an easy mounting system and quick connect that enables fast install, quick lamp replacement and water resistant PS.



## BirdBuffer, LLC

**BOOTH# 321**

1420 80th St. SW, #D  
Everett, WA 98203  
[www.birdbuffer.com](http://www.birdbuffer.com)

BirdBuffer Bird Control Systems - No More Pest Birds. BirdBuffer machines create a safe, and effective grape vapor that repels pest birds.

Health and safety issues caused by bird droppings are easily controlled with BirdBuffer systems. "BirdBuffer works where others fail." See Us at Booth 321 or Call 425-697-4274 for Invisible Protection with Visible Results!  
[www.birdbuffer.com](http://www.birdbuffer.com)

## The Blue Book Network

**BOOTH# 430**

P.O. Box 500  
Jefferson Valley, NY 10535  
[www.thebluebook.com](http://www.thebluebook.com)

For more than one hundred years, The Blue Book Building and Construction Network has helped companies find and share information about people, products and projects. Today, The Blue Book Network provides a complete suite of workflow, marketing and education resources that still support its mission since 1913 - to connect you with the solutions you need to succeed.

# building OPERATING management

## Building Operating Management Magazine

**BOOTH# 247**

2100 W. Florist Ave.  
Milwaukee, WI 53209  
[www.facilitiesnet.com/bom](http://www.facilitiesnet.com/bom)

Official media sponsor of NFMT Vegas. *Building Operating Management* is the leading magazine for facility managers, owners, directors and VPs in all types of commercial and institutional buildings. Its 73,000 monthly readers are executives who are responsible for the construction and operation of all parts of the building, from the mechanical plant in the subbasement to the systems, furnishings and fixtures in the occupied spaces, to the windows, walls, roof and control systems that encompass them. Find out more at [www.FacilitiesNet.com/BOM](http://www.FacilitiesNet.com/BOM)

## Busch Systems International Inc.

**BOOTH# 407**

81 Rawson Ave.  
Barrie, ON L4N 6E5  
[www.buschsystems.com](http://www.buschsystems.com)

Busch Systems has been a designer and retailer of recycling, waste and composting containers for over 30 years, leading the way with an innovative and constantly expanding catalogue. 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 recycling and waste collection analytics software.

## Carrier Rental Systems

**BOOTH# 216**

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Charlotte, NC 28269  
[www.carrier.com/commercial](http://www.carrier.com/commercial)

Setting the standard for performance, energy efficiency and sustainability, Carrier offers solutions in air conditioning, building controls and energy services for the building lifecycle.

## CentiMark

**BOOTH# 615**

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

CentiMark provides complete roof and floor services, roof replacement, roof repairs, floor repairs, emergency services, preventative maintenance programs, energy efficient solutions, safety accessories and online project management.

## Cleaning Services Group

**BOOTH# 538**

230 North St.  
Danvers, MA 01923  
[www.cleaningservicesgroup.com](http://www.cleaningservicesgroup.com)

CSG Inc. is a leading service provider of quality building maintenance for more than 20 years. We focus on developing a core solution and

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## COIT Cleaning & Restoration Services Inc.

**BOOTH# 516**

897 Hinkley Road  
Burlingame, CA 94010  
[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.

## Connectrac

**BOOTH# 507**

8707 Chancellor Row  
Dallas, TX 75247  
[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 both "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.

## Construction Specialties Inc.

**BOOTH# 425**

6696 Route 405  
Muncy, PA 17756  
[www.c-sgroup.com](http://www.c-sgroup.com)

Known to solve complex building challenges, Construction Specialties (CS), a global manufacturer of architectural specialty products since 1948, draws upon customer relationships and extensive expertise to design custom, high-quality products for interior and exterior applications—many of which are a part of the Cradle to Cradle Certified™ Products Program.

## Corzan® Piping Systems

**BOOTH# 307**

9911 Brecksville Road  
Brecksville, OH 44212  
[www.corzan.com](http://www.corzan.com)

Corzan® Piping Systems are your choice for schools, healthcare, large residential and more. To safeguard your buildings against bacteria and biofilms with efficient and flexible designs, Corzan Piping Systems are easy to maintain and efficient, saving you money and water.



COMMERCIAL REAL ESTATE WOMEN

## CREW Las Vegas

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**P.O. Box 97873  
Las Vegas, NV 89193-7873  
www.crewlv.org**

Working to advance our members in all aspects of commercial real estate through education, leadership, partnership and networking.

## Cummins

**BOOTH# 437**

**390 Interlocken Crescent, Suite 200  
Broomfield, CO 80021  
www.salesandservice.cummins.com**

Cummins Inc (CMI) has dedicated its knowledge, ability and infrastructure to being one of the leading Power Providers around the globe for almost 100 years. With a large distribution sales and service network, CMI has prided itself on being able to provide power solutions to hundreds of thousands of customers in industries ranging from various backgrounds.

## CyberLock Inc.

**BOOTH# 637**

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Corvallis, OR 97338  
www.cyberlock.com**

CyberLock is a key-centric access control system that provides full featured access control to every locking point in a facility without wiring. Receive audit trails and reports on every lock and key to know who was where and when. Secure anything anywhere with over 350 different lock options.

## D.C.I.

**BOOTH# 521**

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Rancho Cucamonga, CA 92336  
www.dcihollowmetal.com**

DCI Hollow Metal on Demand is the nationwide leader in custom hollow metal and commercial steel doors and frames, manufactured to your exact specifications and ready when you need them. Whether you are looking for custom commercial steel doors, bullet proof doors, fire rated doors, STC doors, or a variety of types of hollow metal doors & frames.

## Dead Sea Works Company/ K&S North America

**BOOTH# 520**

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Chicago, IL 60606  
www.mag-icemelt.com**

MAG® is the best total ice melter available — it is proven more effective, environmentally safer and less damaging than other common ice melters. MAG® freezes (a 22% solution) at -27°F (-33°C) and melts effectively down to -13°F (-25°C) — well below most other ice melters. MAG® is extracted from the Dead Sea by natural

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## Dematic Sprocket

**BOOTH# 424**

**507 Plymouth Ave. NE  
Grand Rapids, MI 40505  
www.dematicsprocket.com**

Dematic Sprocket, an Enterprise Asset Manager (EAM), is the facility solution for maximizing the productivity and reliability of your operation. Take maintenance requirements to the next level - integrate them into a systematic solution that returns cost by reducing breakdowns and extending asset life.

## Directional Systems

**BOOTH# 445**

**2250 W 23rd St.  
Erie, PA 16506**

**www.directionalsystems.com**

Directional Systems supplies LED signs for traffic 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.

## Easi File

**BOOTH# 616**

**22 Skycrest  
Mission Viejo, CA 92692  
www.easifile.com**

Easi File vertical filing cabinets are optimized for storing and indexing blueprints, maps and large documents of all forms safely and efficiently. Easi File is the industry leader for large document storage and was selected as the preferred storage solution for such organizations as the World Bank, the MGM City Center, Governments, Hospitals, Universities, and numerous Fortune 500 companies.

## EasyIO

**BOOTH# 339**

**Mission Federal Credit Union,  
13465 Poway Road  
Poway, CA 92064-4713  
www.easyio.com**

EasyIO innovates at every level with decentralized intelligence, less complexity in engineering, open compatibility, inclusive engineering tools and maintenance and IT networking and security ready devices. From the edge to the cloud, we develop best in class products that provide the flexibility to choose the architecture that best suits the need.

## Emerson/Sensi Multiple Thermostat Manager

**BOOTH# 436**

**8100 W. Florissant Ave.  
St. Louis, MO 63136  
https://senticomfort.com/multiple-thermostat-manager**

Sensi Multiple Thermostat Manager is the solution for managing unlimited thermostats at a fraction of the cost of traditional building management systems. No more wasted time

checking or programming thermostats one at a time and no more worrying about unattended systems wasting energy. Simple drag-and-drop features help you group and manage thermostats from anywhere for facility-wide comfort control made easy.

## EPAC Software Technologies Inc.

**BOOTH# 537**

**42 Ladd St.  
East Greenwich, RI 02818  
www.epacst.com**

EPAC is an award-winning provider of easy-to-use EAM/CMMS solutions for facility, property and maintenance managers. Our proprietary Maintenance Performance Index goes beyond KPIs — providing advanced, reliable metrics to benchmark and improve performance.



LEAD-FREE, LEAK-FREE™ PIPE PROTECTION

## ePIPE Restoration

**BOOTH# 224**

**3122 W Alpine St.  
Santa Ana, CA 92704  
www.RestoreMyPipes.com**

ePIPE Lead-Free, Leak-Free Pipe Protection restores pipes in-place, with same-day return to service. The patented ePIPE process provides a solution for pinhole leaks, corrosion control and prevention of lead leaching from pipes. Using the ePIPE process, lead levels are reduced to well below the World Health Organization's (WHO) cut-off guidelines for lead, at 10ppb.



## Facility Maintenance Decisions Magazine

**BOOTH# 247**

**2100 W. Florist Ave.  
Milwaukee, WI 53209  
www.facilitiesnet.com/fmd**

Official media sponsor of NFMT Vegas. *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. These in-house facility experts rely on *FMD* for practical information about the technology systems, components and materials that ensure the long-term success of their operations. Find out more at [www.FacilitiesNet.com/FMD](http://www.FacilitiesNet.com/FMD).

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# Exhibitor Listings

## FiberTite Roofing Systems

**BOOTH# 312**

1000 Venture Blvd.  
Wooster, OH 44691  
[www.fibertite.com](http://www.fibertite.com)

FiberTite Roofing Systems provide operational security to the world's most powerful brands with an innovative, high performance coated fabric membrane. Its unique four-layer technology sets the performance standard in roofing with a proprietary, proven formula utilizing Elvaloy® Ketone Ethylene Ester (KEE), and provides unmatched puncture, chemical and UV resistance.

## Fresh-Aire UV/Triatomic Env.

**BOOTH# 633**

1838 Park Lane South  
Jupiter, FL 33458  
[www.freshaireuv.com](http://www.freshaireuv.com)

FreshAire UV manufactures and designs Carbon/UV/PCO systems for HVAC systems from 2-200 tons. UVC for airstream sterilizes microbials, and UVC for surface disinfection keeps the coil and drain pan clean which helps reduce maintenance while also improving heat transfer and reducing pressure drop for energy saving benefits. Carbon and PCO removes VOCs and odors.

## GPRS

**BOOTH# 631**

5217 Monroe St., Suite A  
Toledo, OH 43623  
[www.gprsinc.com](http://www.gprsinc.com)

GPRS is North America's largest company specializing in the detection of underground utilities on private property and the location of critical targets in concrete. In particular, GPRS is very adept at locating buried utilities on a facility's campus then creating a GPS map of our findings. This creates an accurate as-built map showing where your critical utilities are actually located.

## Griswold Controls Inc.

**BOOTH# 107**

2803 Barranca Parkway  
Irvine, CA 92606  
[www.griswoldcontrols.com](http://www.griswoldcontrols.com)

Chilled water and hot water flow control for commercial and institutional buildings. Manual, automatic, and pressure independent. Valves from 1/2 inch to 24 inches.

## Guardian Industries

**BOOTH# 213**

2300 Harmon Road  
Auburn Hills, MI 48326  
[www.vacuumig.com](http://www.vacuumig.com)

Guardian Vacuum IG breaks through today's expectations for glass performance and meets tomorrow's needs for energy efficiency. Backed by a trusted leader in glass, Guardian Vacuum IG not only helps your project meet stringent codes but also moves the planet forward reigning in energy use.

## Herc Rentals Inc.

**BOOTH# 623**

27500 Riverview Center Blvd.  
Bonita Springs, FL 34134  
[www.hercrentals.com](http://www.hercrentals.com)

Herc Rentals™ is a premier, industry-leading full-service equipment rental firm that provides customers the equipment, services and solutions they need to achieve optimal performance, safely, efficiently and effectively. With more than 52 years of equipment rental expertise, roughly 4,900 employees and approximately 275 branches primarily in the United States and Canada, Herc Rentals serves a wide range of customer markets.

## Herzig Engineering

**BOOTH# 108**

11108 N. Oak Trafficway, Suite 104  
Kansas City, MO 64155

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

Herzig Engineering is passionate about creating a positive electrical safety culture. Our electrical engineers can guide you in maximizing the safety culture at your facility and at your company. Our electrical engineers will ensure that your facility and equipment are OSHA compliant and practicing the latest safety standards as stated in the NFPA 70E, OSHA, NEC, IEEE 1584, ANSI, & ASTM.



## HID Global

**BOOTH# 533**

Klein Feldhus 23  
Rastede, 26180  
Germany

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

HID Global powers the trusted identities of the world's people, places and things through smart components and cloud services. Our contactless identification and sensing (RFID, NFC, BLE) components and solution enabling technologies address the dynamic requirements across multiple industries to wirelessly connect, identify, collect and manage data quickly and accurately across virtually any IoT application. For more information email [tagsales@hidglobal.com](mailto:tagsales@hidglobal.com)

## Hudson Technologies

**BOOTH# 326**

29 Holt Drive  
Stony Point, NY 10980

[www.hudsontech.com/global-energy-services/smart-energy-ops/](http://www.hudsontech.com/global-energy-services/smart-energy-ops/)

SMARTenergy OPS® provides real-time monitoring and fault detection and diagnostics for your water-cooled chiller system. Based on your operating data, our proprietary algorithms and our energy expertise, you can realize increased efficiency, improved reliability and chiller plant energy savings up to 35%. Management gets the information it needs for immediate action. SMARTenergy OPS® sets the bar in chiller plant optimization.

## hybridH2o

**BOOTH# 227**

285C Koolabrew Drive NW  
Calabash, NC 28467  
[www.hybridh2o.com](http://www.hybridh2o.com)

hybridH2o manufactures the only self-rinsing waterless urinal available. In addition, our "dry" (no sealant required) waterless urinal replacement cartridges fit most brands used in North America. Introduced in 2010, the product line is 3rd party tested and compliant with US & Canadian plumbing code.

## HydroPoint

**BOOTH# 444**

1720 Corporate Circle  
Petaluma, CA 94954  
[www.hydropoint.com](http://www.hydropoint.com)

Smart water management.

## IDN Global, Inc.

**BOOTH# 648**

14020 Welch Road  
Dallas, TX 75244  
[www.idn-inc.com](http://www.idn-inc.com)

IDN, Inc. - International Distribution Network is a leader in Security Hardware and Door Distribution — providing security products, access control solutions, and related services to security professionals. IDN offers customers the strength and buying power of a national organization along with local product availability and personal, customized service.

## IFMA

**BOOTH# 525**

800 Gessner Road, Suite 900  
Houston, TX 77024  
[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 104 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# 324**

590 W. Central Ave., Suite C  
Brea, CA 92821  
[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.



## JLG Industries Inc.

**BOOTH# 301**  
13712 Crayton Blvd.  
Hagerstown, MD 21742  
[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, SkyTrak® and Lull® 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# 447**  
100 Stradtman St.  
Buffalo, NY 14206  
[www.keesafety.com](http://www.keesafety.com)

Kee Safety is a leading global supplier of fall protection systems and solutions such as roof-edge guardrail, rooftop walkway, horizontal lifelines and portable man anchor systems as well as Kee Klamp tubular (pipe) fittings used to build handrail and general safety barriers. Established in the UK in 1934, everything is designed to Separate People From Hazards.

## KEYper Systems

**BOOTH# 530**  
5679 Harrisburg Industrial Park Drive  
Harrisburg, NC 28075  
[www.keypersystems.com](http://www.keypersystems.com)

KEYper® Systems, based in Harrisburg, NC is a global company committed to providing you with the best solutions in key storage and key management systems. We offer multiple products that utilize a key box to manage and control keys and take the worry off your plate of who has the keys!

## Labor Finders

**BOOTH# 315**  
11426 N. Jog Road  
Palm Beach Gardens, FL 33418  
[www.laborfinders.com](http://www.laborfinders.com)

We're the oldest and largest industrial staffing franchise in the nation! Winners of Inverno's Best of Staffing Competition annually since its inception (2010). Our workers are 100% guaranteed. We're so confident you'll like our temporary employees that after a short period, you can convert them to a permanent employee with no additional placement fee. Call Labor Finders today!



## Lewellyn Technology

**BOOTH# 512**  
6210 Technology Center Drive, Suite 200  
Indianapolis, IN 46278  
[www.lewellyn.com](http://www.lewellyn.com)

Lewellyn Technology is an industry leader in arc flash services and combustible dust services as well as lockout/tagout and electrical safety training.

## Lift-Rite

**BOOTH# 606**  
22 South Canal St.  
Greene, NY 13778  
[www.liftright.com](http://www.liftright.com)

Lift-Rite is a global manufacturer of a wide range of hydraulic hand pallet trucks and related pedestrian controlled vehicles. Lift-Rite hand pallet trucks encompass manual, power assist, motorized, and high-lift models and are built for a variety of applications and environments. Lift-Rite engineers the most durable, versatile and comfortable trucks in the industry to keep our customers moving forward.

## Light Efficient Design

**BOOTH# 327**  
188 South Northwest Highway  
Cary, IL 60013  
[www.led-llc.com](http://www.led-llc.com)

Light Efficient Design has been the industry leader in commercial Screw-In Retrofit lighting for ten years. In early 2018 Light Efficient Design and RemPhos Technologies have merged to expand on an already innovative line of Screw-In Retrofits, Pin Base LED Retrofits, LED Retrofit Kits, LED Fixtures and specialty LEDs for unique applications.

## Lighting Resources, LLC

**BOOTH# 221**  
1919 Williams St., Suite 550  
Simi Valley, CA 93065  
[www.lightingresourcesinc.com](http://www.lightingresourcesinc.com)

Lighting Resources is the nation's largest bulb recycler delivering environmentally sound processing to businesses and commercial contractors for more than 25 years. With 14 facilities, our own fleet and a comprehensive mail-in recycling program, Lighting Resources is uniquely positioned to manage universal waste by the unit or truckload. Bulbs, batteries, ballasts, tritium exit signs, smoke detectors, air-bags and mercury-bearing devices.

## LiquiTech, Inc.

**BOOTH# 230**  
421 Eisenhower Lane, S.  
Lombard, IL 60148  
[www.LiquiTech.com](http://www.LiquiTech.com)

For over 20 years LiquiTech has helped facilities achieve total disinfection of their domestic water supply using our patented Copper Silver Ionization system. To date, we have over 1,800 installations worldwide. LiquiTech systems are effective against a number of waterborne pathogens including Legionella. Stop by booth #230 to speak with our team about preparing your facility for ASHRAE Standard 188!

## Marks USA

**BOOTH# 413**  
365 Bayview Ave.  
Amityville, NY 11701  
[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 code compliant mortise, cylindrical and tubular locksets, electronic access control, biometrics, 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.

## Mitsubishi Electric Elevators & Escalators

**BOOTH# 605**  
5900-A Katella Ave.  
Cypress, CA 90630  
[www.mitsubishielevator.com](http://www.mitsubishielevator.com)

Mitsubishi Electric US, Inc. Elevator and Escalator Division sells, installs, modernizes and services elevators and escalators. Additional information is available at [www.MitsubishiElevator.com](http://www.MitsubishiElevator.com) or 800/988-8474.

## Monnit

**BOOTH# 343**  
3400 S West Temple  
Salt Lake City, UT 84115  
[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 Coils

**BOOTH# 532**  
11 General Warren Blvd.  
Malvern, PA 19355  
[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# 220**  
6305 Ivy Lane, #140  
Greenbelt, MD 20770  
[www.nfrc.org](http://www.nfrc.org)

NFRC contributes to green building by helping people choose the windows, doors, and skylights that can help make their homes and buildings more comfortable and more energy efficient.

## National Fire Sprinkler Association

**BOOTH# 549**  
514 Progress Drive, Suite A  
Linthicum Heights, MD 21090  
[www.nfsa.org](http://www.nfsa.org)

The members of NFSA include fire sprinkler contractors, suppliers, manufacturers, designers, authorities having jurisdiction and others involved in saving lives and property through the widespread acceptance of the sprinkler concept. NFSA provides technical expertise for our members and training for building owners and managers who own and/or maintain fire sprinkler systems.

# Exhibitor Listings

## Nationwide Power

**BOOTH# 527**

**1060 Mary Crest Road  
Henderson, NV 89074  
www.nationwidepower.com**

Our core business is the sales and service of UPS equipment and batteries, along with supporting other critical power components such as emergency generators, switch gear, and HVAC. With an industry leading 57,000 sq. ft. warehouse and over \$10 million in equipment and inventory, our team will help find cost-effective solutions to meet your critical power needs. [www.nationwidepower.com](http://www.nationwidepower.com).

## Network Thermostat

**BOOTH# 232**

**PO Box 3161  
Grapevine, TX 76099  
www.networkthermostat.com**

Since 1995, NetworkThermostat™ maintains the position of industry leader in providing IoT Building Automation solutions for facilities, small businesses, and commercial or light industrial applications. Our award winning products and technologies give simple, reliable HVAC controls, anywhere and anytime, to maximize energy savings while providing comfort to the occupants.



## Nevada Professional Facility Managers Association

**BOOTH# 347**

**PO Box 97993  
Las Vegas, NV 89193  
www.npfma.com**

The Mission of the organization is to be a professional association dedicated to the enhancement of engineering, maintenance, operations and management of commercial, institutional and industrial facilities. We will move toward the future enlightened through education, communication and alliance. These will be the keys to success in our association and in our industry.

## Nevada Tap Master, Inc.

**BOOTH# 626**

**4001 S. Decatur Blvd., Suite 37-660  
Las Vegas, NV 89103  
www.nevadatapmasterinc.com**

Hot Tapping/wet tapping. Live pressure connections to existing piping without a shutdown. Line stopping. Mechanically isolate existing piping, allowing repairs without a shut down. Pipe freezing. Isolate water in piping for repairs. Valve Insertion. New in-line valve installed live without interruption to water service. Welding services for piping available.

## New Pig Corp.

**BOOTH# 515**

**1 Pork Ave.  
Tipton, PA 16684  
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.

## North American Safety Products®

**BOOTH# 632**

**8910 W. 192nd St., Unit C  
Mokena, IL 60448  
www.naspinc.com**

Since 1996 we have created cost effective solutions in every industry sector. From simple pedestrian crowd control barrier systems to advanced industrial access control guarding. Using the highest quality components, outstanding customer service and the comfort in our knowledge and skill to achieve your goals. Delivering safety solutions that exceed customers' expectations is our Number 1 goal.

## NTT Training

**BOOTH# 612**

**6675 S. Kenton St. #100  
Centennial, CO 80111  
www.nttinc.com**

We offer hands-on, instructor-led training seminars, at regional locations across the country and on-site at client facilities. We offer training in Electrical Safety, National Electrical Code®, Electrical and Electronics, Compliance, HVAC, Fluid Power and Mechanical Systems. NTT Training has the industry's largest team of master instructors and we're the only provider that brings full-sized hands-on lab equipment for each participant.

## NUUO Inc.

**BOOTH# 431**

**15179 Sierra Bonita Lane  
Chino, CA 91710  
www.nuuo.com**

NUUO manufactures Network Video Recorder (NVR) products tailor made for the demanding video surveillance industry. Whether your application is small or a multi site enterprise level, 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.

## Oasis International

**BOOTH# 102**

**222 Campus View Blvd.  
Columbus, OH 43235  
www.oasiscoolers.com**

As an originator in the water coolers industry, Oasis is a leader in sustainable, state-of-the-art water coolers and drinking fountains. Since 1910, we have focused on one thing only: delivering refreshing water to the world. Our mission and passion is to develop environmentally-friendly water dispensing and filtration solutions that stand the test-of-time and deliver a high value for the end-users.

## ONICON Inc.

**BOOTH# 323**

**11451 Belcher Road S.  
Largo, FL 33773  
www.onicon.com**

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

## Orion Energy Systems

**BOOTH# 420**

**2210 Woodland Drive  
Manitowoc, WI 54220  
www.orionlighting.com**

Orion Energy Systems, Inc. is leading the transformation of state-of-the-art energy efficient LED lighting systems as a manufacturer of a cutting edge product portfolio encompassing LED Solid-State Lighting, high intensity fluorescent and smart controls. Orion holds more than 70 patents which provide unparalleled optical and thermal performance and drive financial, environmental, and work-space benefits for a wide variety of markets.

## ORR Protection Systems

**BOOTH# 412**

**11601 Interchange Drive  
Louisville, KY 40229  
www.orrprotection.com**

Since 1971, ORR Protection Systems has designed, installed and serviced fire alarm, detection and suppression systems. Building on our skills and reputation, ORR has emerged as an industry expert in special-hazards, mission-critical fire protection. We custom design every system, ensuring maximum protection of people, property and business processes.

## Parkland Plastics

**BOOTH# 622**

**P.O. Box 339  
Middlebury, IN 46540  
www.parklandplastics.com**

Parkland Plastics is the original manufacturer of Spectratile Waterproof Ceiling Tile! Stop replacing ceiling tiles today! Parkland also manufactures durable wall panels from recycled plastics for high traffic facilities. Whether you are looking for pebbled panels for the back end areas or woodgrains and stone panels for front of house, Parkland has a solution for you.

## Permatron Corporation

**BOOTH# 214**

**2020 Touhy Ave.  
Elk Grove Village, IL 60007  
www.permatron.com**

Permatron's PreVent® system combines superior air intake protection filters with simple magnetic mounting to deliver a complete custom-fit solution to stop airborne debris before it ever gets inside HVAC louvers and vents. No drilling. No tools. Powerful magnetic mounting means filters install quickly, with no equipment shutdown. Provides years of improved system performance, savings

on energy, maintenance and cleaning costs.

## Power Plus

**BOOTH# 331**

**1210 N. Red Gum St.  
Anaheim, CA 92806  
www.powerplus.com**

Power Plus is a nationwide generator service and maintenance company with design build capabilities for new installations along with a substantial portable generator rental fleet.

## Precision Concrete Cutting

**BOOTH# 433**

**3191 N. Canyon Road  
Provo, UT 84604  
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.  
www.safesidewalks.com



## ProFM™ Credential Program

**BOOTH# 601**

**2975 Lone Oak Drive  
Eagan, MN 55121  
www.ProFMi.org**

Show the world you're a Pro! Earn the ProFM credential. Elevate your facility management knowledge & skills to today's global standard with leading edge training across 19 functional FM knowledge areas and five cross-functional competencies. Whether you're new to FM or have decades of experience, ProFM is the only credential you need to upgrade your skill set and earn the recognition you deserve.



## PropertyTRAK

**BOOTH# 613**

**12208 Grant Lane  
Overland Park, KS 66213  
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 FLOOD BARRIERS

**BOOTH# 617**

**1150 S. 48th St.  
Grand Forks, ND 58201  
www.psddoors.com**

Flood Preparedness Planning; 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, including the Pedestrian Flood Door and Mechanical Room Flood Door, act as normal use pedestrian doors and are always in place. All products are made in the USA.

## PuroClean

**BOOTH# 309**

**6001 Hiatus Road, Suite 13  
Tamarac, FL 33321  
www.puroclean.com**

PuroClean, a leader in property emergency services, and preparedness planning, helps businesses prepare and overcome the devastating setbacks caused by water, fire, mold and other conditions resulting in property damage.

## Q Ware

**BOOTH# 638**

**150 State St.  
Rochester, NY 14614  
www.qwarecmms.com**

Q Ware is a practical web-based CMMS application for facilities professionals looking for an easy-to-navigate system. Unlike other systems that sometimes over complicate their software, Q Ware is designed to provide an exceptional customer experience.

## Rack-A-Tiers Mfg.

**BOOTH# 539**

**C/O T60118 PO Box 66512  
Chicago, IL 60666-0512  
www.rack-a-tiers.com**

It started when two electricians envisioned a better way to get the job done. The success of the Rack-A-Tiers Wire Dispenser inspired the company to develop and bring to market more innovative solutions to help electricians do their jobs faster, easier, and safer. We offer over 700 quality products, each solving real problems that Installers & Electricians face every day.

## Radiant Electric Heat

**BOOTH# 629**

**22901 Aurora Road  
Bedford Heights, OH 44146  
www.electrichheat.com**

Radiant Electric Heat manufactures a premium line of Radiant heating panels including cove, lay-in and surface mounted ceiling units. Our CeramiCircuit element produces 52% or more downward Radiant output than competing filament style units making them the ideal solution for any cold or hard to heat areas. Our new 1248CL Lay-in is an Armstrong TechZone Ceiling approved model.

## RectorSeal

**BOOTH# 426**

**2601 Spenwick Dr.  
Houston, TX 77055  
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# 212**

**474 45th St. S  
Fargo, ND 58108  
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.

## Rentokil Steritech

**BOOTH# 242**

**1125 Berkshire Blvd. (750), Suite 150  
Reading, PA 19610  
www.rentokil-steritech.com**

Rentokil Steritech represents the North American division of Rentokil Initial plc, one of the world's largest business services companies. For nearly a century, we've been leading pest control innovation, protecting the health and reputation of brands worldwide. By focusing on partnership and prevention, we help businesses protect their customers, products, and brands with comprehensive pest solutions. We offer a global presence with a local touch.

## RIDGID

**BOOTH# 439**

**400 Clark St.  
Elyria, OH 44035  
www.RIDGID.com**

RIDGID is a global manufacturer of more than 300 dependable and innovative tools, trusted by the professional trades in over 100 countries. RIDGID products are purpose-built to help professionals in the demanding commercial, industrial and energy markets install and maintain the world's infrastructure with greater certainty and efficiency. Headquartered in Elyria, Ohio, RIDGID is a business unit of Emerson™.

## Safe-T-Nose

**BOOTH# 536**

**1640 Salem Industrial Dr. NE  
Salem, OR 97301  
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

# Exhibitor Listings

provides sign function beyond and even without backup battery power. Additional information 855-723-6673

## Safety Rail Company

**BOOTH# 206**

**4244 Shoreline Drive  
Spring Park, MN 55382  
www.safetyrailcompany.com**

Safety Rail Company, Spring Park, Minnesota is the premier manufacturer of passive fall protection railing systems for industrial/commercial applications. We manufacture mobile and permanent safety rail, skylight and roof hatch guards, safety gates and more. Warning line systems and ladders.

## Scotch Corporation

**BOOTH# 544**

**1255 Viceroy  
Dallas, TX 75247  
www.scotchcorp.com**

Scotch Corporation is a leading national manufacturer of drain care products under the Instant Power® Professional brand. We are The Drain Experts and our products are the most effective nonacid drain openers and bio-enzyme products in the industry. Instant Power® Professional products: Heavy Duty Drain Opener, Crystal Lye, Main Line Cleaner, Commercial Drain Cleaner, Waterless Urinal Cleaner & Sealing Liquid.

## SELECT Hinges

**BOOTH# 421**

**104 Rich Lane  
Battle Creek, MI 49015  
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.

## Select Systems Technology Inc.

**BOOTH# 104**

**390 Amapola Ave., Suite#6  
Torrance, CA 90501  
www.selectsst.com**

Select Systems Technology Inc, harks on our clients' needs while having no preconceived solution, each solution is given a tailored customer-centric strategy. We specialize in cost effective sustainable CCTV surveillance solutions.



## QUALITY OF LIFE SERVICES

### Sodexo

**BOOTH# 524**

**9801 Washington Blvd.  
Gaithersburg, MD 20878  
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. Ultimately, our commitment to Quality of Daily Life delivers tangible business outcomes and shareholder value at all levels of the organization. Stop by our exhibit booth to learn more about technical facilities careers at Sodexo.

### Spartan Bioscience Inc.

**BOOTH# 209**

**2934 Baseline Road  
Ottawa, ON K2H 1B2  
Canada**

**www.spartanbio.com**

The Spartan Cube can immediately detect Legionella bacterial infection and allow decontamination before Legionella reaches dangerous levels. Prevent Legionnaires' disease outbreaks with the portable Spartan Cube. Building managers can immediately test and quantify any water source for Legionella bacteria. 45-minute run-time. No technical training required. Gold-standard qPCR technology.

### Spartan Paving, Inc.

**BOOTH# 611**

**2300 Dixie Hwy.  
Waterford, MI 48328  
www.spartanpaving.com**

Asphalt Removal & Replacement, Asphalt Pothole Repair, Commercial Sealcoating, Striping and Parking Lot Painting, Infrared Patching, Catch Basin Repairs, Residential Paving Contractor, and Concrete Work.

### Stanley Access Technologies

**BOOTH# 625**

**65 Scott Swamp Road  
Farmington, CT 06032  
www.stanleyaccess.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# 442**

**168 Georgetown Road  
Canonsburg, PA 15317  
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).

### Steril-Aire

**BOOTH# 317**

**2840 N. Lima St.  
Burbank, CA 91504  
www.steril-aire.com**

Steril-Aire's high output UVC for HVAC™ systems use germicidal ultraviolet (GUV) 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# 401**

**2341 Deerfield Drive  
Fort Mill, SC 29715  
www.sunbeltrentals.com**

Sunbelt Rentals understands that keeping your day-to-day operations running smoothly starts with a well maintained facility. 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 24/7.



### Sunline Office, LLC

**BOOTH# 531**

**313 W. 4th St.  
Bridgeport, PA 19405  
www.sunlineoffice.com**

Sunline is the exclusive brand of modern office cubicles! This revolutionary sliding cubicle system uses very little hardware and requires hardly any tools or expertise to configure. Priced significantly lower than other known brands, this incredible system is made of high quality components that simply slide together for the easiest assembly, disassembly, and reconfiguration.

### Superior Mfg.

**BOOTH# 607**

**2015 S. Calhoun St.  
Fort Wayne, IN 46802  
www.superiorwaterconditioners.com**

The Superior Water Conditioners control scale and corrosion without the use of chemicals. Residential, Commercial and Industrial applications. Applications range from small refrigerator ice makers to large boilers and cooling towers. Greatly extend the life of equipment while saving money and the environment.



## SureCrete / TK Products

**BOOTH# 306**  
**15017 US Hwy. 301**  
**Dade City, FL 33523**  
**www.surecretedesign.com**

SureCrete Design Products is a manufacturer of decorative and specialty concrete products. Our products have been specially formulated to resurface concrete floors, walls, ceilings, countertops, and structural castings.

## Swiftspace Inc.

**BOOTH# 643**  
**322 Oak Park Place**  
**Casselberg, FL 32707**  
**www.swiftspaceinc.com**

Workstations arrive fully assembled, install in minutes without tools, reducing installation and re-configuration costs by up to 90%. Workstations "Morph" from private—to semi-private—to collaborative space. Stations easily fold and store in 15% of deployed space.

## Swiss-Link, Inc.

**BOOTH# 635**  
**P.O. Box 2557**  
**Paradise, CA 95969**  
**www.stormtec.net**

Flood protection Stormbags.

## Test Products International

**BOOTH# 313**  
**9615 SW Allen Blvd.**  
**Beaverton, OR 97005**  
**www.testproductsintl.com**

Test Products International Inc., a Beaverton, OR, based corporation, designs and manufactures high quality hand-held test and measurement equipment for professionals and technicians worldwide. A wide ranging product offering, including vibration monitoring, gas detection, combustion, IAQ and other industrial instruments is what makes TPI unique. For additional information on all of our quality products please visit [www.testproductsintl.com](http://www.testproductsintl.com), and test the TPI advantage!

## Timelockdocs.com

**BOOTH# 228**  
**1769 Hillsdale Ave., #24541**  
**San Jose, CA 95154**  
**www.timelockdocs.com**

Timelockdocs.com offers inexpensive, innovative, targeted apps built for building construction or facility maintenance. These targeted apps, with embedded plumbing code, mechanical code and electrical torque settings, deliver a more detailed commissioning, testing or repair document. The apps empower managers by giving them the flexibility to suit their company's needs. These individual task-oriented apps reduce the need for costly technical support.

## TMA Systems LLC

**BOOTH# 427**  
**5100 E. Skelly Drive, Suite 900**  
**Tulsa, OK 74135**  
**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

**BOOTH# 639**  
**925 Waverly Ave.**  
**Holtsville, NY 11742**  
**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](mailto:friendlytip@topaz-usa.com).

## TownSteel Inc.

**BOOTH# 217**  
**17901 Railroad St.**  
**City of Industry, CA 91748**  
**www.townsteel.com**

TownSteel Inc. is a proud member of BHMA and a manufacturer of Architectural 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!

## Transcendent

**BOOTH# 423**  
**333 Douglas Road East**  
**Oldsmar, FL 34677**  
**www.transcendent.ai**

Transcendent® is an operations management software providing customer, employee, and asset information beyond the traditional office. We help you track assets, improve workflow, and provide a better return on investment. Transcendent is in 6 continents, 70 countries, and speaks 18 languages.

## Tri-Chem Corp.

**BOOTH# 645**  
**431 Stephenson Highway**  
**Troy, MI 48066**  
**www.tri-chem.com**

For over 50 years, Tri-Chem has been a leader in helping clients solve their toughest facility maintenance problems. Our staff delivers one-on-one attention, making sure needs are met with creative solutions. We manufacture many of our own products and offer customizations for your specific applications. To view our floor coatings/sealers, industrial maintenance, cleaning, tooling, and safety products, visit [www.tri-chem.com](http://www.tri-chem.com)

## Tropos Motors

**BOOTH# 330**  
**16260 Church St., Suite 140,**  
**Morgan Hill, CA 95037**  
**www.troposmotors.com**

Tropos Motors is a Silicon Valley based start-up that manufactures and distributes all-electric, street-legal vehicles, specializing in utility e-LSV—electric low speed trucks. These vehicles are designed for corporate, fleet, facilities, last-mile delivery and construction applications. Tropos Motors™ trucks have large payload and towing capacities, can be operated indoors and in extremely tight quarters with a 13 foot turning radius.

## U.S. Department of State (OBO)

**BOOTH# 542**  
**1701 N. Ft. Myer Drive**  
**Arlington, VA 22209**  
**http://state.gov**

The U.S. Department of State's Bureau of Overseas Buildings Operations provides safe, secure, sustainable and functional facilities that support diplomacy worldwide. Visit Booth #542 to learn how Foreign Service Facility Managers deliver a wide range of building-related services at posts abroad and manage physical resources and direct asset management operations. Visit [careers.state.gov](http://careers.state.gov) and register to receive notifications.



# NEVADA

## USGBC Nevada

**BOOTH# 226**  
**2101 L St. NW**  
**Washington, DC 20037**  
**https://new.usgbc.org/**

Our vision at the U.S. Green Building Council (USGBC) is that buildings and communities will regenerate and sustain the health and vitality of all life within a generation. Our mission is to transform the way buildings and communities are designed, built and operated, enabling an environmentally and socially responsible, healthy, and prosperous environment that improves the quality of life.



## Vectair Systems Inc.

**BOOTH# 320**  
**2095 Spicer Cove**  
**Memphis, TN 38134-5617**  
**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 solutions to over 120 countries. We have invented patented and pioneering aircare technology, such as 'Vibrating Mesh Technology' and the multi-award winning and sustainable 'Multi-Phasing Fragrance Technology'. Our non-aerosol aircare systems are all VOC exempt, leading the way in aircare safety and sustainability.

# Exhibitor Listings

## Versico Roofing Systems

**BOOTH# 526**

1285 Ritner Highway  
Carlisle, PA 17013  
[www.versico.com](http://www.versico.com)

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

## VFS Fire & Security Services

**BOOTH# 443**

501 W. Southern Ave.  
Orange, CA 92865  
[www.vfsfire.com](http://www.vfsfire.com)

We are a full service national fire life and safety vendor that specializes in testing, inspecting servicing and maintaining fire alarm, sprinkler, special hazard and foam systems. What makes us so unique is that we partner with our clients and help them to improve and streamline their fire life and safety requirements with our state of the art inspection tracking system called LiNC.

## Vitality Energy

**BOOTH# 222**

3305 Mayflower Ave., Suite 2  
Lehi, UT 84043  
[www.VitalityEnergy.com](http://www.VitalityEnergy.com)

Vitality provides a comprehensive energy analytic platform with automated ratio utility billing and submetering.

## Vortex Doors

**BOOTH# 636**

3955 W. Mesa Vista Ave., #A-11  
Las Vegas, NV 92618  
[www.vortexdoors.com](http://www.vortexdoors.com)

Family owned and operated since 1937. Same day service available in AZ, CA, CO, NV, OR, TX, UT, and WA. We service and repair overhead roll up doors, security gates, hangar doors, fire doors, storefront doors, automatic doors, hollow metal doors, ADA doors, access control hardware, operable walls, dock levelers, and roof hatches.



## Wagner Meters

**BOOTH# 614**

326 Pine Grove Rd.  
Rogue River, OR 97537  
[www.wagnermeters.com](http://www.wagnermeters.com)

Wagner Meters is the respected world leader in moisture meter and moisture measurement solutions. For over 50 years, Wagner's field proven moisture measurement technology has helped customers improve profits and eliminate wood and concrete moisture-related problems. Wagner's superior products include hand-held wood moisture meters and the Rapid RH®,

with Touch-n-Sense™ technology for accurate, "virtually automatic" RH testing for concrete.

## Whittaker Co., RE

**BOOTH# 416**

302 S. Croton Ave.  
New Castle, PA 16101  
[www.whittakersystem.com](http://www.whittakersystem.com)

Whittaker is the leader in low-moisture carpet cleaning methods, and innovated CRYSTAL DRY® low-moisture encapsulation cleaning technology as a more effective, safe and environmentally sustainable option to traditional cleaning methods. Whittaker's Smart Care® machines and CRYSTAL® family of chemistries have been proven over more than 25 years as the most effective means to deliver consistently cleaner carpets at a consistently lower cost.

## Wireless Telematics, LLC

**BOOTH# 207**

P.O. Box 928588  
San Diego, CA 92192  
[www.wirelesstelematics.com](http://www.wirelesstelematics.com)

Put your parking lot lights, outdoor lights and signs on auto-pilot with our wireless, web-enabled Lighting Control and Monitoring Service. This simple "set it and forget it" system is an easy and inexpensive replacement for timers and photocells. It will save you time and money, and stop the hassles and complaint calls.

## Wooster Products Inc.

**BOOTH# 609**

PO Box 6005  
Wooster, OH 44691  
[www.woosterproducts.com](http://www.woosterproducts.com)

Wooster Products is a USA manufacturer of anti-slip safety tape, coatings, stair treads, and nosings. Our branded products include Stairmaster, Flexmaster, FlexTred, AlumoGrit, Walk-a-Sured, and WP-70. Let us help you "Make every step a safe one."

## Zen Ecosystems

**BOOTH# 337**

3158 Red Hill Ave.  
Costa Mesa, CA 92663  
[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 pay back in under a year.

## ZOLL Medical Corp.

**BOOTH# 522**

269 Mill Road  
Chelmsford, MA 01824  
[www.zoll.com](http://www.zoll.com)

ZOLL® Medical Corporation, a leader in medical devices and software solutions, provides AED and CPR products for schools, fitness centers, corporations, churches, and other organizations

that accommodate or serve the public. Our clinically advanced, easy-to-use products help lay rescuers and professionals alike respond quickly and effectively to sudden cardiac arrest.

## Zurn Industries LLC

**BOOTH# 408**

511 W. Freshwater Way  
Milwaukee, WI 53204  
[www.zurn.com](http://www.zurn.com)

Spanning building and site drainage, water safety and control, behind-the-wall plumbing systems, and front-of-wall fixtures and trim, Zurn manufactures the industry spectrum of advanced water solutions. We're focused on solving smarter for our customers through continuous improvement. Our innovative thinking keeps us forging ahead in customer service, specification and design expertise, lean construction, and products that provide low life cycle costs.



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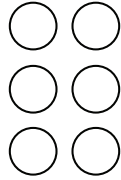
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# Expo Hall Map



## Main Stage

248	247	348	349	448	449	548	549	648	649
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ENTRANCE

REGISTRATION LOBBY



## Expo Hall Events:

### KEY

- NFMT Café
- Main Stage
- Quick Fire Theater #236
- NFMT Booth #247
- Building Services Pavilion
- GreenTech Pavilion
- Internet of Things Pavilion

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### TUESDAY

- 11:00 AM – 3:00 PM EXPO HALL OPEN
- 11:30 AM – 1:50 PM QUICK FIRE SESSIONS IN EXPO HALL
- 2:00 PM – 3:00 PM NETWORKING PARTY
- 2:45 PM \$1,000 CASH PRIZE DRAWING (MAIN STAGE)

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### WEDNESDAY

- 11:00 AM – 2:00 PM EXPO HALL OPEN
- 11:30 AM – 1:20 PM QUICK FIRE SESSIONS IN EXPO HALL
- 1:45 PM \$1,000 CASH PRIZE DRAWING (MAIN STAGE)

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## Frequently Asked Questions

### Where can I go to get questions answered onsite?

Visit the NFMT Vegas booth in the expo hall, #247 or the show office in conference room Lambada.

### What are the concession stand hours?

Concession stands are located inside the expo hall. You can only use your \$10 lunch coupons inside the expo hall.

**TUESDAY** 11:00 a.m. – 2:00 p.m. • **WEDNESDAY** 11:00 a.m. – 2:00 p.m.

### I lost an item at NFMT Vegas, what should I do?

If you lost an item within the rooms at NFMT Vegas visit the NFMT Show Office (conference room Lambada) or contact Rio hotel security.

### What is the parking rate?

The Rio offers both self-parking and valet parking onsite. Self-parking is free.

### Is WiFi service available at the Rio?

WiFi service is available in all public areas of the Rio property. The business center is located at the entrance to the Event Center for any high-speed internet needs.

### Is coffee service provided?

Coffee service for attendees will not be provided by NFMT Vegas. Please stop by the one of the many restaurants located in the hotel for coffee.

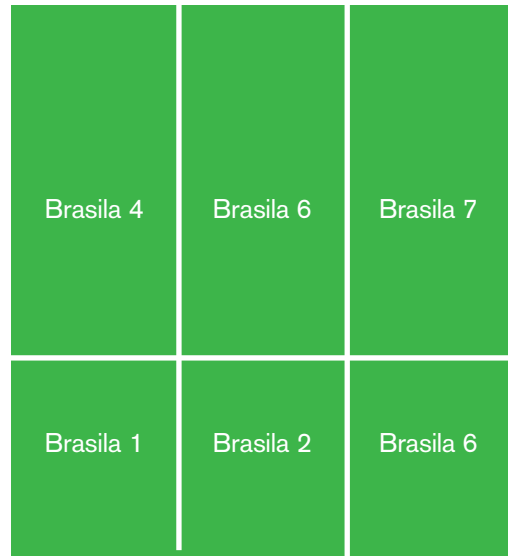
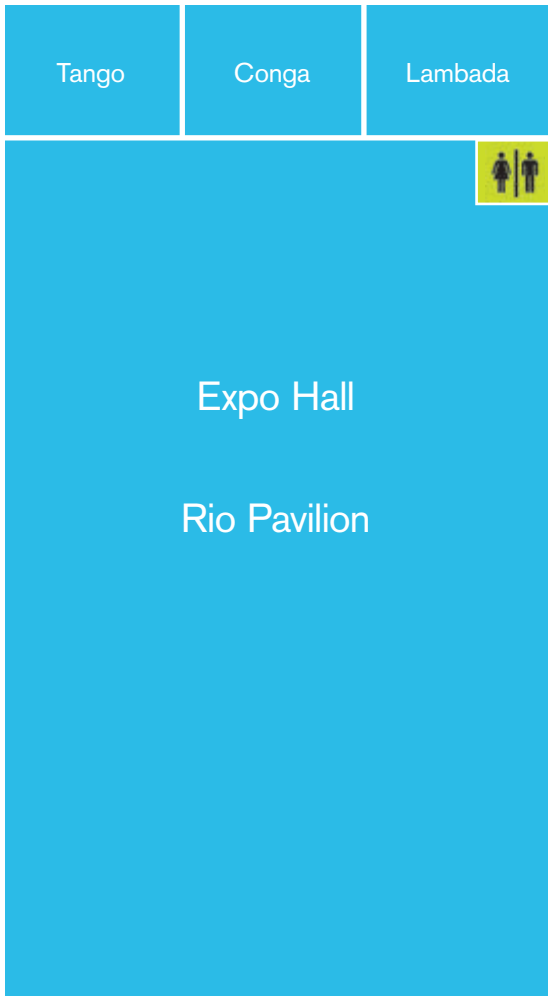
**Any additional questions, please stop by the NFMT Vegas booth #247 or the show office.**

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# Conference Map



To Hotel  
↓



To Parking Lot →

## Key

General Session - The First (or Next) 100 Days as a Facility Manager - Brasilia 2

Women in Facilities Management - Brasilia 4

Member Lounge - Brasilia 3

Speaker Ready Room - Lambada

Registration - Registration

Expo Hall - Rio Pavilion

Restrooms - Restrooms



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