

BUILDING OPERATING MANAGEMENT'S  
**NFMT**<sup>®</sup>  
National Facilities Management & Technology Baltimore

2019  
**DIRECTORY**

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

# Meet Gridd<sup>®</sup>

ADAPTIVE CABLING DISTRIBUTION SYSTEM

## The bridge between Architects and IT.

For 20 years, FreeAxez<sup>®</sup> has revolutionized **Whole Building Cable Management** with its award-winning Gridd<sup>®</sup> and Gridd Power<sup>®</sup> systems.

Our **ACD<sup>™</sup>** (*Adaptive Cabling Distribution<sup>™</sup>*) methodology changes how organizations adapt to evolving technology, delivering flexibility and savings from design through installation and occupancy.

Visit us at **Booth #2329**

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# NFMT 2019 Schedule

## Tuesday

- 8:00 – 9:15 AM General Session
- 9:30 – 11:45 AM Education Sessions
- 12 – 4:00 PM Expo Hall Open
- 12:00 – 3:30 PM Knowledge Café Sessions
- 1:00 – 3:20 PM QuickFire Session in the Expo Hall
- 3:45 PM \$1,000 Cash Prize Drawing  
 Sponsored by:  **New Pig**
- 4:00 – 5:00 PM Networking Party  
 Sponsored by: 
- 6:30 PM Little Italy Food Tour

## Wednesday

- 8:00 – 11:30 AM Education Sessions
- 11:30 AM – 3:30 PM Expo Hall Open
- 12:00 – 2:50 PM QuickFire Sessions in the Expo Hall
- 12:00 – 3:00 PM Knowledge Café Sessions
- 3:15 PM \$1,000 Cash Prize Drawing
- 3:45 – 4:45 PM Education Sessions
- 3:45 – 6:00 PM Women in FM Panel and Reception  
 Sponsored by: 
- 5:00– 6:15 PM Solutions Exchange
- 7:00 PM Harbor Cocktail Cruise

## Thursday

- 8:00 – 9:00 AM General Session
- 9:15 – 11:30 AM Education Sessions
- 11:30 AM – 2:30 PM Exhibit Hall Open
- 12:00 – 1:00 PM QuickFire Sessions in the Expo Hall
- 12:00 – 1:30 PM Knowledge Café Sessions
- 2:15 PM \$1,000 Cash Prize Drawing
- 2:45 – 3:45 PM Education Sessions
- 4:00 – 5:00 PM NFMT Closing Ceremony

# Welcome to the 19<sup>th</sup> NFMT!

Over the next week we celebrate you – the facility executive. Facility executives do it all from putting out literal fires, manage million dollar budgets, proposing capital planning strategies to the C-Suite and climbing up to the roof to examine HVAC units. Your talents and skillsets are as diverse as our attendees. Our attendees come from all over the country, with different job titles, educational backgrounds and industries served – but you all share a common goal to protect one of the most important assets for your organization.

We celebrate the fact that we are the largest facilities management gathering in North America and we value the diversity assembled at NFMT 2019. Schools can learn from Federal Government buildings, maintenance engineers aspire to be facilities executives, and vendors help solve common problems. We provide a unique environment where everyone can Connect. Build. Grow.

Attendees' priorities and challenges are different as well. With over 100 conference sessions to choose from you can customize your agenda. Whether you are looking for professional growth strategies, how to manage budgets, how to assess risk, or adhere to codes and standards.

On Thursday, join *Building Operating Management* Editor Ed Sullivan for a panel discussion on Continuous Improvement. This is a topic we believe in so much we applied it to NFMT, as there is always room for improvement. In 2019 we've modified the schedule to allow for longer conference sessions and more time in between sessions. We've also added more content to the expo hall. Join several NFMT speakers in the Knowledge Café for additional discussions.

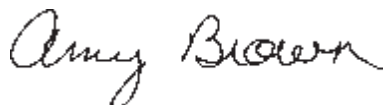
We've added more social and networking opportunities as well. If you haven't signed up for the Wednesday night Harbor Cruise, stop by registration (registration fee applies) so you don't miss the great night out. But don't worry, we've brought back a few favorites as well, our \$1,000 drawing will take place daily 15 minutes prior to the end of the expo hall each day and you must be present to win.

This year we are also excited to launch the co-located Clean Buildings Expo. As a NFMT attendee you'll have access to the Cleaning Buildings Expo Hall and Conference sessions. Please flip over this directory for additional information on Clean Buildings Expo.

We have a strong history (65 years to be exact) of creating information and education tailored for the individuals who manage non-residential buildings. Whether it is in print with our two magazines *Building Operating Management* and *Facility Maintenance Decisions*, our website [FacilitiesNet.com](http://FacilitiesNet.com), our new credential ProFM, or live at our events NFMT or Critical Facilities Summit, we provide the opportunity for you to Connect. Build. Grow.

Thank you for being here and please feel free to share your experiences on social media using the hashtag #NFMT19.

Sincerely,



Amy Brown

Director of Education, Conferencing and Membership

[Amy.brown@tradepress.com](mailto:Amy.brown@tradepress.com)



# **SAFETY AND SUSTAINABILITY TO THE HIGHEST DEGREE**



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**Learn more at [clubcar.com](http://clubcar.com)**

# Thank you to our Sponsors!

## Platinum Sponsor:



## Networking Party Sponsor

Booth #2107

Club Car's work utility and transport vehicles withstand rugged work sites at universities, resorts, government agencies and industrial sites. They are available in electric, gasoline or diesel models, with two- or automatic four-wheel drive and feature rustproof aluminum frames. Our new Fit-to-Task Series offers cars designed for specific tasks such as facilities-engineering, grounds maintenance, refuse removal, security and more.

## Gold Sponsors:



QUALITY OF LIFE SERVICES

## Audio Visual Sponsor

Booth #2214



New Pig

\$1,000 Cash Drawing Co-Sponsor

Booth #2328

## Women in Facilities Management Panel and Reception Sponsor

Booth #2144



Energy and Utilities Management Conference Track

Booth #1603

## Silver Sponsors:



Booth #2147



Booth #1602



Booth #2344



Booth #2135



Booth #2448

## NFMT Partners:



Booth #1524



Booth #1315



Booth #2560



Booth #2560



Booth #2562



Booth #2558



Booth #2471



Booth #2371



Booth #1522



Booth #2563



Northeast Energy Efficiency Partnerships

Booth #1425



Booth #1301



Booth #1321

## NFMT family of brands:



Booth #1003



Booth #1003



Booth #1003



Booth #2225

# What's New At NFMT

## Longer Sessions

Full 1- and 2-hour Sessions

NFMT has updated the schedule to include full 1- and 2-hour sessions so you can get a deeper dive into important topics.



## Unique and New Content

FacilitiesNet.com editors create unique content for NFMT that can't be found anywhere else. Plus, over 85% of the sessions at NFMT are new this year.



## More Networking... More Fun

In addition to our traditional networking opportunities, join us for fun activities both Tuesday

and Wednesday night that allow you to get out of your hotel room and see Baltimore.

**Tuesday 6:30 pm:**  
Food Tour of Little Italy \$

**Wednesday 7:00 pm:**  
Harbor Cocktail Cruise \$

\$ Additional Fee, *Pre-registration is required*

## 2019 NFMT Trends

In 2019 we will explore the top 3 trends facilities executives are dealing with:

Improving Operations

Construction, Renovation and Retrofit

Staffing and Services

## Additional Content in the Expo Hall

We have extended our content to the expo floor for a truly robust 3 days of knowledge sharing and learning.

QuickFire Sessions

Knowledge Café Presentations

Association Corner

## New in the Expo Hall

### Passport to Prizes

Visit the following nine exhibitors and have your passport stamped at each to qualify for exciting gift cards. The drawing will take place each day just prior to the Daily Cash Prize Drawing.

Avetta	booth #2120
ecobee SmartBuildings	booth #1514
ProFM	booth #2225
RenewAire LLC	booth #1414
Sunline Office, LLC	booth #1924
Snow Dragon	booth #2551
Special-Lite	booth #2152
VFS Fire & Security Services	booth #1936
TerraCycle Regulated Waste	booth #1510

### Knowledge Cafe Booth #1115

Join a sampling of NFMT speakers each day in booth #1115 as they continue the discussion from their earlier sessions.

### Association Corner Booth #1203

Join a few of our marketing partners as they highlight their organizations in the Association Corner.

Tuesday 2:00 pm BOMI

Wednesday 11:30 USGBC Maryland

### Live Podcasting Booth #1003

Check out very interesting conversations as Mike Petrusky records his podcast "The Facility Management Innovator Podcast" live from the Expo Hall.





# ELIMINATE RISKS



# WITH THE MAT THAT STICKS

See  
New Pig at  
NFMT 2019!  
Booth #2328



## YOUR PROBLEM

She glides in cool as a cuke in her red stilettos. Will your wrinkled rug snag a heel and topple her?  
Stop holding your breath — eliminate the risk with Grippy® Mat.

Adhesive-backed Grippy Mat is the **PROVEN safe floor solution** that reduces slip, trip and fall claims by at least 80% while cutting floor mat expenses in half. Here's what it did for this happy user:

*"Decreasing falls is always an annual performance monitor and goal of our safety staff. We have been at zero fall incidents since installing Grippy Mat." — Rebecca, Grippy Mat customer*

It's not magic. It's super-safe Grippy Mat — the world's **FIRST adhesive-backed mat**.

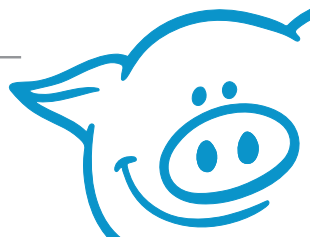


## OUR PROVEN SOLUTION

 **GRIPPY® FLOOR MAT**

**NO SLIP. NO TRIP. ALL GRIP.™**

Take the first step to safer floors! Get a **FREE Grippy Mat Switch Kit** at  
[newpig.com/grippy94](http://newpig.com/grippy94) or call **1-855-474-7791**



# Networking Events

## Tuesday, March 26

**NEW ATTENDEE ORIENTATION**  
7:30 AM

ROOM 330

Never attended an NFMT event before? Don't worry, we've got you covered. Join us for a short overview of NFMT and learn how to maximize your time over the next three days. It's a great opportunity to meet fellow newcomers!

**NETWORKING PARTY**  
4:00 - 5:00 PM

PRATT STREET LOBBY

Sponsored by:



March Madness is in full swing at the Networking Party in the Pratt Street Lobby. Join us for appetizers, drinks, and games! This is a great way to meet new peers and chat with industry experts all while having fun. All attendees and exhibitors are welcome! Thank you to Club Car for sponsoring this event.



**LITTLE ITALY FOOD TOUR \$**  
6:30 – 9:00 PM

Experience Baltimore's Little Italy first hand as you have a progressive dinner, stopping at three restaurants.

*\$ Additional Fee, Advanced Registration is Required*

## Wednesday, March 27

**WOMEN IN FACILITIES  
MANAGEMENT 2019 RECEPTION**

5:00 – 6:00 PM

Sponsored by:



Continue the conversations and connections you made during the Women in FM session by joining us on the terrace, across from room 310. Light appetizers and drinks will be served – you bring the fun! Thank you to Sodexo for sponsoring this event.

**SOLUTIONS EXCHANGE**

5:00 – 6:15 PM

PRATT STREET LOBBY

Join us on Wednesday afternoon for expert-led industry discussions focusing on top facilities management trends and issues. This is a unique networking and learning opportunity, and did we mention it includes beer? You'll have the opportunity to participate in up to three, 20-minute conversations. Please see page 10 for more information.

**HARBOR COCKTAIL CRUISE \$**  
7:00 – 9:00 PM

See Baltimore from the water as you cruise around the harbor while networking with other NFMT participants.

*\$ Additional Fee, Advanced Registration is Required*

## Thursday, March 28

**NFMT CLOSING CEREMONY**  
4:00 – 5:00 PM

ROOM 343

As we close out NFMT 2019 we will come together to identify the top trends and innovations featured over the last three days. Make sure to attend for a few surprises as well.



Your future  
so sodexo



**sodexo**  
QUALITY OF LIFE SERVICES



**50.9**

Average age of  
FM Practitioners



**50%**

Percentage of FM professionals  
retiring in the next 5-15 years



**500K**

Global FM job openings  
over the next 5 years

## Be a part of the solution

As a leading FM employer and global leader in diversity, Sodexo is committed to driving the development of diverse talent in FM.

By reaching out to students early in their career planning process, we're educating the next generation on the growing demand for FM talent. By supporting recent graduates with development opportunities, we're shaping the leaders of tomorrow. And by challenging today's leaders to engage and mentor young professionals, we're building a legacy to be proud of.

**Sodexo is pleased to sponsor the Women in FM Roundtable at NFMT Baltimore on Wednesday, March 27.**

Visit Sodexo FM Services in booth #2144 or search our jobs at [bit.ly/SodexoFMJobs](http://bit.ly/SodexoFMJobs)

# Solutions Exchange

Wednesday 5:00 – 6:15 pm Pratt Street Lobby

Join us for lively conversation and a beer as we wrap-up day two with Solutions Exchange Roundtables. Attendees will be able to participate in up to three, 20-minute conversations. See the full list below:



enterprises, inc.

## Your Checklist for Window Replacement

When undertaking a window replacement project there are many things to think about. Join our discussion to learn more about our 19-point checklist which will help you identify the key details to think about before, during and after the project. Whether working through an architect or direct with the owner, standard or custom windows, Apogee Renovation will discuss the fundamentals involved in completing a smooth, successful, great looking project.



## BACnet International - Driving the Open Protocol for Smart Buildings

Attend this table to learn how to facilitate the successful use of the BACnet Standard in building automation and control systems. BACnet International is an industry association that facilitates the successful use of the BACnet protocol in building automation and control systems through interoperability testing, educational programs and promotional activities.



## Sustainable Spray Polyurethane Foam (SPF) Roofing

Join the discussion on the advantages of selecting a SPF roofing solution. It offers excellent retrofit applications, reducing the need to tear-off much of the existing roof. This system increases R-value, and reduces installation and maintenance costs, while being renewable and resistant against hurricanes and mechanical damage.



## Should you Retrofit or Replace? (Do LED Retrofit Kits Fit Your Needs)

The changes in the LED Lighting marketplace are always changing and keeping up with what is available is tough. Knowing which solution is best of you is even more challenging. How do you select the solution that meets your ROI requirements while still meeting your lighting goals. Bring your questions so that we can get you answers.



## How Do You Know What You Don't Know in FM?

The facility management industry is changing rapidly and the demands on facility professionals seems to be growing daily. Join us to talk about the expectations on today's FMs and how you can ensure your skills match those expectations.



## Best Practices for Budgeting Snow and Ice Management Services

Join the current discussion surrounding Fixed Seasonal Pricing, (which includes all plowing, shoveling and deicing services for any amount of snow) versus Cap & Floor Seasonal Pricing (which sets at a particular minimum and maximum inch total with built-in rebates).



## Carpet Care - Reduce Your Total Cost of Ownership

Hundreds of millions of square feet of carpet are installed annually. Many technologies and processes have been developed to maintain carpet, both new and old. Join Tom and learn the history of carpet maintenance and some common problems owners experience. Learn how the right choices can reduce your total cost of ownership.

# STAPLES

Business Advantage®

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Access a top-of-the-line assortment from industry-leading suppliers.



### Installation.

We'll install your new equipment for you.

To talk with a facilities expert, visit us at **Booth Number 2024.**

While you're there, be sure to enter for a chance to win a **\$500 Staples® gift certificate.**

PR13932

For more information, visit [StaplesAdvantage.com](https://StaplesAdvantage.com)

# QuickFire Sessions on the Expo Hall Floor

Join us in the expo hall for these additional learning opportunities. QuickFire sessions are 20-minute, condensed presentations given by expert vendors. **The QuickFire theater is located in booth #1628.**

## Tuesday, March 26

1:00 PM

**FLUKE**

### What is Capacity Assurance within the Maintenance Purview?

Many maintenance teams feel pressure to implement condition management when they may just be getting scheduled maintenance off the ground, or they do not begin because they cannot use condition monitoring on all assets. How can teams in various states of maintenance strategies move forward on their reliability journey? Learn the distinct differences between Proactive Maintenance versus Corrective Maintenance to help in aiding The Journey with a slightly different point of view.

1:30 PM

**FLUKE**

### Wireless Monitoring for Connected Reliability

The Industrial Internet of Things promises to empower maintenance and reliability teams to drive increased business value by moving towards predictive maintenance. To move past reactive strategies and manual data entry in M&R asset management, facilities need a connected reliability framework — a simple, yet far-reaching, concept that connects data with equipment, systems and people. Learn what capabilities are required to achieve connected reliability and how remote monitoring with wireless sensors can accelerate the reliability journey.

2:00 PM

Life Is On | **Schneider**  
Electric

### The Internet of Things (IoT) & Connected Technologies: Impacting Facility Management

Buildings are dynamic and interact with occupants and their needs in differing ways. This means that building systems are always changing, creating new opportunities for gradual wear and failure. Remote monitoring addresses issues before they happen. In this QuickFire

session we'll share how you can optimize building management decisions, including prioritizing work, expense spending, and analytics. You'll learn how to increase the technical competency of staff and assess the benefits of implementing predictive maintenance.

2:30 PM

**RLE**  
Technologies



### Solving Your Peace of Mind Problem

Learn how the right blend of airflow floor panels, temperature, humidity, and airflow monitoring, and leak detection work together as a comprehensive facility solution, providing you with the peace of mind you've been looking for.

3:00 PM

**SC**  
StructureCare<sup>®</sup>  
Engineering + Restoration + Predictive Maintenance

### How a Predictive Strategy Will Impact the Bottom Line of Your Parking Garage

A proactive maintenance strategy is essential in properly maintaining parking garages which are exposed to the elements and abrasive conditions. Knowledge of parking garage design, construction, and the deterioration life cycle is most effective in evaluating and predicting the consequences of deferral. By applying solutions that correct, mitigate or control a condition, we can alter a future outcome saving money, reducing risk, and adding predictability to maintenance planning.

## Wednesday, March 27

12:00 PM

**NT** network thermostat

### IoT Building Automation and Security

Building Automation using Internet of Things (IoT) technology is being accepted by facility managers at a rapid rate. These highly flexible

systems provide local and remote access to HVAC and other building controls at a much lower cost than traditional building automation systems. This session will explore IoT BAS in both cloud and local network configurations, and the network security implications with each deployment solution.

12:30 PM

## **Florock**<sup>®</sup> *Excellence in Polymer Flooring*

### Floor Coatings Made Easy

Want professional-grade epoxy flooring using only in-house labor? Get the steps to success! Let Tom Lux, Technical Director of Florock Polymer Flooring, introduce you to CAT (Clean and Texturize), preparation best practices for new and existing concrete. Discover how knowledge of just 3 coating products allows you to install a variety of forklift-rated, industrial traffic surfaces: Heavy-duty floors for plant, warehouse or workshop; amazing decorative floors for front-of-house or office.

1:00 PM



### Facilities Management eXpress

#### The Right Tool for the Job - Utilizing Facilities Management Software to Streamline Operations, Reduce Operating Cost, and Extend Asset Life

Keeping your facilities running smoothly is tough, especially when your team is understaffed, underfunded, and handling equipment near the end of its life. Join this session to learn how organizations switch from firefighting mode to operating smoothly with Facilities Management Software. We will review how these key areas of operation can be streamlined to reduce operating costs and extend asset life: Work order processes, Preventive maintenance strategy, Facility rental management, Facilities scheduling automation, Asset tracking/budgeting.

1:30 PM

## **enel x**

### Financing Backup Generator Upgrades with Demand Response Earnings

Large energy users with high-capacity backup generators, such as medical facilities and manufacturers, have long been a good fit for demand response programs, which pay those that can reduce demand when the grid is under duress. In 2016, the introduction of new regulations required backup generators to meet strict emissions standards to participate in demand response. To help more of these organizations meet these standards, demand response providers are financing and implementing the upgrades needed for backup generators to meet compliance and using future demand response payments to cover the costs. Join this session to learn how these organizations can receive generator

upgrades at no upfront cost and start earning payments through demand response.

2:00 PM



### The Benefits of Implementing Digitally Enabled Inspections

Is your facility running out of storage for paper inspections? Are you having issues in closing the loop for current inspections? Implementing a digital inspection process will allow for solutions to these common problems and more. Visit TMA Systems, and find out how WebTMA can help you transition from a paper process to an automated digital process.

2:30 PM



### When Buildings Talk, Who is Listening?

A multidisciplinary consulting engineering firm, Pennoni's goal is to help clients navigate the ever-changing technological advancements and best integrate "smart" solutions as part of resilient and sustainable planning. Our Smart Energy Solution, Utilities Watch, is a unique Analytics-as-a Service which leverages the data from SkySpark with engineering expertise to make data meaningful and actionable to reduce energy related costs, extend equipment life, and validate investments in efficiency improvement.

## Thursday, March 28

12:00 PM - 1:00 PM



### Moisture Management in Tiled Showers\*

Leaks and mold continue to pose serious problems for the construction industry. This seminar will compare traditional waterproofing systems with modern waterproofing technology to show how tiled showers have evolved. The fundamentals of both approaches, including proper design, execution, and function will be presented, with close attention paid to common errors, as well. The benefits of bonded waterproofing technology and how it has improved tiled showers will be stressed.

*\*This is a one hour session*

# Sessions at-a-glance

## Tuesday, March 26

### Session Rm# Title

#### 8:00 – 9:15 AM

TG.10 310 Building Technology Has Advanced – It's Time We Catch Up...

#### 9:30 – 10:30 AM

T1.14 314 Future Ready Design Considering a Holistic Building Approach  
 T1.15 315 Facilities 101: A High Level View of Facility Management - Things to do and Pitfalls to avoid  
 T1.16 316 How Facility Managers Can Learn from the Best Companies  
 T1.17 317 How Workplace Design Can Enhance Company Culture & Values  
 T1.18 318 Purchasing Technology: 5 Factors Every Facility Team Should Know  
 T1.21 321 Maintenance Department Maturity: Assessing and Planning for Success  
 T1.24 324 How One School District Saved 25% in Hard Cost using CMMS  
 T1.27 327 Building Retrofits for Efficiency and Cost Savings  
 T1.37 337 Creating Facilities for the Next Generations of Students  
 T1.39 339 Submetering? ... A Simple Way to Make your Building Smarter.  
 T1.41 341 Implementing Total Cost of Ownership using APPA 1000™ Standard

#### 9:30 – 11:30 AM

WKS1 343 ADA Workshop: Guidance on ADA Requirements for Facilities Managers

#### 10:45 – 11:45 AM

T2.10 310 Smart Cities and their Effect on Facility Management  
 T2.14 314 Construction Costs: What the Data Says  
 T2.15 315 The 17 Gaps that Sabotage Your Emergency Plans & How to Fill Them  
 T2.16 316 Successful Execution of Capital Projects  
 T2.17 317 Lighting Controls 101: Codes, Energy Efficiency, Occupancy Sensors, Whole Building Systems, Dimmers  
 T2.18 318 Creating Value through the Capital & Operating Budget Process

T2.21 321 Maximize the Value of Your Facility Management Control System – Getting Timely, Reliable, Actionable  
 T2.24 324 Developing an Effective Scope of Work for Operations & Service Contracts  
 T2.27 327 For Busy Facility Managers: Conserve Your Time with Energy Automation  
 T2.37 337 Top Strategies for Running Schools Around the Country  
 T2.39 339 Data or Valuable Metrics: FM's... Harness the Power  
 T2.41 341 Arc Flash, OSHA and NFPA 70E: Get Protected

### Noon – 4:00 PM Expo Hall Open

#### Quick Fire Sessions in Booth #1628

##### 1:00 Fluke / eMaint Corporation

What is Capacity Assurance within the Maintenance Purview?

##### 1:30 Fluke / eMaint Corporation

Wireless Monitoring for Connected Reliability

##### 2:00 Schneider Electric

The Internet of Things (IoT) & Connected Technologies: Impacting Facility Management

##### 2:30 RLE Technologies

Solving Your Peace of Mind Problem

##### 3:00 StructureCare

How a Predictive Strategy Will Impact the Bottom Line of Your Parking Garage

#### 3:45 PM \$1,000 Daily Prize Drawing – booth 1019

Sponsored by:



**New Pig**

#### 4:00 – 5:00 PM Networking Party – Pratt Street Lobby

Sponsored by:



#### 6:30 – 9:00 PM Little Italy Food Tour \$



## Wednesday, March 27

### 8:00 – 9:00 AM

- W1.14 314 Tips for Implementing a Successful Asset Management Program
- W1.15 315 Systems Integration is Key for Emergency Communications
- W1.16 316 Optimizing Employee Talents and Gifts for Discretionary Effort
- W1.37 337 Modernizing the FM workforce: How you can find training and resources to optimize your building's performance and defend your facility systems from cyber attacks

### 9:15 – 10:15 AM

- W2.14 314 Federal Real Property Management - Recent and Future GAO Work
- W2.15 315 Risk Mitigation - Preparing for an Active Shooter Event
- W2.16 316 Keys to Creating a Positive Team Environment
- W2.17 317 How Understanding Health in Buildings Can Influence Action
- W2.18 318 Preparing Intelligent Buildings for Immersive, Personalized Experiences Through Practical Network Infrastructure Design
- W2.21 321 BACnet 101
- W2.24 324 Aligning Work Order Management with Organizational Objectives
- W2.27 327 Justify Your Energy Efficiency Projects
- W2.37 337 FBPTA In Action: How Federal Agencies Use FBPTA Tools To Enhance Training Programs & Improve Building Performance
- W2.39 339 Integrate Your Facility Data for Valuable Insights
- W2.41 341 Conquering the EH&S Challenges That All Facility Managers Face

### 9:15 – 11:15 AM

- WKS2 343 Achieving Operational Excellence Workshop

### 10:30 – 11:30 AM

- W3.14 314 Assets & FM: The foundational start to smart buildings
- W3.15 315 FM and Cybersecurity: Preventing Facility Systems from Becoming the Source of a Breach
- W3.16 316 5 Fatal Mistakes when Buying Building Services
- W3.18 318 Navigating the Changing Landscape of Building Management
- W3.21 321 Chilled Beams - The users perspective
- W3.24 324 Best Practices for Anti-Terrorism Security for Commercial Office Buildings: Improving Building Security and Managing Risk
- W3.27 327 Existing Buildings - Path to Zero
- W3.37 337 FEDSAT: Helping Your Agency Comply with the FBPTA

- W3.39 339 Comparing Five Current Methods of Collecting Utilization Data
- W3.41 341 Significant Changes in the 2018 International Building Code

### 11:30 – 3:30 PM Expo Hall Open

#### Quick Fire Sessions in Booth #1628

##### 12:00 Network Thermostat

IoT Building Automation and Security

##### 12:30 Florock Polymer Flooring

Floor Coatings Made Easy

##### 1:00 Facilities Management eXpress

The Right Tool for the Job - Utilizing Facilities Management Software to Streamline Operations, Reduce Operating Cost, and Extend Asset Life

##### 1:30 Enel X North America

Financing Backup Generator Upgrades with Demand Response Earnings

##### 2:00 TMA Systems

The Benefits of Implementing Digitally Enabled Inspections

##### 2:30 Pennoni

When Buildings Talk, Who is Listening?

### 3:15 PM \$1,000 Daily Prize Drawing – booth 1019

Sponsored by:



**New Pig**

### 3:45 – 4:45 PM

- W4.14 314 Comprehensive Facilities Management Using Enterprise GIS
- W4.15 315 Crisis Team: Work Place Violence Threats and Active Shooter Preparedness
- W4.16 316 Remanufacturing: The Facilities Manager's Alternative to Stockpiling Obsolete Furniture
- W4.17 317 Drone Mapping and Laser Scanning: Transforming Facilities Management
- W4.18 318 Survival of the FM Professional in the Information Age
- W4.21 321 BACnet 101 (Repeat)
- W4.27 327 Top Facility Management Skills Needed to Succeed
- W4.37 337 FBPTA In Action: How the New FBPTA competencies Enhance the Facility Manager, Energy Manager, and Building Operator Roles
- W4.39 339 Construction Data Capturing: RFIDs & Scanning

### 3:45 – 6:15 PM Women in FM Panel and Reception

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### 5:00 – 6:15 PM Solutions Exchange Networking Event – Pratt Street Lobby

### 7:00 – 9:00 PM Harbor Cocktail Cruise \$

# Sessions at-a-glance continued

## Thursday, March 28

### 8:00 – 9:00 AM

RG.10 410 Building Relationships with Top Management

### 9:15 – 10:15 AM

- R1.14 314 Building Envelope Leaks: How to Identify, Solve, and Prevent
- R1.15 315 Requirements for Testing Fire Sprinkler Systems
- R1.16 316 Emotional Intelligence for Facility Managers
- R1.17 317 Live from the Podcast: FM Insights & Innovation from Top Industry Leaders
- R1.18 318 New Connectivity Solutions for Old Power, Space and Cooling Problems
- R1.21 321 Best Practices for BIM Requirements, LOD, and Ensuring Compliant Models
- R1.24 324 Legionnaires' Disease: What You Need to Know
- R1.27 327 Developing Your Energy Management Program
- R1.37 337 Facilities Lessons Learned in Transitioning to Open Office Space
- R1.39 339 High Performance Buildings: Using the IoT to Improve the Occupant Experience & Increase Operational Efficiency
- R1.41 341 10 Steps to Effective Business Continuity Planning

### 10:30 – 11:30 AM

- R2.14 314 Building Enclosure Commissioning
- R2.15 315 Hurricane Irma and the US Embassy in Havana - Dealing with a Natural Disaster Overseas
- R2.16 316 How to Assemble the Perfect Team of Internal Staff and External Partners
- R2.17 317 Executive Town Hall: Continuous Improvement and Innovation
- R2.18 318 Leveraging Construction Specifications and Standards for Sustainable Purchasing
- R2.21 321 Monitoring Based Commissioning (MBCx) & Fault detection and Diagnostics (FDD) for Chiller Plants
- R2.24 324 Municipal Mobile Maintenance Program: Success with the City of Baltimore
- R2.27 327 Best Practices for Testing Standby Power Systems
- R2.37 337 Navigating the Smart Building and IoT Landscape
- R2.39 339 Integrating IO&T Technology with existing FM Applications
- R2.41 341 Give Your Facilities Crane Safety Program a Lift

### 11:30 AM – 2:30 PM Expo Hall Open

#### Quick Fire Sessions in Booth #1628

**12:00 - 1:00 PM Schluter Systems**  
Moisture Management in Tiled Showers

#### 2:15 PM \$1,000 Daily Prize Drawing - booth #1019

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### 2:45 – 3:45 PM

- R3.14 314 Smart City Use Case: Overcoming the Connectivity Challenges of Aging Infrastructure
- R3.15 315 Cyber Resiliency of Mission Critical Automation Systems
- R3.16 316 Solving the Talent Crisis for Skilled Trades
- R3.17 317 Monitoring-Based Commissioning (MBCx) for New Construction
- R3.18 318 Top Facility Challenges and How to Address Them Utilizing a Documented EBCx Process
- R3.21 321 Plugging into Digital: What Data is Important to Help Transform HVAC Systems?
- R3.27 327 A New Funding Solution for Energy Infrastructure Replacement
- R3.39 339 The Business Case for Connected FMs
- WKS4 343 All that talking, emailing and texting doesn't mean you are a great communicator!

### 4:00 – 5:00 PM

- R4.27 343 NFMT Closing Ceremony

# Professional Development at NFMT

## Certificates of Attendance

Stop by booth #1305 during expo hours to pick up your personalized certificate of attendance. Your certificate recognizes your participation in NFMT Baltimore 2019.

## Handouts

Following the conference, you will receive an e-mail with a link to take you to the NFMT handouts page. From there, you will be able to view and download a PDF copy of any presentation that was made available to NFMT by our speakers.

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- Click on each session title to access that session's specific, 5-question learning outcome assessment. Score 70% or greater on each assessment to earn your CEU credit
- Once you've completed the assessments for each session you attended, you can download and print your CEU transcript
- Self-report to the appropriate professional organizations using your NFMT CEU transcript

## Credential Program



The ProFM Credential Program includes everything you need to build your FM knowledge and skills, prove your competency, and earn the ProFM credential. It teaches and tests the ProFM Body of Knowledge through online reading materials, study tools, and the ProFM final assessment. Visit booth 2225 for more information.

# Tracks at-a-glance

## Asset Management

### Realizing and Managing the Value of Your Assets

Session	Rm#	Title
T1.14	314	Future Ready Design Considering a Holistic Building Approach
T2.14	314	Construction Costs: What the Data Says
W1.14	314	Tips for Implementing a Successful Asset Management Program
W2.14	314	Federal Real Property Management - Recent and Future GAO Work
W2.18	318	Preparing Intelligent Buildings for Immersive, Personalized Experiences Through Practical Network Infrastructure Design
W3.14	314	Assets & FM: The foundational start to smart buildings
W3.24	324	Best Practices for Anti-Terrorism Security for Commercial Office Buildings: Improving Building Security and Managing Risk
W4.14	314	Comprehensive Facilities Management Using Enterprise GIS
W4.16	316	Remanufacturing: The Facilities Manager's Alternative to Stockpiling Obsolete Furniture
W4.17	317	Drone Mapping and Laser Scanning: Transforming Facilities Management
R1.14	314	Building Envelope Leaks: How to Identify, Solve, and Prevent
R2.14	314	Building Enclosure Commissioning
R2.17	317	Executive Town Hall: Continuous Improvement and Innovation
R3.27	327	A New Funding Solution for Energy Infrastructure Replacement

## Budget Management

### Strategies for Getting More Money while Optimizing Your Current Budget

Session	Rm#	Title
T1.18	318	Purchasing Technology: 5 Factors Every Facility Team Should Know
T2.16	316	Successful Execution of Capital Projects
T2.18	318	Creating Value through the Capital & Operating Budget Process
W3.16	316	5 Fatal Mistakes when Buying Building Services

## Business Management

### Managing the Human Capital to Optimize the Organizational Goals

Session	Rm#	Title
TG.10	310	Building Technology Has Advanced – It's Time We Catch Up...
T1.15	315	Facilities 101: A High Level View of Facility Management - Things to do and Pitfalls to avoid
T1.16	316	How Facility Managers Can Learn from the Best Companies
T1.17	317	How Workplace Design Can Enhance Company Culture & Values
T2.10	310	Smart Cities and their Effect on Facility Management
T2.37	337	Top Strategies for Running Schools Around the Country
W1.16	316	Optimizing Employee Talents and Gifts for Discretionary Effort
W2.37	337	FBPTA In Action: How Federal Agencies Use FBPTA Tools To Enhance Training Programs & Improve Building Performance
WKS2	343	Achieving Operational Excellence Workshop
W3.18	318	Navigating the Changing Landscape of Building Management
W3.37	337	FEDSAT: Helping Your Agency Comply with the FBPTA
W4.10	310	Women in Facilities Management 2019: Roundtable Discussion & Reception
W4.18	318	Survival of the FM Professional in the Information Age
W4.27	327	Top Facility Management Skills Needed to Succeed

- W4.37 337 FBPTA In Action: How the New FBPTA competencies Enhance the Facility Manager, Energy Manager, and Building Operator Roles
- RG.10 310 Building Relationships with Top Management
- R1.16 316 Emotional Intelligence for Facility Managers
- R1.17 317 Live from the Podcast: FM Insights & Innovation from Top Industry Leaders
- R1.18 318 New Connectivity Solutions for Old Power, Space and Cooling Problems
- R2.16 316 How to Assemble the Perfect Team of Internal Staff and External Partners
- R3.16 316 Solving the Talent Crisis for Skilled Trades
- WKS4 343 All that Talking, Emailing and Texting doesn't mean you are a Great Communicator!

## Codes and Standards

### Reviewing and Understanding Current Codes and Standards

Session	Rm#	Title
T1.41	341	Implementing Total Cost of Ownership using APPA 1000™ Standard
T2.41	341	Arc Flash, OSHA and NFPA 70E: Get Protected
W2.41	341	Conquering the EH&S Challenges That All Facility Managers Face
W3.41	341	Significant Changes in the 2018 International Building Code

## Data and Metrics Management

### Capturing and Using Data and Metrics to Drive Forward Decisions

Session	Rm#	Title
T1.39	339	Submetering? ... A Simple Way to Make your Building Smarter.
T2.39	339	Data or Valuable Metrics: FM's... Harness the Power
W2.39	339	Integrate Your Facility Data for Valuable Insights
W3.39	339	Comparing Five Current Methods of Collecting Utilization Data
W4.39	339	Construction Data Capturing: RFIDs & Scanning
R1.39	339	High Performance Buildings: Using the IoT to Improve the Occupant Experience & Increase Operational Efficiency
R2.37	337	Navigating the Smart Building and IoT Landscape
R2.39	339	Integrating IO&T Technology with existing FM Applications
R3.14	314	Smart City Use Case: Overcoming the Connectivity Challenges of Aging Infrastructure
R3.39	339	The Business Case for Connected FMs

## Energy and Utilities Management

Sponsored by:



### Best Practices for Managing Costs while Monitoring Utility Usage

Session	Rm#	Title
T1.27	327	Building Retrofits for Efficiency and Cost Savings
T2.27	327	For Busy Facility Managers: Conserve Your Time with Energy Automation
W2.27	327	Justify Your Energy Efficiency Projects
W3.21	321	Chilled Beams - The users perspective
W3.27	327	Existing Buildings - Path to Zero
R1.27	327	Developing Your Energy Management Program
R3.17	317	Monitoring-Based Commissioning (MBCx) for New Construction
R3.27	327	A New Funding Solution for Energy Infrastructure Replacement

## Improving Operations

### Continual Improvement and Innovation

Session	Rm#	Title
T2.21	321	Maximize the Value of Your Facility Management Control System – Getting Timely, Reliable, Actionable
T2.37	337	Top Strategies for Running Schools Around the Country
WKS2	343	Achieving Operational Excellence Workshop
W4.18	318	Survival of the FM Professional in the Information Age
R2.17	317	Executive Town Hall: Continuous Improvement and Innovation
R2.18	318	Leveraging Construction Specifications and Standards for Sustainable Purchasing

## O&M System Management

### Improving Building Systems and Components for Performance

Session	Rm#	Title
T2.21	321	Maximize the Value of Your Facility Management Control System – Getting Timely, Reliable, Actionable
W2.17	317	How Understanding Health in Buildings Can Influence Action
W2.21	321	BACnet 101
W4.21	321	BACnet 101 (Repeat)
R1.21	321	Best Practices for BIM Requirements, LOD, and Ensuring Compliant Models
R2.21	321	Monitoring Based Commissioning (MBCx) & Fault detection and Diagnostics (FDD) for Chiller Plants
R2.27	327	Best Practices for Testing Standby Power Systems
R3.21	321	Plugging into Digital: What Data is Important to Help Transform HVAC Systems?

## O&M Work Management

### Methods of Refining Facilities Management Tasks

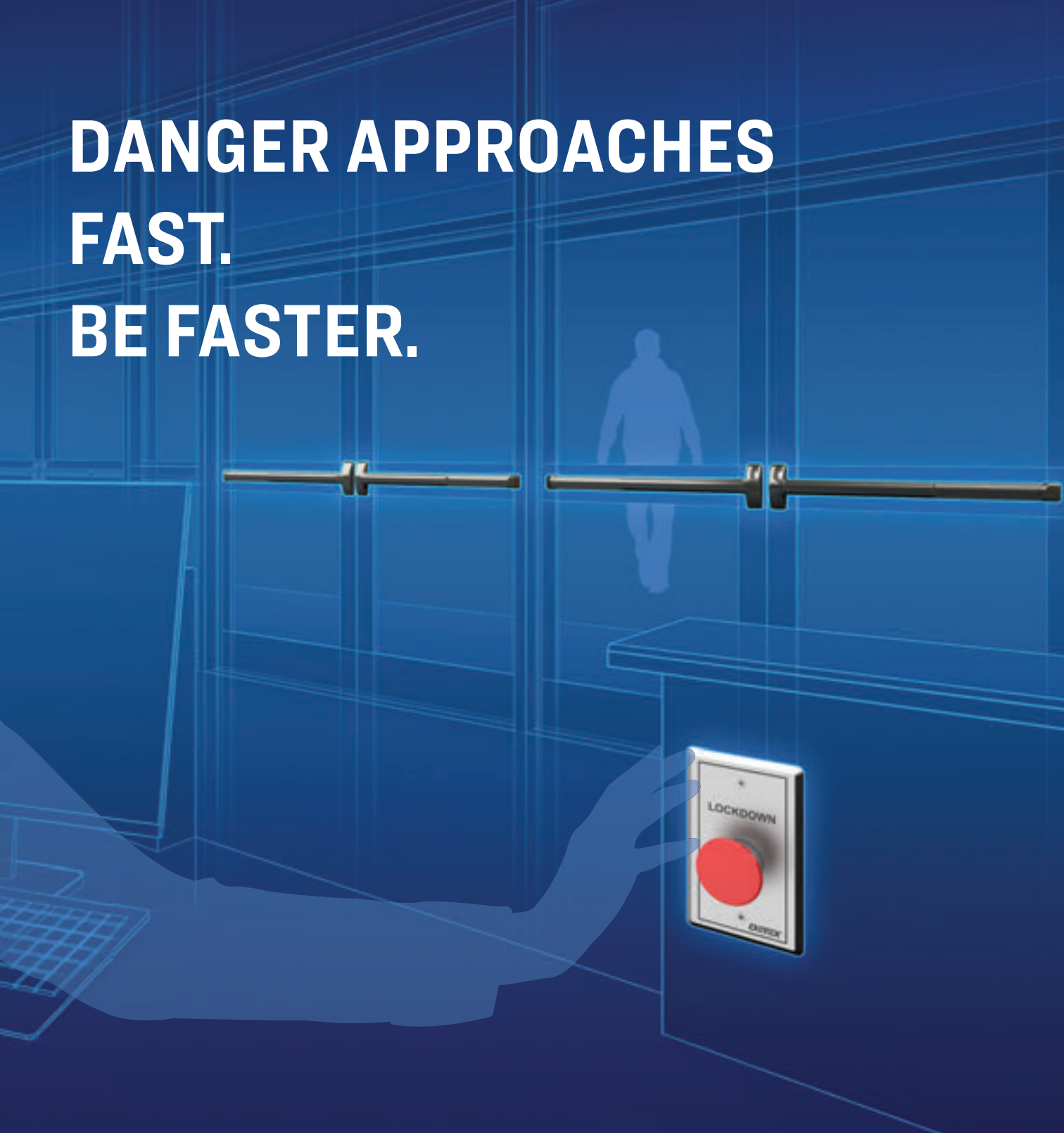
Session	Rm#	Title
T1.24	324	How One School District Saved 25% in hard cost using CMMS
T2.24	324	Developing an Effective Scope of Work for Operations & Service Contracts
W2.24	324	Aligning Work Order Management with Organizational Objectives
R1.37	337	Facilities Lessons Learned in Transitioning to Open Office Space
R2.24	324	Municipal Mobile Maintenance Program: Success with the City of Baltimore

## Risk Management

### Reducing and Managing Risk within Your Building

Session	Rm#	Title
WKS1	343	ADA Workshop: Guidance on ADA Requirements for Facilities Managers
T2.15	315	The 17 Gaps that Sabotage Your Emergency Plans & How to Fill Them
W1.15	315	Systems Integration is Key for Emergency Communications
W1.37	337	Modernizing the FM workforce: Understanding the Competencies You Need to Defend Your Facility Systems from Cyber Attacks
W2.15	315	Risk Mitigation - Preparing for an Active Shooter Event
W3.15	315	FM and Cybersecurity: Preventing Facility Systems from Becoming the Source of a Breach
W4.15	315	Crisis Team: Work Place Violence Threats and Active Shooter Preparedness
R1.15	315	Requirements for Testing Fire Sprinkler Systems
R1.24	324	Legionnaires' Disease: What You Need to Know
R1.41	341	10 Steps to Effective Business Continuity Planning
R2.15	315	Hurricane Irma and the US Embassy in Havana: Dealing with a Natural Disaster Overseas
R2.18	318	Leveraging Construction Specifications and Standards for Sustainable Purchasing
R2.41	341	Give Your Facilities Crane Safety Program a Lift
R3.15	315	Cyber Resiliency of Mission Critical Automation Systems

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You are invited to the Tuesday Opening Session...

## Tuesday

8:00 – 9:15 AM

Business Management

**TG.10 – Room 310**

### **Building Technology Has Advanced – It's Time We Catch Up...**

John Rimer, CFM, President, FM360

The facility management industry has matured considerably the past few decades; the most significant being the advance of the built environment. However, while all of this technology sits at our doorstep, facility organizations have yet to truly embrace or leverage such. It is incumbent upon us to grab hold of these tools and wield them to deliver value to our organizations. In this educational session, we will highlight some of these technological advances and discuss how they could be put to work for the betterment of our departments and help us resolve the growing skilled labor shortage.

#### **Learning Objectives:**

1. Describe common facility technology systems and their primary purpose.
2. Identify typical opportunities for further leveraging building technology.
3. Define best practices for selecting and implementing technology.
4. Discuss steps for mitigating typical pitfalls with technology implementations.

**AUDIENCE: BEGINNER CEU: 0.1**



John Rimer

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More Building Technology Information, including the following articles can be found at:

  
facilitiesnet.com

- Broadband Infrastructure for Commercial Buildings: Technology Options
  - Smart Building Technology Provides Office Space Flexibility
  - Understanding Building Performance With Internet of Things Technology
-



# Tuesday, March 26<sup>th</sup>

9:30 - 10:30 AM

Asset Management

**T1.14 • Room: 314**

**Future Ready Design Considering a Holistic Building Approach**

Amanda Stacy, LEED Green Associate, Building Enclosures, WSP | Parsons Brinckerhoff

Paul Totten, P.E., Vice President, WSP | Parsons Brinckerhoff

Buildings and systems will always continue to evolve, as will the climate and other parameters impact our spaces. The speakers will discuss how current building codes could be examined differently and how facilities managers, owners and developers should evaluate asset management. The speakers will examine the importance of asset management planning, considerations for implementation for budgetary considerations, and conditions that can impact a site and building’s resiliency. They will discuss future challenges that across a portfolio can be examined for planning purposes.

**Learning Objectives**

1. Learn what current and future considerations can impact our asset planning. This includes impacts of climate, population and job migration, and costs of materials.
2. Discuss budget considerations against life safety and other considerations critical in asset management planning.
3. Use case studies to show how an effective plan can be put in place for the assessment.
4. Show ways of making the reporting easy to understand and follow as part of an effective asset management plan.

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management

**T1.15 • Room: 315**

**Facilities 101: A High Level View of Facility Management - Things to do and Pitfalls to avoid**

Gary Wieland, Facilities Manager, New York Independant System Operator (NYISO)

This lecture is intended for individuals new to Facilities Management or individuals associated with Facilities Departments that want to gain a high level understanding of the inner workings of Facilities Management. It will discuss financing, regulations, customer service, planning, maintenance and construction. The lecturer will pass on 40 years of experience, with pitfalls to avoid, on the way to building your world class organization.

**Learning Objectives**

1. Identify and understand the three categories of funding necessary to sustain a facility and why they cannot be combined or comingled.
2. Determine what is legally required to open the doors to your facility, for business, every day and why this is often overlooked.
3. Understand proactive customer service for your facility and why it is so important for todays Facility Managers.
4. Learn about short and long term facility planning and how this will assist you with budget preparation and growth projections.

AUDIENCE: BEGINNER CEU: 0.1

Staffing and Services, Business Management

**T1.16 • Room: 316**

**How Facility Managers Can Learn from the Best Companies**

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

An FM Manager focuses on meeting goals and expectations set by corporate executives, as well as performance indicators established internally for a best in class entity. Keeping an eye on this dynamic environment is a full-time, exhausting activity. It requires FM professionals to look inward at what is happening from a corporate perspective and outward in terms of where the FM industry is headed. Identifying and applying the characteristics of the best-rated companies provides FM organizations with insight into new or reinvigorated tools and techniques that have application in the FM world. What can FM learn from the best companies?

**Learning Objectives**

1. Analyze how best practices from top-rated companies have changed over the years and the impact of application within FM.
2. Develop a framework to compare an FM organization to the top-rated companies.
3. Specify how to apply best practices from top-rated companies to FM organizations.
4. Review maintaining a top-rated company best practice learning environment within FM.

AUDIENCE: BEGINNER CEU: 0.1

Business Management, Construction / Renovation / Retrofit

**T1.17 • Room: 317**

**How Workplace Design Can Enhance Company Culture & Values**

Susan Foong, CID, LEED AP, WELL AP, Design Principal, HGA

Matt Hart, CID, Project Manager, HGA

Paula Storsteen, IAD, NCIDQ, Design Principal, HGA

Facility Managers are leading design and construction projects across the nation and around the globe. Within those projects, workplace design has the ability to enhance company culture and support their corporate values. Projects may require integrating an acquisition or assisting in translating the main corporate culture into a new office space. Holistic design can also enhance company culture and unify offices across multiple regions. How can workplace standards be implemented, while still allowing for regional influences? In the session, learn how one design firm accomplished this with one client, developing a brand new Midwest corporate headquarters project and an innovation, think-tank type space in the heart of Silicon Valley.

**Learning Objectives**

1. Review the importance of creating a shared project vision statement and guiding principles.
2. Discuss how workplace planning can enhance collaboration and improve speed of decision making process.
3. Understand how workplace standards can be successful, even with regional differences.
4. List the 6 P’s for a successful project.

AUDIENCE: INTERMEDIATE CEU: 0.1

Tuesday, March 26th

Budget Management

**T1.18 • Room: 318**

### Purchasing Technology: 5 Factors Every Facility Team Should Know

Todd Moore, National Director - Facilities Solutions, ARC Document Solutions

According to a 2018 survey, nearly every facilities professional believes that technology will be more important to their team's success in the next five years. They are also discovering that purchasing technology requires different skills and approaches than purchasing an HVAC system. During this session attendees will learn about 5 critical success factors their peers are using to secure budget approval for purchasing facilities technology tools and solutions. Productivity improvements achieved after implementing facilities technology will be shared plus the top two reasons facilities teams are integrating technology today.

#### Learning Objectives

1. List the 5 keys to success for getting buy-in and budget approval for facilities technology purchases.
2. Discover the top two areas of improvement facilities managers want to address when adopting technology tools.
3. Recognize who needs to be involved during the research, selection and approval process – and when.
4. Learn what facilities teams have achieved by adopting facilities technology solutions.

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M System Management

**T1.21 • Room: 321**

### Maintenance Department Maturity: Assessing and Planning for Success

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

Maintenance Maturity is a term we use to describe how efficient and effective your maintenance department is run. So how do you define a mature maintenance organization? Everyone is different, everyone has a different maintenance structure, employees, and oh yea don't forget different bosses! That means you have to find where your best maturity level is that matches your organization. Attend this session to learn how to assess your maintenance maturity and how to use that information to make changes within your department.

#### Learning Objectives

1. Understand the term maintenance maturity.
2. Verify how to assess your maturity level.
3. Identify strategies to increase your maturity level.
4. List how a more mature department can help the organizational goals.

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management

**T1.24 • Room: 324**

### How One School District Saved 25% in Hard Cost using CMMS

Dianna Drew, Director of Logistics & Documents Services, Grand Prairie Independent School System

Greg Perry, CMRP, CRL, Sr. Capacity Assurance Consultant, Fluke Digital Systems

Selecting a computerized maintenance management software (CMMS) system became a priority for Grand Prairie Independent School District (GPISD). GPISD employs 4,198 people and serves 29,000 students on 38 campuses. With more than 40 buildings, a high number of maintenance and repair tasks were requested including: irrigation, plumbing, refrigeration, heating and ventilation, grounds issues, locks and keys, and moving requests. After adding the eMaint

CMMS, GPISD saved time, decreased work requests from 700 per year to 584, and reduced inventory items from 10,000 inventory line items (with multiple SKUs for the same part) to 2,987 items.

#### Learning Objectives

1. Clarify how important buy-in from all stakeholders is when selecting software that may be used by many people.
2. Discuss how planning and personnel training is key for a smooth implementation.
3. Review system capabilities that are important for a CMMS, such as system customization and on-site training.
4. Verify how automated inventory control and work order management simplifies labor scheduling and decreases labor costs.

AUDIENCE: INTERMEDIATE CEU: 0.1

Energy and Utilities Management

**T1.27 • Room: 327**

### Building Retrofits for Efficiency and Cost Savings

Jesse Fisher, PE, CPD, Senior Engineer, WB Engineers+Consultants

Newly constructed buildings are utilizing nearly half the energy of buildings constructed prior to the early 2000's. And currently, over 80% of the commercial buildings and commercial floor space we occupy now were built more than 15 years ago. Because of this, there is tremendous opportunity to improve building energy efficiency, reduce maintenance costs, and enhance comfort by retrofitting new technologies, controls, and design approaches into existing buildings. We will investigate strategies for improving flexibility of building use, increasing occupant comfort, reducing energy consumption, and lowering building maintenance.

#### Learning Objectives

1. Identify opportunities for energy and efficiency savings within existing buildings.
2. Understand the impacts of changing ventilation code on building energy consumption.
3. List potential energy saving opportunities within a specific building based on system type and building information.
4. Prioritize importance of possible projects based on savings impact, increased building performance, or lowest cost of implementation.

AUDIENCE: INTERMEDIATE CEU: 0.1

Construction / Renovation / Retrofit

**T1.37 • Room: 337**

### Creating Facilities for the Next Generations of Students

Moderator: Greg Zimmerman, Executive Editor, Building Operating Management

Randolph Campbell, FMP, CEFP, FM-McCormick Zone Manager, Facilities Management, University of Virginia

Technology and the shifting ways students expect to learn at colleges and universities around the country mean facilities must adapt to these changes. Facilities managers must examine space requirements and understand facility needs to ensure their buildings meet these changing needs while anticipating future trends and opportunities. Join us for a panel discussion on what changes have occurred in higher education in the past decade and how those changes are being used to plan new construction and renovation projects for the future.

#### Learning Objectives

1. State how technology has changed student expectations.
2. Review how space requirements are now being conducted.
3. Understand need to anticipate future trends and opportunities.
4. Discuss how these future trends are being used to make decisions today.

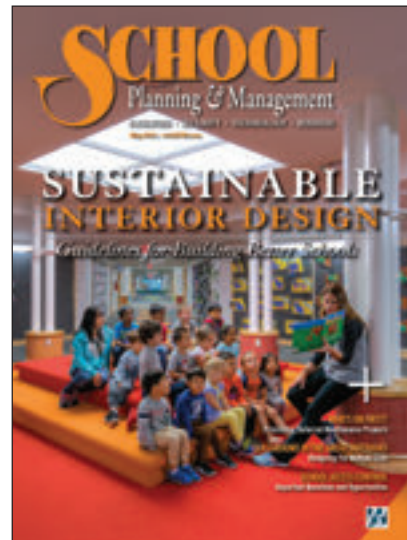
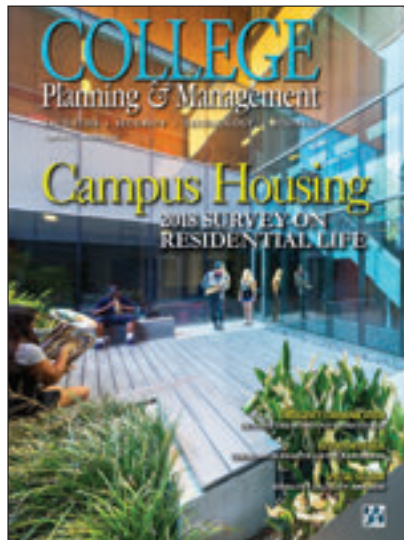
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Tuesday, March 26th

Data and Metrics Management

**T1.39 • Room: 339**

### Submetering? ... A Simple Way to Make your Building Smarter.

Thomas George, Engineering, Quadlogic Controls

Dom Lempereur, Marketing and Business Development, Quadlogic Controls

Whether you have already jumped on the IoT bandwagon or not, submetering is a simple, accurate and cost-competitive technology to measure the energy usage of a building system or a building space. When properly designed, submeters generate data to guide operational and investment decisions that would result in improved building performance. While submetering can be configured as a standalone system, advanced technologies are now able to interact with complex building automation systems, operate with IoT devices, and generate data accessible via secured cloud storage.

#### Learning Objectives

1. Review how submetering improves the management, operations and maintenance of a building.
2. Observe recent advancement and trends in building submetering technologies.
3. List how submetering data work together with building automation systems and IoT technologies.
4. State how some communication protocols commonly used in submetering systems can avoid compatibility issues.

AUDIENCE: BEGINNER CEU: 0.1

Codes and Standards

**T1.41 • Room: 341**

### Implementing Total Cost of Ownership using APPA 1000™ Standard

Dana "Deke" Smith, FAIA, Partner, DKS Information Consulting, LLC

Implementing a new standard is never easy due to the culture change involved - "That is not the way we have always done it." A new standard is emerging which looks at all the issues involved with the costs of single items, new facilities, existing facilities, end of useful life and budgeting with a 25 year vision. The session last year began the discussion with the principles presented in Part 1 of the ANSI recognized standard, Part 2 is available and now is the time to understand what opportunities TCO will bring to your organization.

#### Learning Objectives

1. Learn how the principles presented in Part 1 of the standard work together in supporting implementation.
2. Understand what a minimum TCO implementation entails.
3. Discuss how you can get started with TCO whether you have one facility or hundreds.
4. Verify the value of TCO and its benefits.

AUDIENCE: INTERMEDIATE CEU: 0.1

9:30 - 11:30 AM

## WORKSHOP

Risk Management, Workshops

**WKS1 • Room: 343**

### ADA Workshop: Guidance on ADA Requirements for Facilities Managers

Joan W. Stein, President, Stein Consulting LLC

Although the Americans with Disabilities Act (ADA) is now more than 25 years old, many facilities managers still do not understand the requirements

for their buildings. There are still a large number of non-compliant facilities and the number of private lawsuits filed in federal courts across the country continues to increase. 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. Attend this session to learn the fundamentals on ADA Requirements while providing tips to create your own ADA plan. 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 how the ADA is enforced both by the Justice Department and the federal courts and recent changes in enforcement and fines.
2. Define the difference between building codes and the ADA as a civil rights law.
3. Name practical tips and guidance on what to do when a complaint is filed against you/your organization.\*
4. Clarify what should be included in an on-site evaluation.
5. Specify what information needs to be documented.

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

AUDIENCE: INTERMEDIATE CEU: 0.1

10:45 - 11:45 AM

Business Management, Construction / Renovation / Retrofit

**T2.10 • Room: 310**

### Smart Cities and their Effect on Facility Management

Paul Doherty, President and CEO, the digit group Inc.

A smart city is not a marketing campaign, a slick sales technique nor an amusing political catch phrase. It is a series of solutions to a serious and urgent situation the world faces today. Smart cities are emerging as a civic action due to a "perfect storm" of the convergence of market conditions, technology innovation, social wants and government needs, and the migration to urban environments that has accelerated on a global scale that dwarfs any previous mass movement of people in history. Join us for an exploration of how Smart Cities effect Facility Management.

#### Learning Objectives

1. Identify the key values facility managers possess in order to align themselves for Smart Cities implementations.
2. Create a Smart Cities framework that can guide their facility management decisions.
3. Understand the key drivers that define Smart Cities and their effects on facility management.
4. Analyze how to make better informed Smart Building decisions in order to align with Smart Cities initiatives.

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

**T2.14 • Room: 314**

### Construction Costs: What the Data Says

Tim Duggan, Director of Cost Analytics, Gordian

Construction costs can affect everything from public policies to decisions regarding your physical assets. In this session, we will examine the long-term cost trends of the construction industry's most vital materials, like steel, wood and concrete. Discover how these trends may impact how you manage and maintain your facilities now and in the future.

#### Learning Objectives

1. Analysis of construction material cost trends and market volatility over time.
2. Understand how cost changes impact current and future project costs (hint: it's not as scary as you may think.)

Tuesday, March 26th

3. Learn how to interpret the data in order to create strategies for the long-term success of your facilities.

4. Describe insight into how historical trends and analytics can be used to predict future costs.

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

**T2.15 • Room: 315**

**The 17 Gaps that Sabotage Your Emergency Plans & How to Fill Them**

Bo Mitchell, President and CEO, 911 Consulting

Sandy Hook, Aurora, CO; and Hurricane Sandy emphasizes that emergency planning for your organization is subject to many federal, state and local laws, regulations and standards. Most who are tasked with creating and maintaining emergency plans are confused or overwhelmed regarding those standards. Learn what laws, regulations and standards apply to your emergency planning, training and exercises. Learn what a lawsuit will do to you if you don't create a plan to standard. Learn the 17 gaps that can sabotage your emergency plans today and how to fill them.

**Learning Objectives**

1. Review the laws, regulations and standards that control emergency plans.
2. Discuss how law suits affect you and your organization.
3. Recognize the overriding attitude for managers in re-evaluating current planning.
4. Analyze how your own employees and clients hurt your response to a disaster and what to expect by way of help from local municipalities.

AUDIENCE: INTERMEDIATE CEU: 0.1

Budget Management, Construction / Renovation / Retrofit

**T2.16 • Room: 316**

**Successful Execution of Capital Projects**

Mark O'Leary, PMP, LEED AP, Director of Project Management and Design, Corporate Real Estate Group

Commercial building management always includes capital spending. Once a decision is made to make a capital investment is the work being performed optimally? Is this significant spend truly being managed or is it just 'getting done?' Learn how one PMP approaches large tenant improvement projects following a linear path to project success. Follow the process from site due diligence to beneficial occupancy.

**Learning Objectives**

1. Review how to define project objectives and identify stakeholders.
2. Learn the linear path to a successful outcome.
3. Clarify what is the pre-design and pre-construction phase.
4. Review how to identify and build a cohesive project team.

AUDIENCE: ADVANCED CEU: 0.1

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Tuesday, March 26th

Construction / Renovation / Retrofit

**T2.17 • Room: 317**

### Lighting Controls 101: Codes, Energy Efficiency, Occupancy Sensors, Whole Building Systems, Dimmers

Craig Malesic, LC, PMP, EIT, Project Manager / Electrical Designer, JDB Engineering, Inc.

Lighting control enables occupants and facilities managers to regulate both the quality and quantity of light within a given space. While newer technologies have greatly expanded the offerings available to building designers, there are a number of variables that must be considered, including building codes, energy efficiency of the systems, and impacts to a building's occupants. This presentation will provide an overview of lighting control options, and how they can be utilized to meet code requirements, enhance a building's energy performance, and positively impact interior environments.

#### Learning Objectives

1. Recognize energy efficiency code requirements, including both the International Energy Conservation Code (IECC) and ASHRAE 90.1, and understand their impacts on a building's occupants.
2. Evaluate appropriate uses of lighting controls, and determine areas where these control systems may have a negative impact on the health, safety, or welfare of a building's occupants.
3. Utilize lighting systems to enhance interior environments for occupants by incorporating lighting scene controls, occupancy/vacancy controls, dimming systems, and daylight harvesting systems.
4. Recognize options to integrate building systems for enhanced control.

AUDIENCE: BEGINNER CEU: 0.1

Budget Management

**T2.18 • Room: 318**

### 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

Improving Operations, O&M System Management

**T2.21 • Room: 321**

### Maximize the Value of Your Facility Management Control System – Getting Timely, Reliable, Actionable

Mohamad Jamal, P.E. MBA, CxA, President and Chief Mechanical Engineer, A.J. Adam Engineering, LLC

Mark Wylie Sullivan, Associate AIA, LEED AP BD+C, Project Coordinator, A.J. Adam Engineering, LLC

Building Management Control Systems have the potential to provide you timely, reliable information on your building's operations which you can use to improve energy efficiency and reduce costs. But these systems will only provide this information if they are set up the right way. This presentation examines a series of strategies for setting up your BMS to work smarter for you – including strategies for central plant equipment optimization, early identification of maintenance problems, developing priorities for future equipment replacements, data trending, lighting controls, remote monitoring and automatic alerts, and more.

#### Learning Objectives

1. Understand the opportunities for extracting valuable information from Building Management Control Systems and weeding out low-value data from the system output.
2. Identify the key information sectors specific to your facility which can be provided by the Building Management Control Systems.
3. Understand the key principles and considerations for establishing data trending parameters for Building Management Control Systems.
4. Evaluate/interpret building management control system output to develop an accurate foundation for establishing facility maintenance priorities and operational guidelines.

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management, Staffing and Services

**T2.24 • Room: 324**

### Developing an Effective Scope of Work for Operations & Service Contracts

Jake Smithwick, Professor, University of North Carolina at Charlotte

Owners often struggle with developing a clear Scope of Work (SOW). In many cases, client SOWs may be vague or lack critical details; other times, requirements are overly prescriptive and limit vendor innovation. Results from 20 years of procurement research will showcase how poor SOWs create a "tumbling dominoes" effect that brings risk to the Owner in the areas of budget, quality, change orders, and schedule. This session will identify the (surprisingly simple!) information that results in an effective SOW and provide a TEMPLATE for attendees. Other tools that encourage vendor innovation will be presented, along with case studies.

#### Learning Objectives

1. Identify the elements of an effective SOW.
2. Effectively utilize templates for developing SOWs.
3. Understand how to increase vendor innovation in the bidding process.
4. Contribute to risk minimization in procurement activities.

AUDIENCE: INTERMEDIATE CEU: 0.1

Tuesday, March 26th

Energy and Utilities Management

**T2.27 • Room: 327**

## For Busy Facility Managers: Conserve Your Time with Energy Automation

CP Pitones, National Account Executive, Yardi Energytte

The list of responsibilities for facility managers and building engineers is growing. As buildings add more devices and features, facility managers are spread thinner for individual tasks. The advancements and technology that makes life simpler for tenants has added complexity for the people who maintain the systems. How do you recover more time to spend on critical tasks? We will discuss some prevalent time-consumers on a facility manager's to-do list, and what options are available to maximize the time they spend on activities that need it the most.

### Learning Objectives

1. Observe how industry advancements have evolved the role of a facility manager
2. Gain insight from real examples of organizations that successfully adapted to the changes
3. Understand what tools are available to apply to your organization
4. Understand the impact these solutions have on other stakeholders

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management, Improving Operations

**T2.37 • Room: 337**

## Top Strategies for Running Schools Around the Country

Stephen P. Ashkin, President, The Ashkin Group, LLC

Bill Good, Chief Operations Officer, Des Moines Public Schools

Moderator: Ryan Berlin, Managing Editor, Facility Maintenance Decisions

Maintenance and engineering managers, especially those in facilities that rely on public funding, face a constant struggle to keep their buildings maintained properly. For K-12 facilities managers supervising aging infrastructure, managing new construction projects, additional technology demands, and student health and welfare are just a fraction of the important tasks they deal with daily. Join us for a conversation about best practices on daily operations and maintenance for the facilities that will help shape our next generation.

### Learning Objectives

1. Review the unique challenges and opportunities in K-12 school facilities.
2. Discuss best practices for daily operations and maintenance in schools.
3. List best practices for energy efficiency operations.
4. Identify opportunities for healthy school facilities.

AUDIENCE: INTERMEDIATE CEU: 0.1

Data and Metrics Management

**T2.39 • Room: 339**

## Data or Valuable Metrics: FM's... Harness the Power

Dhaval Gajjar PhD, FMP, SFP, Assistant Professor, Clemson University

How much time do you spend managing vendors/people that take up most of your resources and still do not get the performance you desire? My name is value-based metrics and I am here to help. Contracts, delivery methods, requirements, etc. do not significantly impact performance and quality on your projects. The performance and quality on your projects won't be any better than the vendor and people you hire. We all collect data, but how many of us have metrics? Using project examples and case studies we will help you in the journey of transforming to a simple metrics system.

### Learning Objectives

1. Explain how to use of metric documentation for vendor management.

2. Specify the use of optimal RFP methodologies that lead to a better team and contract.

3. Develop simple measurement strategies that attract and drive performance and accountability.

4. Review how to simplify and understand the various metrics in the organization.

AUDIENCE: INTERMEDIATE CEU: 0.1

Codes and Standards

**T2.41 • Room: 341**

## Arc Flash, OSHA and NFPA 70E: Get Protected

Doug Tellin, Owner, Electrical Safety Specialists, LLC

This session is to provide an overall understanding of the changes made in the 2018 edition of the NFPA 70E and how the changes may affect your company's overall electrical safety program. Student 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 their electrical safety program.

### Learning Objectives

1. Recognize many of the significant changes in NFPA 70E 2018.
2. Identify the latest training requirements for employees that work on or near electrical hazards.
3. Review changes in PPE requirements for Arc flash Hazards.
4. Understand NFPA 70E definitions pertaining to Arc Flash Assessments and Arc Flash Hazards.

AUDIENCE: INTERMEDIATE CEU: 0.1

## Tuesday Knowledge Café Schedule:

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Join us at **BOOTH #1115** on the expo hall for additional content from popular NFMT speakers.

**12:30 PM** Building Technology:  
How can you Advance?  
*John Rimer, CFM, President, FM360*

**1:00 PM** How to Crack the Live-Cycle vs First Cost Conundrum  
*B. Alan Whitson, President, The Corporate Realty, Design & Management Institute*

**1:30 PM** Savings Secrets – A Facility's Managers Guide  
*Vince Elliott, President, Elliott Affiliates, Ltd.*

**2:00 PM** The Value to Customer Service in FM  
*Stormy Friday, MPA, Hon. FMA, IFMA Fellow, President, The Friday Group*

**2:30 PM** Digital Transformation of the Workplace  
*Paul Doherty, President and CEO, the digit group Inc.*

# Wednesday, March 27<sup>th</sup>

8:00 - 9:00 AM

Asset Management

**W1.14 • Room: 314**

## 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

Risk Management

**W1.15 • Room: 315**

## Systems Integration is Key for Emergency Communications

Cory Ogle, Code Consultant, Inc.

Timothy Ruiz, RCDD, Information & Communications Technology (ICT) Department Manager, Code Consultants, Inc.

Emergency communications systems have traditionally been installed as standalone systems with basic integration requirements (e.g., door hardware magnetic hold-open release upon fire alarm notification). In some cases, this is the best emergency communications systems solution. However, in most facilities today, the emergency communications system is integrated with the building's information and communication technology systems (ICT). Attend this session to learn what systems to integrate, or to determine if integration will benefit facility operations, property-specific issues and questions need to be resolved.

### Learning Objectives

1. Review the components needed to integrate information and communication technology (ICT) systems including those for emergency communication systems.
2. Gain an understanding of what systems can be integrated and what it takes.
3. Comprehend the advantages and disadvantages of integration versus interoperability.

AUDIENCE: BEGINNER CEU: 0.1

Business Management, Staffing and Services

**W1.16 • Room: 316**

## Optimizing Employee Talents and Gifts for Discretionary Effort

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

Do you wish your employees would give you more discretionary effort? Can you delegate to some employees who respond with extra effort, yet you are stuck in a nonproductive cycle with other employees? Attend this session and learn how to break nonproductive cycles and implement an environment of discretionary effort. You'll learn to evaluate human behaviors from a variety of viewing points while valuing the diversity of personalities. You'll build skills to make subtle changes in touch points with others, enabling you to create a culture where discretionary effort is given on a regular basis. Included: sample personality profile.

### Learning Objectives

1. Review how to identify unique and innate personality traits and how to observe others, then 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.
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

Risk Management

**W1.37 • Room: 337**

## Modernizing the FM Workforce: How you can find training and resources to optimize your building's performance and defend your facility systems from cyber attacks

Daryl Haegley, Control Systems Cybersecurity, Department of Defense - ODASD Energy

Brian Gilligan, National Program Manager, General Services Administration  
Maureen K. Roskoski, SFP, LEED AP O+M, Senior Professional, Facility Engineering Associates

Over the past few decades, the tools for managing buildings have substantially changed, and today facility managers, energy managers and building operators are more dependent on digital technologies to run buildings and monitor efficiency and costs. Technology has improved exponentially during the last 10 years, providing building managers with excellent and more sophisticated tools, which comes with an increased possibility of disruption through cyber-attacks. We will share the newly added FBPTA competencies associated with cyber security and other federal resources to help you defend your facility systems from cyber-attacks.

### Learning Objectives

1. Learn about the new FBPTA competencies related to cyber security.
2. Explore free tools that direct you to the right training and career path.
3. Understand the link between cyber security and facilities personnel.

AUDIENCE: BEGINNER CEU: 0.1



Wednesday, March 27th

9:15 - 10:15 AM

Asset Management

**W2.14 • Room: 314**

## Federal Real Property Management - Recent and Future GAO Work

Keith Cunningham, Assistant Director, U.S. Government Accountability Office

The Government Accountability Office (GAO) conducts reviews of the federal government's real property assets at the request of Congress. This panel will provide an overview of recent GAO work on federal real property, including the Federal Real Property Management High Risk Update from February 2019 that shows how property management is among federal activities at highest risk to fraud, waste, or mismanagement.

### Learning Objectives

1. Review Federal Asset Management.
2. Clarify how to collect and report reliable real property data.
3. Examine Federal building operations and maintenance.
4. Specify Congressional involvement in federal building management.

AUDIENCE: BEGINNER CEU: 0.1

Risk Management

**W2.15 • Room: 315**

## Risk Mitigation - Preparing for an Active Shooter Event

Gerald Wilkins, PSP, Vice President, Active Risk Survival, Inc.

This presentation provides concise information on preparing for and responding to an Active Shooter event. Included are basic prevention techniques, employee training options and emergency response protocols. Also included is valuable information on how Emergency First Responders will approach the event and how employees should interact with those individuals. Examples of ways to leverage existing Electronic Countermeasures as part of Emergency Planning programs will be highlighted.

### Learning Objectives

1. Review the importance of having a comprehensive planned response to an Active Shooter event.
2. Specify the potential liability risks incurred if appropriate plans and training are not in place and followed when an Active Shooter event occurs.
3. List the instruction on FEMA's "Run, Hide, Fight" method of responding to an Active Shooter event.
4. Identify how existing security components can be leveraged to mitigate the impact of an Active Shooter event.

AUDIENCE: INTERMEDIATE CEU: 0.1



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Wednesday, March 27th

Business Management, Staffing and Services

**W2.16 • Room: 316**

### Keys to Creating a Positive Team Environment

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

No matter how top-of-the-line your equipment is, no matter how expensive your CMMS system, your success truly depends on the team you've created. Over the last few years new positions are not being created and departments have been slashed. Every single member of your team now needs to be on the top of his or her game to successfully achieve the organization's objectives. Don't despair – there are steps you can take to make sure you have the best work environment available. In this session Mike Cowley will walk you through 10 steps to build a better team.

#### Learning Objectives

1. Understand the biggest hiring hurdles
2. Review interview and hiring tips
3. Learn how to identify gaps in your current departments
4. Understand ways to change behaviors within your existing team

AUDIENCE: INTERMEDIATE CEU: 0.1

Construction / Renovation / Retrofit, O&M System Management

**W2.17 • Room: 317**

### How Understanding Health in Buildings Can Influence Action

Bill Brodt, Experimental Facilities Engineer, NASA

A small community of engineering and medical researchers are conducting health in buildings research. The presenters began examining available NASA data to corroborate research findings with internal evidence. They expanded the effort to include their health, human capital and safety colleagues, and other Federal agencies too. Federal agencies are consolidating their offices space. This sustainable building effort aims for science based smaller and better work spaces for the current and future workforce. The work is based upon technology transfer from research to practice, collaboration among multiple disciplines, commitment to healthy, sustainable workplaces, and data analyses.

#### Learning Objectives

1. Define how to convert health in buildings research into a practical facility management action.
2. Discuss how to get the human capital community interested in facility data.
3. Review how to engage the master planning community to embrace and lead a transition from individual offices to a wide variety of workspaces and methods.

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management, Construction / Renovation / Retrofit

**W2.18 • Room: 318**

### Preparing Intelligent Buildings for Immersive, Personalized Experiences Through Practical Network Infrastructure Design

Todd Boucher, Principal, Leading Edge Design Group

Intelligent buildings play a critical role in how organizations compete and thrive in the marketplaces they serve and the communities where we live and work. Modern, technologically advanced facilities need to deliver the immersive, personalized experiences occupants increasingly demand.

To support these technology demands, leaders should create a smart, practical network infrastructure and edge computing options to advance their facilities. This presentation will explore the details and the steps to

take to start delivering innovative building technology services.

#### Learning Objectives

1. Understand the rapid rise in the use of 'smart' building systems or network connected systems and challenges owners face in evaluating and deploying them.
2. Explore changing occupant demographics and the expectations on how technology should be integrated into a facility at the edge for the best computing experience.
3. Adapt new network standards like Power over Ethernet (PoE) and understand how they enable more building systems to be network-connected and 'smart'.
4. Recognize how the network has become a critical infrastructure in creating intelligent, high-per forming buildings.

AUDIENCE: BEGINNER CEU: 0.1

O&M System Management

**W2.21 • Room: 321**

### BACnet 101

Steven Jones, Managing Partner, The S4 Group, Inc.

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

#### Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

O&M Work Management

**W2.24 • Room: 324**

### Aligning Work Order Management with Organizational Objectives

Christa Doodoo, QA/QC Officer, International Monetary Fund

José Febres, Technical Compliance Officer, International Monetary Fund (IMF)

The effective planning and management of work orders provides a road map to the FM organization to support the business mission and objectives in a cost-effective way. In this session we will discuss the challenges and best practices to avoid pitfalls that might have an impact to the business continuity and reputation of the organization. Developing good strategies that will ensure the creation of good work order management processes is an essential aspect of the FM's daily operations.

#### Learning Objectives

1. Discuss best practices in work order management including lifecycle and choosing the right tool.
2. Create work order work flow process strategies.
3. Identify the categories of WOs and how to manage them.
4. Justify work order data management to business objectives to add value to the organization.

AUDIENCE: BEGINNER CEU: 0.1

Wednesday, March 27th

Energy and Utilities Management

**W2.27 • Room: 327**

**Justify Your Energy Efficiency Projects**

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. Discuss legislative update on existing and proposed tax incentives related to buildings.

AUDIENCE: BEGINNER CEU: 0.1

Business Management, Staffing and Services

**W2.37 • Room: 337**

**FBPTA In Action: How Federal Agencies Use FBPTA Tools To Enhance Training Programs & Improve Building Performance**

Eric Guthrie, FAC Training Coordinator, the Department of State, Overseas Buildings Operations Facilities Management Division

Claude Lacombe, PPM, FMP, Team Leader, Social Security Administration's Office of Buildings Management

Maureen K. Roskoski, SFP, LEED AP O+M, Senior Professional, Facility Engineering Associates

You will hear from the State Department and the Social Security Administration on how they used the FBPTA competency model and tools to enhance their existing workforce development program and document agency progress towards FBPTA compliance. We will share how the agencies navigated through challenges such as a diverse, remote workforce and the benefits of incorporating FBPTA into their existing programs.

**Learning Objectives**

1. Discover how federal agencies are implementing the FBPTA requirements.
2. Learn how the FBPTA competency model can be adapted to fit individual agency needs.
3. Gain the ability to build a business case for training.
4. Learn about contract vehicles to assist with FBPTA implementation.

AUDIENCE: INTERMEDIATE CEU: 0.1

Data and Metrics Management

**W2.39 • Room: 339**

**Integrate Your Facility Data for Valuable Insights**

Robert Lambe, CFM, President, Facility Issues

Most organizations have a wealth of data about their facility assets and operations. This data can be used for strategic planning, management by exception, and benchmarking but often it is fragmented among different systems making it difficult and time consuming to analyze. This session will discuss how you can integrate your data into a consolidated FM "scorecard" and some example uses for those who manage multiple facilities.

**Learning Objectives**

1. Recognize the extensive amount of facility related data that is available.
2. Identify the benefits of an integrated facility scorecard.
3. Understand the issues associated with integrating facility data from multiple sources.
4. Determine the facility data integration for your organization.

AUDIENCE: INTERMEDIATE CEU: 0.1

Codes and Standards

**W2.41 • Room: 341**

**Conquering the EH&S Challenges That All Facility Managers Face**

Mark Roman, President, Envision Environmental, Inc.

Anyone involved in facility management knows there are many challenges involved in that role. Whether it's a manufacturing plant, warehouse, office park, hospital, multi-family residential building... as the facility manager, you're usually responsible for the entire facility, including all of its Environmental, Health & Safety (EH&S) issues. This presentation will identify many of the most significant EH&S issues that facility managers face each day, regardless of facility type, along with helpful steps to address these issues. Emphasis will be placed on the role of facility manager and how that responsibility relates to EH&S.

**Learning Objectives**

1. Review key elements of facility management and how they relate to EH&S issues.
2. Clarify how it is critical that facility managers learn to recognize EH&S blind spots and learn the problem areas at your facility.
3. Identify how to develop a proactive approach to address EH&S issues that will result in increased productivity, profits, and employee safety.
4. Identify the four core foundations that all facility managers must implement in order to develop a robust EH&S program

AUDIENCE: BEGINNER CEU: 0.1

9:15 - 11:15 AM

**WORKSHOP**

Business Management, Improving Operations, Workshops

**WKS2 • Room: 343**

**Achieving Operational Excellence Workshop**

Teena Shouse, CFM, IFMA Fellow, Principal, FM Transitions

James P. Whittaker, P.E., CFM, FRICS, Director of Engineering Services - Americas for JLL

In today's ever-changing environment, striving for operational excellence is no longer an option for facility managers (FMs) – it's an imperative. But with such a lofty end-goal in mind, it can be difficult for FMs to decide where to start. This presentation will outline practical strategies and tactics that FMs can use to start their journey towards operational excellence today. We'll discuss ways that FMs can: • Define outcomes-based performance measures that align with your organization's strategy and objectives • Take a practical, systematic, and phased approach to process improvement that sets the groundwork for long-term success • Identify and implement the right tools and technologies to support your journey • Integrate workflow processes and information exchanges across functional areas within FM • Use data and analytics to measure progress and identify areas for continual improvement In an interactive workshop format, the facilitators will share key elements of a proven

## Wednesday, March 27th

performance continuous improvement process that will enable you to proactively resolve your everyday operational challenges. This continuous improvement process incorporates capability maturity models, aligns with ISO 41001:2018 FM management systems, and is organized in a simple Baldrige leadership assessment framework. The Baldrige areas of focus include: Leadership, Strategic & Operational Planning, Customer Satisfaction, Workforce Development, O&M Process Management and Measurement, Analysis, and Knowledge Management. Attendees will have the opportunity to evaluate their own maturity level within the key areas driving operational excellence and develop your roadmap toward success.

### Learning Objectives

1. Define outcomes-based performance measures that align with your organization's overarching business goals.
2. Understand the importance of integrating workflow processes, technologies and information exchanges across the facilities operations ecosystem that contributes to driving business success.
3. Develop the communication vehicles that will allow your management to see the value that technology, data, and analytics can bring to the FM delivery in your organization.
4. Identify your own level of maturity and develop a roadmap for improvement in the six areas of focus within our operational excellence approach.

AUDIENCE: INTERMEDIATE CEU: 0.1

10:30 - 11:30 AM

Asset Management

### W3.14 • Room: 314

## Assets & FM: The foundational start to smart buildings

Brian Moore, President, Kahua

Cleve Adams, CEO, Site 1001

Don Conover, FM Project Executive, Gilbane Building Company

Representatives from Kahua, Gilbane Building Company and Site 1001 will describe how appropriate asset management is the true starting point to get to a smarter building from the perspectives of building, operating and managing today's buildings. Attendees will hear how advances in technology and methodology allow stakeholders to not only deliver high performance capital assets at the lowest possible cost, but achieve understanding and visibility to asset performance in real-time. Panelists will present real world steps on making buildings smarter by starting with technology reshaping asset health, and carried out by an FM team.

### Learning Objectives

1. Understand the potential of asset management when data is collected in real time.
2. Identify the relationship between facilities managers, building operators, and owners when it comes to asset health.
3. Identify how to utilize currently available FM solutions to maximize asset health and longevity.
4. Understand the benefits of a mobile-first, cloud-based technology for common problems around lack of full employment at facilities.

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

### W3.15 • Room: 315

## FM and Cybersecurity: Preventing Facility Systems from Becoming the Source of a Breach

Phil Mellinger, Vice President of Information Security, Tower Federal Credit Union

The HVAC system, security system, generators, elevators, lights, sub-meters, etc. are increasingly becoming connected via the Internet and managed remotely or by a third party. The Target Stores breach was caused by a bad actor entering through the HVAC connections. Facility Managers are increasingly responsible for systems that can expose businesses to a cyber-attack. Don't become the unguarded opening in the company network.

### Learning Objectives

1. Learn information you need to identify weaknesses.
2. Understand types of threats that can enter through connected systems.
3. Identify strategies to coordinate with the IT department to establish a cybersecurity perimeter in addition to the physical security perimeter.
4. Examine examples of past breaches and how they might be prevented today.

AUDIENCE: INTERMEDIATE CEU: 0.1

Budget Management

### W3.16 • Room: 316

## 5 Fatal Mistakes when Buying Building Services

Vince Elliott, President, Elliott Affiliates, Ltd.

Implementing over 350 Service procurement projects have taught us that there are at least five (5) fatal mistakes that are common to the Vendor acquisition process, affecting service quality, budget control and customer satisfaction. Procurement, Buyer and operations staff will learn how to identify and avoid the five most common performance failures.

### Learning Objectives

1. Identify the five most common mistakes the buyers make when procuring building services.
2. Clarify the number one, most important element for predicting service success.
3. Name the difference between the low price and the right price.
4. Select the factors that drive price-quality variability for services; and, how to influence them.

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management, Construction / Renovation / Retrofit

### W3.18 • Room: 318

## Navigating the Changing Landscape of Building Management

Andrew Tanskey, Regional Service Manager, Schneider Electric Buildings

Today's facility managers are faced with a multitude of challenges, including rising environmental concerns around energy use and shrinking budgets. Combine these issues with the aging workforce, nearly 40 percent of the workforce is due to retire in the next five years, and it's evident that facility managers will need to adapt to keep pace with a rapidly changing environment. This session will explore the challenges faced by today's building managers, and give the audience a detailed overview of the key strategies and technologies that can be used to overcome them.

Wednesday, March 27th

### Learning Objectives

1. Gain a deep understanding of the trends and issues affecting the facilities management industry, and how these will likely develop in the future.
2. Learn how to manage multiple buildings at full efficiency, including multiple strategies to overcome their facilities management challenges.
3. Gain knowledge of the automated building management technologies currently available, and the business case for using them.
4. Learn how to implement cloud-based building management and automation technologies into their buildings.

AUDIENCE: INTERMEDIATE CEU: 0.1

Energy and Utilities Management

### W3.21 • Room: 321

#### Chilled Beams - The users perspective

Susan Morrison ME, STSC, QCxP, Principal Construction Engineer, PARSONS

Chilled Beams - Manufactures promise the world and horror stories exist. As a designer installer of chilled beams we hope to present a concept that the design of these systems can work if you do not miss the small things. Such as selecting the correct heat exchangers, pumps, duct work and changes to the building envelope.

### Learning Objectives

1. Learn when a chilled beam is a good choice.
2. Evaluate your facility utilities to determine if the choice of using chilled beams can be supported.
3. Specify what the provider/manufacture of chilled beams forgets to mention.
4. Indicate the maintenance information your staff needs to know to manage this type of HVAC.

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

### W3.24 • Room: 324

#### Best Practices for Anti-Terrorism Security for Commercial Office Buildings: Improving Building Security and Managing Risk

Bob Payn, Director, Information Technology, National Institute of Building Sciences

Does your facility attract attention or include operations that make it a potential target for a terrorist attack? Are you interested in protecting your facility from liability claims from an act of terrorism? To help reduce exposure to terrorism and assist facility owners in seeking SAFETY Act protections for commercial office space, the Department of Homeland Security (DHS) Science and Technology Directorate (S&T) in partnership with the National Institute of Building Sciences (NIBS), has developed a set of best practices for anti-terrorism security (BPATS) for commercial office buildings and an online evaluation tool. This session will discuss how the BPATS and evaluation process work, the SAFETY Act program and how to integrate BPATS when applying for coverage.

### Learning Objectives

1. Learn about best practices for anti-terrorism security for commercial office buildings.
2. Clarify the SAFETY Act, how it applies to commercial facilities and how facility owners can use it to help manage risk.
3. Understand the anti-terrorism security evaluation process, how to evaluate your facility and make decisions regarding security programs.

4. Evaluate costs vs. benefits to a commercial facility owner/manager of assessing and responding to best practices.

AUDIENCE: BEGINNER CEU: 0.1

Energy and Utilities Management

### W3.27 • Room: 327

#### Existing Buildings - Path to Zero

Allan Skodowski, LEED Fellow, Principal, Rivion LLC

What does zero mean? What is possible with the existing built environment? With today technology a path to zero is possible, with time, effort and of course money. To start on the path a definition of zero must be agreed on within the built environment. Is this zero energy? Emissions? Waste? Water? With the logical answer, yes, how do facility managers and owners begin to develop a comprehensive path forward. We will talk through measurement, planning and technologies available today to begin the path to zero. We will talk through taking stock in our assets and determining the liabilities in front of us that present the most difficult challenge and the best opportunity for change.

### Learning Objectives

1. Learn to measure the opportunities and liabilities.
2. Understand the importance of qualified staff needed to ensure the most efficient operations. More is less when it comes to staffing.
3. Examine the low hanging fruit for energy efficiency and why is it important to a path to zero.
4. List the most advanced technologies being placed within building to aid in a path to zero.

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management, Staffing and Services

### W3.37 • Room: 337

#### FEDSAT: Helping Your Agency Comply with the FBPTA

Amy Maples, Project Manager, SFTool

Patrick Dale, Management & Program Analyst/COR, General Services Administration

During this session we will demonstrate step by step how the Federal Facilities Skills Assessment Tool (FEDSAT) can assess your knowledge of recognized high priority FBPTA performance, identify areas of training, and locate free training provided from the Federal government, industry association and other sources. We will show you how to earn your FEDSAT Certificate of Completion which is an important first step to achieve full FBPTA compliance and how to build your case to request for more training to your supervisor.

### Learning Objectives

1. Understand how to navigate within the FEDSAT tool.
2. Gain hands-on experience on how to use the FEDSAT tool to find your gaps with the most critical FBPTA competencies and free training to fill them.
3. Gain hands-on experience on how to use the FEDSAT tool to find free training to fill your gaps.
4. Discover free resources related to facilities management, energy management, and building operation and overall optimization.

AUDIENCE: INTERMEDIATE CEU: 0.1

Wednesday, March 27th

Data and Metrics Management

**W3.39 • Room: 339**

### Comparing Five Current Methods of Collecting Utilization Data

Dan Lorenz, FMP, Executive Team Leader, AMS CAD + CAFM Solutions

Tracking how space is being used is becoming easier and more automated thanks to emerging technologies such as IoT sensors and smart devices. Traditional space survey audits just aren't telling the real story and can often lead to misinformation. This session will review and compare five current methods of gathering occupancy data and discuss the effectiveness and challenges of each to help you make informed decisions in real estate and space planning.

#### Learning Objectives

1. Learn 5 current methods of collecting utilization data.
2. Compare the utilization methods for effectiveness.
3. List the pros and cons of implementing utilization.
4. State the practical uses of utilization data for better decision-making.

AUDIENCE: INTERMEDIATE CEU: 0.1

Codes and Standards

**W3.41 • Room: 341**

### Significant Changes in the 2018 International Building Code

Clay Aler, Principal, Koffel Associates

Presentation of the significant changes in the 2018 International Building Code. The focus of the presentation is non-structural in nature focusing on significant architectural, fire protection, life safety, and security related changes in the 2018 International Building Code (IBC). Attendees will learn where these changes are located in the IBC and the thought process behind the individual code changes. Adoption of the 2018 IBC throughout the USA is expected to begin in earnest starting later this year and will be the state and locally enforced building code for years to come.

#### Learning Objectives

1. Clarify the significant non-structural changes in the 2018 IBC and where they are located.
2. Identify code changes permitted by the 2018 IBC for use in developing code equivalencies to current building code requirements.
3. Understand that the 2018 International Building Code will become state and locally enforced through much of the USA in 2019.
4. Examine the new requirements for medical gas system and laboratories in higher education facilities, and that storage accessory to other occupancies is no longer considered a separate occupancy group.

AUDIENCE: INTERMEDIATE CEU: 0.1

12:30 - 1:30 PM

**Room: 337**

### Facility Management Institute FBPTA Program Open House

Brian Gilligan, National Program Manager, General Services Administration  
Maureen K. Roskoski, SFP, LEED AP O+M, Senior Professional, Facility Engineering Associates

The GSA's Facility Management Institute (FMI) is holding an open house to gather input from and provide guidance to Federal Agencies and industry stakeholder directly engaged in implementing the Federal Buildings Personnel Training Act (FBPTA) legislation or directly engaged in training of federal

facilities staff. During the meeting the FBPTA National Program Manager will:

- Provide an insight on the latest updates of the Federal Building Personnel Training Act (FBPTA) legislation, to building operations and energy management, that have been aligned to the FBPTA.
- Introduce the results of two working groups that have participated to the creation of a new competency area of Cyber Security and its associated performances, and the new performances specific to wage grade trades positions such as HVAC Technicians, Carpenters, Electricians and Plumbers.
- Facilitate a Q/A portion during which the participant will be engaged in a discussion and will be solicited to provide input and guidance to improve the FBPTA program.

3:45 - 4:45 PM

Asset Management

**W4.14 • Room: 314**

### Comprehensive Facilities Management Using Enterprise GIS

William Wingfield, BSME, MBA, CBMI, Senior Consultant, R&K Solutions, Inc.

Organizations are increasingly turning to Enterprise GIS to more effectively manage facilities portfolios and quickly acquire information to make smarter decisions. A real-world case study will illustrate how Enterprise GIS is used to strategically manage portfolios, make wise investment decisions and improve the bottom line. The presentation will describe how standards and processes were established and improved to produce consistent, accurate data. It will also demonstrate how data was collected, integrated and analyzed to produce actionable business intelligence.

#### Learning Objectives

1. Discuss how processes can be improved to produce trusted data.
2. List the data sources and methods of collection.
3. Review how different types of data and systems are integrated.
4. Specify how data is aggregated and analyzed to guide decision-making and improve performance.

AUDIENCE: ADVANCED CEU: 0.1

Risk Management

**W4.15 • Room: 315**

### Crisis Team: Work Place Violence Threats and Active Shooter Preparedness

Raymond Hanna, PSA, Protective Security Advisor, Protective Security and Coordination Division, U. S. Department of Homeland Security  
Steve Jackson, Detective, Baltimore County Police Department  
James E. McGinty, Director of Training, Mid-Atlantic Region, Allied Universal  
Susan Moury, Business Continuity Coordinator, Tower Federal Credit Union  
Ron Sauter, CFM, Vice President, Martins Caterers

Lessons learned from Crisis Team experts. Panel discussion covering threat prevention and local police resources available for workplace violence threats and de-escalation tactics. Steps to take for preparedness and understand training, capabilities and roles of security guards and crisis team personnel. Examine threat identification, de-escalation and returning to work after actual events.

#### Learning Objectives

1. Ascertain the path that leads to violence and identify how to interrupt it before it leads to a breach of the peace.
2. Learn the do's and don'ts to keep everyone safe.

Wednesday, March 27th

- Hear about the resources that the authorities have and how they may respond to the situation.
- Discover what needs to be in your threat prevention plan.

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management  
**W4.16 • Room: 316**

**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 the purchasing of “New”.

AUDIENCE: INTERMEDIATE CEU: 0.1

Construction / Renovation / Retrofit, Asset Management

**W4.17 • Room: 317**

**Drone Mapping and Laser Scanning: Transforming Facilities Management**

Amr Raafat, Director of Virtual Design & Construction, Windover Construction

Drones and laser scanning have the ability to provide a broad aerial view as well as collect high precision data and have revolutionized the construction industry, especially projects on academic campuses. This session will introduce best practices for how this data can be implemented by construction teams, designers, owners, and facility managers.

**Learning Objectives**

1. Review how data from drone programs and laser scans can streamline decision making by accessing the most relevant information at every stage of a project, including 3D, highly accurate existing conditions documented during close-out.
2. List how the Reality Capture Process can utilize data collection to inform decision making, streamline construction, decrease costs, and increase onsite safety.
3. Describe how to share the data captured by drone and laser scanners through Virtual Reality applications for facility management.
4. Identify how to import data from laser scans into facility management software and existing workflow system.

AUDIENCE: INTERMEDIATE CEU: 0.1



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Wednesday, March 27th

Business Management, Improving Operations

**W4.18 • Room: 318**

### Survival of the FM Professional in the Information Age

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

The FM profession must change to survive in the age of information and automation. The movement of the FM profession must include becoming a part of organizational ownership, and simplicity. This will allow FMs to add “dominant value” which will lead to the minimization of decision making, reduction of costs, and an increase in organizational capability. The “FM of the Future” is a different paradigm from the traditional FM. It is leadership instead of management. It affects the entire supply chain by bringing efficiency, simplicity and transparency to an organization. FMs must learn the vocabulary and actions to adapt.

#### Learning Objectives

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

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M System Management

**W4.21 • Room: 321**

### BACnet 101 (Repeat)

Steven Jones, Managing Partner, The S4 Group, Inc.

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

#### Learning Objectives

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

AUDIENCE: BEGINNER CEU: 0.1

Business Management, Staffing and Services

**W4.27 • Room: 327**

### Top Facility Management Skills Needed to Succeed

Stormy Friday, MPA, Hon. FMA, IFMA Fellow, President, The Friday Group  
Stanley G. Mitchell, FMIFM, FRICS, IEng, CEO, Key Facilities Management

Randy Olson, VP of Global Business Development, ProFM Credential  
The depth and breadth of knowledge and skills required of facility managers today is vast. From contract negotiation to capital planning to technical skills...a unique combination of skillsets is needed to achieve daily operations. When you expand the view to the strategic goals of the organization, planning, leadership and other management skills become critical. Join us for this session as we outline the four key functional knowledge areas and cross-functional competencies required of facility management identified by over 3,000 global facility managers. The information provided in this session can be used for employee development

and/or for your personal career advancement.

#### Learning Objectives

1. Justify why a global standard of knowledge is needed for the FM profession.
2. List the four main functional knowledge areas and cross-functional competencies of facility management.
3. Identify key task statements facility managers should be able to perform.
4. Review how to implement standards to your organization.

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management, Staffing and Services

**W4.37 • Room: 337**

### FBPTA Deep Dive: How the New FBPTA competencies Enhance the Facility Manager, Energy Manager, and Building Operator Roles

Claude Lacombe, PPM, FMP, Team Leader, Social Security Administration’s Office of Buildings Management

Patrick Dale, Management & Program Analyst/COR, General Services Administration

As facility technology demands increase, there is an increase in demand for a facilities workforce with advanced competencies in operations, maintenance, and facility-related technologies. How can you put together a comprehensive workforce development program for your facilities department? We will show you free, online, resources that have done a majority of the work for you and can be utilized to fit your organization’s workforce development needs. Recently, the FBPTA competency model was updated to include facility related cyber security and technical building trades competencies. We will show you how the FBPTA competency model and framework lead to career growth and adds value to your workforce.

#### Learning Objectives

1. Identify key facilities technology competencies that your personnel need.
2. Build a career path for facilities related technical trades workforce.
3. Discover how to identify the right competencies for your facilities positions.
4. Learn how the FBPTA competency model can be adapted to fit your organization’s needs.

AUDIENCE: INTERMEDIATE CEU: 0.1

Data and Metrics Management

**W4.39 • Room: 339**

### Construction Data Capturing: RFIDs & Scanning

Walter Chou, VDC Engineer, The Whiting-Turner Contracting Co.

Construction organizations are using and developing advanced tools to help facility owners. We are presenting a case study of how Whiting-Turner uses RFID utility markers and laser scanning on a Higher Education project in order to speed-up coordination as well as utility tracking and safety. These technologies will help the owner organization in reducing future risk during construction and knowing more about their underground utilities.

#### Learning Objectives

1. Learn about technologies used for utility marking.
2. Understand the processes involved for collecting building and utility information.
3. Gain an appreciation of the usage laser scanning technology.
4. Determine your needs for construction technologies.

AUDIENCE: BEGINNER CEU: 0.1



Wednesday, March 27th

3:45 - 5:00 PM

Business Management

**W4.10 • Room: 310**

### Women in Facilities Management 2019: Roundtable Discussion & Reception

Telva M. McGruder, Director, Facility Engineering and Manufacturing Operations Sustainable Workplaces, General Motors

Audrey Schultz, Associate Professor, Pratt Institute

Celina Wilder, Due Diligence / Transition Team Member North American Service Operations, Sodexo

Moderator: Naomi Millan, Senior Editor, *Building Operating Management* Magazine

This highly anticipated annual gathering brings a variety of perspectives together to discuss the ways women continue to shape and impact FM. 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 their 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: INTERMEDIATE CEU: 0.1

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### Wednesday Knowledge Café Schedule:

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Join us at **BOOTH #1115** on the expo hall for additional content from popular NFMT speakers.

12:00 PM **Craft Utilization**

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

12:30 PM **What would happen to morale if your managers were charismatic leaders?**

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

1:00 PM **Cybersecurity, BAS & Future-world**

*Timothy Ruiz, RCDD, Information &  
Communications Technology (ICT)  
Department Manager, Code  
Consultants, Inc.*

*Cory Ogle, Code Consultant, Inc.*

2:00 PM **KPIs to Benchmarking...Let's Talk!**

*Teena Shouse, CFM, IFMA Fellow,  
Principal, FM Transitions*



# You are invited to the Thursday General Session...

## Thursday

8:00 – 9:15 AM

Business Management

**RG.10 – Room 310**

### Building Relationships with Top Management

Stanley G. Mitchell, FMIFM, FRICS, IEng, CEO,  
Key Facilities Management

Edward Sullivan, Editor,  
*Building Operating Management Magazine*

Rick Petito, Director, Office of Facilities  
Management & Reliability, Smithsonian

How often do you speak with members of your C-Suite? Many times, facilities management is not the core business so how can you demonstrate value to top management? Join us for our general session as we discuss how to align your department with the goals for the organization, create a relationship with management and understand how management defines success and progress. Once the relationship is forged you can use open communication to learn how you develop strategies to support your funding needs for facilities management projects.

#### Learning Objectives:

1. Discuss how to align your department with the goals for the organization.
2. Examine how to create a relationship with management.
3. Identify how management defines success and progress.
4. Analyze how to develop strategies to support your funding needs for facilities management projects.

**AUDIENCE: BEGINNER CEU: 0.1**



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Thursday, March 28th

# Thursday, March 28<sup>th</sup>

9:15 - 10:15 AM

Asset Management

**R1.14 • Room: 314**

## Building Envelope Leaks: How to Identify, Solve, and Prevent

Nick O'Hare, Corporate Quality Manager, StructureTec

When leaks occur in the interior of a building, they always occur as a result of problems with the roof, right? Not exactly. The exterior elements such as sunlight, temperature variations, water, and building movement can deteriorate building facades causing safety, maintenance, and waterproofing issues. This program focuses on building envelope technologies. The most common wall systems and various components found within each system including masonry, concrete, windows, cladding and curtain walls will be reviewed. We will discuss how to diagnose problems that commonly occur in the building envelope and review key design principles that all facility professionals must know when implementing weatherproofing solutions.

### Learning Objectives

1. Differentiate the most common wall systems and the critical elements that impact weatherproofing performance.
2. Review common components found within most wall systems and how they affect overall performance.
3. Identify common problems related to the exterior building envelope.
4. Review key design principles that all facility professionals must know when implementing building solutions for the building envelope.

AUDIENCE: BEGINNER CEU: 0.1

Risk Management

**R1.15 • Room: 315**

## Requirements for Testing Fire Sprinkler Systems

Vincent Powers, Inspection Test and Maintenance Specialist, National Fire Sprinkler Association

During this session review the requirements for proper test, inspection and maintenance of your water-based fire protection systems. We will discuss the scope and purpose for NFPA 25 along with requirements including who is responsible and what needs to be included in the inspection, testing and maintenance procedure.

### Learning Objectives

1. Review the Scope of NFPA 25
2. State the purpose of NFPA 25
3. List who is responsible for proper inspection, test and maintenance of fire sprinkler systems
4. Identify the requirements for periodic inspection, test and maintenance of water based fire sprinkler systems

AUDIENCE: BEGINNER CEU: 0.1

Business Management

**R1.16 • Room: 316**

## Emotional Intelligence for Facility Managers

Brian Braudis, President and Chief Enabling Officer, The Braudis Group

Soft skills are important but they are the threshold, the beginning. Management in the 21st century requires more because it is more difficult today. Nowadays management is more challenging, fraught with ambiguity and uncertainty. Things are tough for managers when the stakes are high, emotions are charged and passions are overflowing. The way to thrive in these situations is through emotional intelligence. There is a direct link between emotional intelligence and business results because emotional intelligence gives the power back to managers. Being skilled in this area will take you beyond the threshold.

### Learning Objectives

1. Participants will learn the top five components of emotional intelligence.
2. Participants will learn how and why emotional intelligence connects to performance and how to apply it for greater performance.
3. Participants will learn how to recognize shortfalls and develop strategies for improvement.
4. Participants will learn the hallmarks of each emotional intelligence component and how to use each day to build their emotional intelligence muscles.

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management

**R1.17 • Room: 317**

## Live from the Podcast: FM Insights & Innovation from Top Industry Leaders

Mike Petrusky, Director of Events &amp; Growth Marketing, iOFFICE

The workplace is evolving rapidly & we must be in the business of rethinking the ways we care for the built environment. We know that technology is advancing, cultural & generational shifts are significant, & the future workplace demands that our organizations deliver on an employee experience that will attract top talent. With traditional roles blurred, FM professionals must focus on building a true culture of collaboration and creating trusted partnerships in order to succeed. After conducting dozens of interviews with some of our industry's most forward-thinking professionals, Mike Petrusky shares inspirational leadership lessons & insights for "workplace innovators!"

### Learning Objectives

1. Identify FM industry trends and challenges related to the Workplace revolution.
2. Recognize how our common human experiences and organizational structures create obstacles to change.
3. Analyze the impact of new workplace technologies, cultural shifts and other human factors under the influence of FMs.
4. Apply leadership and change management techniques to inspire innovation in your organization.

AUDIENCE: BEGINNER CEU: 0.1

Thursday, March 28th

Business Management, Construction / Renovation / Retrofit

**R1.18 • Room: 318**

### New Connectivity Solutions for Old Power, Space and Cooling Problems

Matt Miller, Associate Vice President and Senior Solutions Architect, CallisonRTKL's Technology Design Studio

Building managers are finding that passive optical LAN (POL) allows organizations to take a leap forward in reducing power, space and cooling needs that have been a part of IT needs for more than two decades. POL uses small fiber optic cables to transfer data from the data center to the end user without an electronic middleman. This technology eliminates the requirement for telecommunication closets and gives architects the freedom to reclaim space, reduce power consumption and eliminate the need for cooling in the mid-point.

#### Learning Objectives

1. Learn what passive optical LAN (POL) technology is and how it works
2. Discover the impact of POL on real estate and facilities
3. See examples of large and small organizations using POL

AUDIENCE: ADVANCED CEU: 0.1

O&M System Management

**R1.21 • Room: 321**

### Best Practices for BIM Requirements, LOD, and Ensuring Compliant Models

T.J. Meehan, AIA, LEED AP, Vice President of Professional Services, CADD Microsystems, Inc.

Many building owners are starting their transition to BIM and modeling. It can sometimes be challenging to know what to ask for in a model and know that you are getting one that is useful for space management, asset management, and as an as-built for renovation projects. Come see best practices for creating your own modeling standards and ensuring you are receiving valuable models efficiently. We will discuss examples of the right and wrong way to define these standards and go over tips and best practices. Then, we will discover ways you can perform quick model compliance checking.

#### Learning Objectives

1. Understand the importance of model requirements and how they benefit you as an owner
2. See examples of how to best structure your requirements
3. Learn tips and best practices
4. See how you can quickly QC your models to ensure you are receiving what you asked for

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

**R1.24 • Room: 324**

### Legionnaires' Disease: What You Need to Know

Janet Stout, PhD, President and Director, Special Pathogens Laboratory  
Douglas Yon, P.E., Project Manager, Facility Engineering Associates, P.C.  
Moderator: Dan Hounsell, Editor, Facility Maintenance Decisions Magazine

Legionnaires' disease is making a comeback. More than 40 years after the illness first struck a Philadelphia hotel and killed 29 people, recent months have seen a rise in reports of outbreaks and illnesses, as well as positive test results for its presence in the water supplies of institutional and commercial buildings. The challenge for facility managers is protecting building occupants and visitors by taking steps to prevent and detect the illness, as well as to respond to an outbreak.

#### Learning Objectives

1. Understand key facility systems and equipment that can harbor the Legionella bacteria, including water distribution systems, humidifiers, evaporative condensers, whirlpool tubs, and fountains
2. Explore important steps managers can take to determine if the legionella bacteria is present in facility water supplies, including comprehensive testing and thorough cleaning of water systems and components
3. Develop emergency response plans that help control the spread of the illness and ensure effective communication throughout the facility to ensure a successful response.

AUDIENCE: INTERMEDIATE CEU: 0.1

Energy and Utilities Management

**R1.27 • Room: 327**

### Developing Your Energy Management Program

Suzanne Ferguson, Chief of Operations, R3 Retail Development  
Rick Ferguson, Chief Engineer, R3 Retail Development

Discover the key components to a successful energy management program. Whether you are just embarking on a new program or looking for avenues to increase efficiency in an existing program, this session covers best practices to ensure your success. Learn how to develop your program strategy; how to implement an effective communications plan; how to create buy-in; how to incorporate a persistence plan; and how to avoid common obstacles to success.

#### Learning Objectives

1. How to create achievable and sustainable strategies.
2. Elements of an Effective Communications and Training Plan.
3. Increase sustainability through Buy-in and Persistence.
4. Common Energy Management pitfalls and how to avoid.

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management

**R1.37 • Room: 337**

### Facilities Lessons Learned in Transitioning to Open Office Space

Christopher Walinski, CEA, Building Operations Manager, Munich Reinsurance America, Inc

Transitioning to open office space can evoke very strong emotions, with Facilities Managers responsible for making that transition as painless as possible. In this panel, lessons learned from projects completed in multiple cities will offer information/insight on continuously evolving approaches to acoustics, lighting, thermal comfort, efficiency, health, collaboration and common spaces, A/V, workstation standards, outside views, and more. The panelists, each with 20 to 30 years' experience in Project and Facilities Management, will share experiences from projects in Ohio, Pennsylvania, New Jersey, New York, and Connecticut to help FM's considering, designing, transitioning to, or operating in open office space.

#### Learning Objectives

1. Review lessons learned from open office space projects completed in multiple cities.
2. Examine the technical specifics of acoustics, lighting, thermal comfort, and A/V.
3. Discuss the tenant satisfaction aspects of open office spaces.
4. Identify the aspects of considering, designing, transitioning to, or operating in open office space.

AUDIENCE: ADVANCED CEU: 0.1

Thursday, March 28th

Data and Metrics Management

**R1.39 • Room: 339**

**High Performance Buildings: Using the IoT to Improve the Occupant Experience & Increase Operational Efficiency**

Deepinder Singh, CEO and Founder

Make your building work for you & your occupants. Deepinder Singh, 75F CEO, will discuss how the Internet of Things (IoT) & building automation systems (BAS) can increase occupant comfort and operational savings! According to Memoori, commercial real estate is projected to have the fastest, largest growth in connected devices. Why? IoT-enabled BAS has a profound impact on the occupant experience, which can be valued at 100x that of energy savings & 10x building cost savings. These BAS can deliver even greater savings as a result of wireless installation, remote monitoring & diagnostics, predictive maintenance, & other management efficiencies.

**Learning Objectives**

1. Discover the impact building automation & improved IAQ have on the occupant experience & productivity.
2. Discover why IoT-enabled BAS is accessible & affordable for the 90% of facilities that lack smart building technology.
3. Learn how IoT-enabled BAS offer a ROI through operational & team efficiencies even greater than the inherent energy savings.
4. Learn why IoT-enabled BAS are fast & easy to install, providing accessibility to under-served facilities.

AUDIENCE: ADVANCED CEU: 0.1

Risk Management

**R1.41 • Room: 341**

**10 Steps to Effective Business Continuity Planning**

Bob Mellinger, President, Attainium Corp.

Developing and maintaining a Business Continuity or Disaster Recovery Plan is a daunting task. All you hear is “We need to develop a Business Continuity Plan, but it’s too labor intensive.” “Maintaining the BCP takes too much time.” “We have this great Plan, but no one knows what’s in it.” Sometimes it seems like only divine intervention will help. Learn the 10 essential steps to developing, implementing and maintaining an effective business continuity plan.

**Learning Objectives**

1. Clarify what needs to be included in a business continuity or disaster recovery plan.
2. Specify who is responsible for updating the business continuity plan.
3. Discuss who should be aware of the business continuity plan.
4. Examine key items to maintaining an effective business continuity plan.

AUDIENCE: CEU: 0.1

10:30 - 11:30 AM

Asset Management

**R2.14 • Room: 314**

**Building Enclosure Commissioning**

Steven Bohlen P.E., RRC, RWC, BECxP, Associate, Gale Associates, Inc.  
Derek Ziese P.E., Sr. Engineer, Gale Associates, Inc.

The successful performance of exterior building enclosure assemblies can be attributed to the planning implemented during the initial phases of the design process, and requires the combined efforts of the owner, enclosure commissioning consultant, design team, and contractors. Building enclosure commissioning (BECx) can help avoid common issues in building construction, such as water intrusion and air infiltration, which can lead to

indoor air quality issues, mold growth, and energy loss. This presentation will detail the commissioning process for each building enclosure system.

**Learning Objectives**

1. Addressing enclosure issues in the early stages of building construction projects saves money and time, and reduces liability for the design and construction team.
2. Enclosure commissioning helps avoid issues with exterior building enclosure construction, including water intrusion, indoor air quality issues, mold growth, air infiltration, and energy loss.
3. HVAC and enclosure commissioning go hand in hand as the HVAC systems will never operate as designed unless the building enclosure performs as intended.
4. The enclosure commissioning process should begin when the design team is preparing schematic design documents.

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management

**R2.15 • Room: 315**

**Hurricane Irma and the US Embassy in Havana - Dealing with a Natural Disaster Overseas**

Ed Babczak, Director of Fire Protection, Bureau of Overseas Buildings Operations (OBO), U.S. Department of State

John Fiala, Chief, Office of Facility Management's Maintenance Support Division, Department of State

Brian Pendergast, Foreign Service Facility Manager, United States Department of State

The 2017 hurricane season lasted from June 1 to November 30, causing over 3,300 deaths and 280 billion dollars in damages. Almost all of these damages (99.7%) were caused by just three hurricanes: Irma, Harvey and Maria. Category 5 hurricane Irma plowed through Havana, Cuba for three days, wreaking havoc and destruction across the island, to include at the US Embassy. This is how the US State Department, Bureau of Overseas Building Operations and the Facility Management team on site responded to quickly clean up and restore operations to the Embassy compound and ensure the safety of its diplomats before, during, and after Hurricane Irma.

**Learning Objectives**

1. Identify how to prep for the storm on short notice.
2. List which equipment is critical and how to protect it.
3. Review how to survey the damage, gather information, determine tasks, prioritize, execute.
4. Specify how to work through the crisis, it's a team effort both at post and back in DC.

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management, Staffing and Services

**R2.16 • Room: 316**

**How to Assemble the Perfect Team of Internal Staff and External Partners**

Lisa Feeley, CSSBB, Vice President of Project Management and Construction Services, Transwestern

It is necessary to have the right internal team in place along with the right external partners. Combine these with the right processes in place and the know how to measuring results and you'll increase your chances of completing small and large projects timely and within budget. Bottom line in healthcare and higher education and corporations, in terms of planning, design, construction and facilities, is all of us are trying to do more with less. However, if we fail to plan – we should plan to fail. This session we will work through the details of how to use a new assessment tool of combining human sigma with six sigma using agile methodology to ensure the highest probability of successful project implementation and results.

Thursday, March 28th

#### Learning Objectives

1. Specify the important of having the right team members in place
2. Clarify how to be able to measure results
3. Explain how to use the assessment tool to implement projects
4. Review how the assessment tool can help a project be successful

AUDIENCE: ADVANCED CEU: 0.1

Asset Management, Improving Operations

**R2.17 • Room: 317**

### Executive Town Hall: Continuous Improvement and Innovation

Brendan Robinson, PE, Director, Facilities and Operations, Corporate Real Estate, Under Armour

Steve Smith, CFM, CFMJ, MFE, Director of Physical IT Network, Arvest Bank Operations

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

Moderator: Edward Sullivan, Editor, *Building Operating Management Magazine*

Executives are constantly tasked to improve... improving the bottom line, improving the product, improving service, improving enrollment. Facilities executives are no different and constantly need to review and improve processes, systems, and service. However, many facilities executives need to balance time and budget constraints and the need for reliability against improvement and innovation. This session will tackle the difficult topic of how you encourage innovation and change while working with limited resources and taking care of day-to-day performance needs. Hear from facilities executives who have taken on the leadership role to create a culture of innovation and change.

#### Learning Objectives

1. Review what the continuous improvement processes means.
2. Identify ways as a facility manager you can use continuous improvement.
3. Justify how to balance time and budget constraints.
4. Assess how to use encourage innovation and change.

AUDIENCE: ADVANCED CEU: 0.1

Improving Operations, Risk Management, Construction / Renovation / Retrofit

**R2.18 • Room: 318**

### Leveraging Construction Specifications and Standards for Sustainable Purchasing

Joseph Scarpa, CCS, GGP, LEED AP O+M, WELL AP, Specifications Project Manager, Conspectus, Inc.

Your organization has made a commitment to sustainability. Learn how to efficiently specify and procure products and services purporting to be green. You should be able to document your decision process and outcomes consistently across projects and over time. If your construction specifications are clear, correct, concise, and complete, you will get it right the first time. Beware the different considerations for exterior and interior products. Learn about tradeoffs between initial acquisition cost and durability.

#### Learning Objectives

1. Review how to use Construction Specifications Institute (CSI) MasterFormat standard as a quality control tool to organize a complete project specifications bid package.
2. List how to incorporate sustainable design and procurement into your invitation to bid or request for proposals.
3. Clarify how to ensure bidders are bidding your intent and contractors are installing what you contracted.
4. State how to ensure the required documentation for sustainability certifications is collected.

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M System Management

**R2.21 • Room: 321**

### Monitoring Based Commissioning (MBCx) & Fault detection and Diagnostics (FDD) for Chiller Plants

Senthil Kumar Sundaramoorthy, Product Lead, Hudson Technologies Company

Chillers operating and maintenance costs are escalating day by day which make it difficult for facility managers to meet operational budgets. Recent changes in sensors and communications technologies now make it possible to have what every facility manager strives for: affordable, actionable information that reduces their chiller system operating costs while also improving reliability. The speaker will address the importance of Monitoring Based Commissioning (MBCx) and Fault Detection and Diagnostics (FDD) for chiller plants and how they can be used to improve efficiency and reliability. Implementation case studies for universities and large manufacturing campuses will be presented.

#### Learning Objectives

1. Comprehend the definitions for MBCx & FDD
2. Review how to use MBCx and FDD to reduce chiller plant operating costs and improve performance
3. List the cost and benefits of a MBCx and FDD platform
4. Review a case study with examples of how MBCx and FDD helped facilities to save on operating and maintenance cost

AUDIENCE: INTERMEDIATE CEU: 0.1

O&M Work Management, Staffing and Services

**R2.24 • Room: 324**

### Municipal Mobile Maintenance Program: Success with the City of Baltimore

Berke Attila, CFO, Department of General Services, Baltimore City  
Babila Lima, Director, Business Process Improvement Office, Baltimore City, Department of General Services

The Mobile Maintenance Program (MMP) is a data driven initiative born of a 2016 statistical and process analysis on performance of the City's Facility Maintenance Outcome Budget KPIs. MMP allowed the Maintenance Division to protect public dollars, significantly reduce work order durations, and increased technician morale. Prior to the implementation of MMP it took 18 days longer to address and close critical work orders if they originated in a facility outside of the core downtown campus. This talk covers the project life cycle, lessons learned, outcomes and reusable components and project infrastructure for organizations interested in a similar implementation.

#### Learning Objectives

1. Identify how to use Outcome Budget key performance indicators to drive new analysis and program development for continuous process improvement.
2. Identify how to easily structure a process improvement project in public or private sector maintenance operations.
3. Identify how facility maintenance Key Performance Indicators inform and drive analysis projects or new activities.
4. Understand the role Python and Open Source software can play in the performance of facilities maintenance analysis activities and continuous process improvement.

AUDIENCE: INTERMEDIATE CEU: 0.1

Thursday, March 28th

O&M System Management  
**R2.27 • Room: 327**

**Best Practices for Testing Standby Power Systems**

Michael Sanford, Technical Marketing Specialist, Cummins Inc.  
 Standby power system testing, although often misunderstood and misapplied, is critical to the reliability of a modern power system. This course will walk learners through site acceptance and in-service testing and will review best practices that will empower facility owners and managers to administer appropriate test strategies in an effort to maintain a reliable power system. This course will also take a look at common specification standards such as NFPA 110 that provide product testing guidelines while also addressing potential pitfalls.

**Learning Objectives**

1. Describe generator set testing guidelines and best practices.
2. Identify commonly-adopted test standards such as NFPA 110 and their relevance to on-site testing best practices.
3. Recognize the power system reliability benefits associated with a complete testing strategy.
4. Describe advancements in technology that impact power system testing strategies.

AUDIENCE: BEGINNER CEU: 0.1

Data and Metrics Management  
**R2.37 • Room: 337**

**Navigating the Smart Building and IoT Landscape**

Joe Karbowski, Chief Operating Officer & Chief Technology Officer, Asure Software

What if you could turn space challenges into opportunities to save millions in real estate costs and generate new revenue by increasing employee satisfaction and productivity? Join this session to learn how companies are using cutting-edge sensor technology to understand when, where and how people work to design smart workplaces that are efficient and empower talent to connect and engage in the office; and the world around them. From real estate optimization to desk-sharing initiatives, learn how businesses are successfully using sensors to match the mobility, flexibility and agility today's professionals expect from every aspect of their lives.

**Learning Objectives**

1. Gain a deep understanding of the trends and issues affecting the facilities management industry, and how these will likely develop in the future.
2. Learn how to manage multiple buildings at full efficiency, including multiple strategies to overcome facilities management challenges.
3. Gain knowledge of the automated building management technologies currently available, and the business case for using them.
4. Learn how to implement cloud-based building management and automation technologies into buildings.

AUDIENCE: BEGINNER CEU: 0.1

Data and Metrics Management  
**R2.39 • Room: 339**

**Integrating IO&T Technology with existing FM Applications**

Randell Smith, Director - Gilbane FM Services, Gilbane Building Company  
 New IO&T devices and systems are bombarding the FM marketplace. This technology will enable old buildings and equipment to tell you when they are having problems, improving maintenance and operational efficiencies. But I want to give my team one system to access all this information. How can I centralize the data from the various IO&T devices and systems into my existing FM system? This will be a demonstration of

how we integrated several IO&T systems with an existing FM application. It may provide you some ideas on how to make your existing FM software system more effective.

**Learning Objectives**

1. Learn about several wireless IO&T devices and their purpose.
2. Learn about ways to integrate IO&T data with your FM software system.
3. Review how this additional data can make your FM software system more effective.
4. Best or simplest way for me to integration IO&T technology with my existing FM system.

AUDIENCE: INTERMEDIATE CEU: 0.1

Risk Management  
**R2.41 • Room: 341**

**Give Your Facilities Crane Safety Program a Lift**

Ann-Marie Grusch CHST, Senior Safety Specialist, National Security Agency, Occupational Health, Environmental and Safety Services

Services at the National Security Agency has developed a comprehensive Crane Safety Management Program and Crane Safety Guideline to address crane lifts. The program has significantly enhanced partnerships with the safety office, internal facilities management, and crane companies performing work at 24-7 mission-driven facilities. This presentation offers guidance on developing a Crane Safety Program, gives lessons learned, and a glimpse into routine and not-so-routine lifts at NSA.

**Learning Objectives**

1. Review if all lifts "critical"? The definition by regulations vs potential cost to the facility.
2. Comprehend the importance of Crane Lift Planning.
3. List the key steps to the development of a comprehensive crane safety program.
4. Describe how partnerships among Safety, Facility Management, and Crane Company are key to successful lift operations.

AUDIENCE: BEGINNER CEU: 0.1

2:45 - 3:45 PM

Data and Metrics Management  
**R3.14 • Room: 314**

**Smart City Use Case: Overcoming the Connectivity Challenges of Aging Infrastructure**

Jessica Califano, Head of Marketing and Communications, Temboo  
 Vaughn Shinall, Head of Product Outreach, Temboo

Connectivity is a major challenge for IoT deployments in aging buildings. More fortified structures limit the use of wireless connectivity protocols, and older building systems without built-in internet connectivity are more difficult to monitor. In this session, attendees will learn how a major US city improved the maintenance of one of its oldest properties after successfully deploying an IoT system to monitor its water pumps and elevators.

**Learning Objectives**

1. Identify connectivity options for IoT applications in older buildings
2. Learn strategies to find the simplest and least expensive method to establish connectivity in aging properties
3. Name ways to decrease maintenance costs with a remote monitoring system
4. List creative strategies for retrofitting aging infrastructure for the smart city movement

AUDIENCE: INTERMEDIATE CEU: 0.1

Thursday, March 28th

Risk Management

**R3.15 • Room: 315**

### Cyber Resiliency of Mission Critical Automation Systems

John Collins, Director of Sales, FoxGuard Solutions

Building automation and electrical control systems have become vulnerable over time as the Internet of Things (IoT) has become more integrated. As IoT converged networks have become more integrated their Cyber Security vulnerabilities have had consequences effecting operations and uptime availability. This session will highlight these vulnerabilities to educate what these networks are, why they are vulnerable and ideas on how to enable resilience through cyber security best practices. The best practices would focus on organizational leadership recommendations, technology enablers to create scale, and processes that shift risk of down time operations for critical assets.

#### Learning Objectives

1. Name the next generation of asset management
2. Identify technology rationalization and orchestration that will streamline data tools
3. Review meaningful risk analysis and scoring
4. List cyber metrics help agencies improve resiliency of the most critical systems

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management

**R3.16 • Room: 316**

### Solving the Talent Crisis for Skilled Trades

Marc Fischer, CPM, RPA, CCIM, BOMA Fellow, Executive Director, AOBA Educational Foundation

For years, property/facilities managers have been challenged to recruit, hire, and retain the next generation of building operations employees. The AOBA Educational Foundation (AEF) was founded as a vehicle to create a comprehensive, regional solution to what many refer to as "the engineering talent crisis." We know what we are doing to help companies attract, educate, and retain skilled tradespeople - and provide options you can readily implement to solve this problem in your organization.

#### Learning Objectives

1. State "the problem" - where we are, how we got there, and why we need to do something
2. List at least 10 methods to recruit entry-level employees - including non-traditional candidates.
3. Identify training opportunities for building operators - from pre-employment to senior/executive level
4. Identify funding sources to cover the cost of training employees at all levels of their career

AUDIENCE: INTERMEDIATE CEU: 0.1

Construction / Renovation / Retrofit, Energy and Utilities Management

**R3.17 • Room: 317**

### Monitoring-Based Commissioning (MBCx) for New Construction

Chris Wilson, Operations Director, ESD

The traditional way of implementing monitoring-based commissioning (MBCx) has been to integrate a fault-detection and diagnostics (FDD) software solution with an existing building automation system to uncover operational inefficiencies within an existing building. The project highlighted for this session, was a pilot project through ComEd's Utility Incentive Program for New Construction. The session will cover specifics on how we approached the design and architecture of the FDD software solution, an overview of the program currently being offered by ComEd, some common challenges

associated with integration and implementation of MBCx within a critical facility and performance metrics to highlight success.

#### Learning Objectives

1. Understand how to approach monitoring-based commissioning for newly constructed facilities.
2. Comprehend how to leverage utility incentive programs to offset first cost.
3. List how to maximize building optimization and energy efficiency in a critical facility leveraging MBCx.
4. Review how to approach developing customized fault detection and diagnostic rules for a unique facility.

AUDIENCE: ADVANCED CEU: 0.1

Construction / Renovation / Retrofit

**R3.18 • Room: 318**

### 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

O&M System Management

**R3.21 • Room: 321**

### Plugging into Digital: What Data is Important to Help Transform HVAC Systems?

Terry Vanecek, Technical Service Operations and Innovations Manager, North America HVAC Field Operations, Carrier

Remote connectivity and today's advanced analytic solutions provide access to huge pools of data about HVAC systems. This data has the potential to enable facility managers to be more proactive about increasing the performance, efficiency and uptime of their systems. However, that undertaking can feel overwhelming. The challenge is to filter the data to understand the actions that will drive optimum performance. In this session, we will discuss WHAT data is important to make informed decisions and HOW to leverage this data for peak HVAC system performance.

#### Learning Objectives

1. Understand the elements of a remotely connected HVAC system
2. Identify specific areas where facility manager's will see measureable results from implementation
3. Develop plans to transition existing HVAC systems to a remotely connected facility
4. Understand the key sources of HVAC data that will help you make better decisions

AUDIENCE: INTERMEDIATE CEU: 0.1



Thursday, March 28th

Asset Management, Energy and Utilities Management

### R3.27 • Room: 327

## A New Funding Solution for Energy Infrastructure Replacement

Richard Santangelo, President, CEO, Apollo Engineering Solutions, LLC. Faced with rising utility costs, deferred maintenance costs, and limited CapX Funds, how is a Facilities Manager to reduce utility costs and replace, upgrade energy capital infrastructure (elevators, roofs, etc.)? A pioneering solution is emerging within the energy rehab industry, fueled by new cloud-based technology and innovative capital financing. The solution – a utility-based usage approach where a third party owns, operates, maintains and is responsible for the energy saving performance of the new equipment. The FM relies on the operating budget to pay a service fee; there is no debt. The result is a solution that addresses energy infrastructure replacement, savings scarce resources. Like utility services, the customer is charged only for the utility it uses.

#### Learning Objectives

1. Review an alternate approach to debt-financing or CapX to address infrastructure replacements.
2. Define the service approach compared to traditional infrastructure replacement programs

AUDIENCE: BEGINNER CEU: 0.1

Data and Metrics Management

### R3.39 • Room: 339

## The Business Case for Connected FMs

Jim Turner, Director, Facilities Solutions, Markon Solutions

They said that IoT and Smart Buildings would make it easier to be a facility management professional, but now we're being asked to do more with less - budgets and time! The new technologies offer incredible opportunities to boost performance, but FMs still need to justify the investment to leadership. In this session we 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 your organization.

AUDIENCE: INTERMEDIATE CEU: 0.1

## WORKSHOP

Business Management

### WKS4 • Room: 343

## All that talking, emailing and texting doesn't mean you are a great communicator!

Alana Dunoff, FMP, IFMA Fellow, President, AFD Facility Planning  
Lesley Groff, CFM, Sr. Supervisor Buildings & Grounds, UGI Utilities, Inc. Communication is not just the sentences coming out of our mouth or being typed in an email or a text. Strong healthy communications include body language, tone of voice and perhaps most importantly listening skills. The words we use only make up about 7% of how we communicate to others. During this dynamic round table workshop, we will provide you with tools, tips, and a few war stories all to help you strengthen your communication skills.

Skills that will help you better connect, build and grow whether you are senior level manager or looking to move into a supervisor position. We will have fun exploring strategies that work and that don't and challenge you to find new ways to talk, share, listen and lead.

#### Learning Objectives

1. Recognize strong healthy communication styles.
2. Clarify the different types of communication.
3. Understand the communication challenges you might experience.
4. Define communication skills to you communicate more effectively.

AUDIENCE: INTERMEDIATE CEU: 0.1

4:00 - 5:00 PM

Workshops

### R4.27 • Room: 343

## NFMT Closing Ceremony

Alana Dunoff, FMP, IFMA Fellow, President, AFD Facility Planning  
Lesley Groff, CFM, Sr. Supervisor Buildings & Grounds, UGI Utilities, Inc.

Join us as we wrap up NFMT 2019. Take the last hour at NFMT to decompress and recap the top trends and topics discussed over the last few days. Spend time creating a plan for when you are back in the office to implement and disperse all the information you learned at NFMT. Finally, it's one last chance to network and collaborate with your NFMT cohorts until the next show.

AUDIENCE: INTERMEDIATE CEU: 0.1

## Thursday Knowledge Café Schedule:

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Join us at **BOOTH #1115** on the expo hall for additional content from popular NFMT speakers.

**12:00 PM** Secrets to Accelerate Your Career...  
*Brian Braudis, President and Chief Enabling Officer, The Braudis Group*

**12:30 PM** Building a Better Business Case for Your Facility Master Plan  
*Jim Turner, Director, Facilities Solutions, Markon Solutions*

**1:00 PM** Workforce Development – finding, connecting, training and promoting skilled trades careers  
*Marc Fischer, CPM, RPA, CCIM, BOMA Fellow, Executive Director, AOA Educational Foundation*

# Exhibitor Listings

## 1-800-GOT-JUNK?

**BOOTH# 1929**

1212 E. 25th St., Lower Level  
Baltimore, MD 21218  
[www.1800gotjunk.com](http://www.1800gotjunk.com)

We are a full-service junk removal company. Our uniformed, professional licensed and insured truck crews remove office cubicles, furniture, appliances, e-waste and C & D debris. We do all the loading, recycling and cleanup, all you have to do is point. Book online or with our 24-hour call center.

## 2-D As-Built Floor Plans

**BOOTH# 2541**

600 NW Gilman Blvd.  
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.

## A-1 Flood Tech

**BOOTH# 2247**

9111 Centreville Road  
Manassas, VA 20110  
[www.A1floortech.com](http://www.A1floortech.com)

A-1 Flood Tech is a full service professional water restoration company. With more than 49 years of experience in water extraction and structural drying in the VA, DC, MD area, our trained personnel are qualified to effectively deal with any water loss that you may experience. A-1 Flood Tech's staff is available 24 hours a day 365 days a year.



## AABC Commissioning Group

**BOOTH# 1524**

1220 19th St. NW, Suite 410  
Washington, DC 20036  
[www.commissioning.org](http://www.commissioning.org)

The AABC Commissioning Group is the largest group of certified commissioning providers in the world, with verified 3rd party independence and recognized by

the DOE Better Buildings Workforce®. [www.commissioning.org](http://www.commissioning.org) The Energy Management Association promotes commissioning-based energy audit and management, providing building owners maximum energy efficiency and building optimization. [www.energygmt.org](http://www.energygmt.org) CxEnergy, premier event in building commissioning & energy management. [www.CxEnergy.com](http://www.CxEnergy.com)

## ABB Inc.

**BOOTH# 1503**

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

The market share leader of HVAC drives in the US, ABB has the largest motor and variable frequency drive offering available. Our experts will be on hand to talk about how our VFDs can help reduce your facility's energy consumption or make sure they are being used to maximize energy savings. ABB: Local expertise. Local service. Local support. Local availability.

## Aceto Corp.

**BOOTH# 2043**

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

CDC Anti-Clog #1 controls the 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. It has been proven to control the growth of, or inactivate, Legionnaires' Disease bacteria in experimental laboratory conditions for two (2) months.

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Las Vegas, NV 89106  
[www.ahernrentals.com](http://www.ahernrentals.com)

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**BOOTH# 1906**

44966 Falcon Place, Suite 190  
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[www.aircleaningtechnologies.com](http://www.aircleaningtechnologies.com)

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**alpscontrols.com****BOOTH# 1923**217 W. 8th Ave.  
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[www.alpscontrols.com](http://www.alpscontrols.com)

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

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Association of Medical Facility Professionals

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**BOOTH# 2021**

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

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Chesapeake, VA 23323  
[www.chesapeakecontrols.com](http://www.chesapeakecontrols.com)

We specialize in creating Driverless Building Automation Systems on a Tridium Open Platform for clients who are looking for options to their existing proprietary systems. Smart alarms and quick-glance dashboards are installed on every project. Mobile technology and web-browser interface that's custom designed for each client. We install Building Controls & Security Technology blended with simple to navigate User Interface.

### CleanAlert LLC

**BOOTH# 2346**  
27 1/2 East College St., Suite 2  
Oberlin, OH 44074  
[www.cleanalert.com/custom-solutions-for-facility-managers](http://www.cleanalert.com/custom-solutions-for-facility-managers)

CleanAlert, LLC manufactures the easy-to-install FILTERSCAN® WiFi Air Filter Monitor that reduces filter servicing costs and the risk of poor IAQ and HVAC system damage by allowing facility owners and managers to access filter status information online and sending text and email alerts to computers, tablets and phones when a filter requires servicing.



### Club Car Inc.

**BOOTH# 2107**  
P.O. Box 204658  
Augusta, GA 30917  
[www.clubcar.com](http://www.clubcar.com)

Club Car's work utility and transport vehicles withstand rugged work sites at universities, resorts, government agencies and industrial sites. They are available in electric, gasoline or diesel models, with two- or automatic four-wheel drive and feature rustproof aluminum frames. Our Fit-to-Task Series offers cars designed for specific tasks such as facilities-engineering, grounds maintenance, refuse removal, security and more.



**Cold Point Corp.****BOOTH# 1720****7500 Cold Point Drive  
Rome, NY 13440**[www.coldpointcorp.com](http://www.coldpointcorp.com)

Cold Point manufactures replacement air conditioners, water source heat pumps and vertical PTAC units. Many models of air-cooled, PTAC and water source units are available. Units are sold nationwide under the Cold Point and Adirondack-Aire brand names. Represented locally by Havtech Parts, located in Columbia, MD.

**Cole Roofing Company****BOOTH# 1624****3915 Coolidge Ave.  
Baltimore, MD 21229**[www.coleroofing.com](http://www.coleroofing.com)

In 2019 our company celebrates 100 years of operating in the Maryland region! For a century, Cole Roofing has built a reputation for quality workmanship as well as the delivery of client focused projects on time, safely constructed and on budget. Cole has always brought their clients the best solutions possible in a cost-effective manner.

**Commercial Fire Hydrant Service****BOOTH# 2161****1111 Nicole Renee Drive  
Latrobe, PA 15650**[www.hydrantdoctor.com](http://www.hydrantdoctor.com)

Nick Selembo, The Hydrant Doctor, repairs and restores all makes and models of Fire Hydrants and Post Indicator Valves (PIVs). He also offers Preventive Maintenance Agreements which maintains your hydrants and PIVs in excellent working condition at all times so they are ready if needed for an emergency. Restoration and most repairs can often be performed for about one-third the cost of replacing!!

**Complete Building Services****BOOTH# 2037****5151 Wisconsin Ave., NW 4th Floor  
Washington, DC 20016**[www.completebuildingservices.com](http://www.completebuildingservices.com)

Complete Building Services(CBS) provides full facilities management services, building operations, maintenance and repair, 24x7 HVAC, mechanical, electrical and plumbing, building automation and energy management support. CBS is headquartered in Washington, DC and supports commercial offices, federal and state government facilities, laboratories, data centers, hotels and condominiums, and educational clients throughout the mid-Atlantic region.

**CONNECTRAC®***Freedom From Core Drilling!***Since 2005****Connectrac****BOOTH# 2214****8707 Chancellor Row  
Dallas, TX 75247**[www.connectrac.com](http://www.connectrac.com)

Connectrac® is a durable, ultra-low profile floor mounted wireway system which gives you the freedom to deliver power and data cabling without the need for core drilling, trenching or power poles. The economical Connectrac solutions can be used with multi-circuit powered workstations, classrooms, libraries, workstations, conference tables and more. Connectrac provides FREEDOM you cannot achieve with other solutions.

**Construction Specialties Inc.****BOOTH# 2261****6696 Route 405 Hwy.  
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.

**Cooney Technologies****BOOTH# 1737****20130 Valley Forge Circle  
King of Prussia, PA 19406**[www.cooneycoil.com](http://www.cooneycoil.com)

Freeze damage is the leading cause of coil failure, be confident with a Cooney Freeze Block Coil. With Cooney Freeze Block Technology the design of new HVAC systems are being revolutionized and systems with damaged coils that didn't have freeze protection are being replaced.

Corporate Realty, Design &amp; Management Institute@

**squarefootage.net****Corporate Realty, Design, and Management Institute****BOOTH# 2560****1700 NE Market Drive, Box 2009  
Fairview, OR 97024**[www.squarefootage.net](http://www.squarefootage.net)**Corzan® Piping Systems****BOOTH# 1942****9911 Brecksville Road  
Brecksville, OH 44212**[www.corzanplumbing.com](http://www.corzanplumbing.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 CPVC is easy to maintain and efficient, saving you money and water.

**CP Rankin Inc.****BOOTH# 2159****4359 County Line Road  
Chalfont, PA 18914**[www.CPRankin.com](http://www.CPRankin.com)

CP Rankin is a self-performing, full-service provider of commercial roof services for buildings of all sizes and configurations operating 10 regional offices and serving the entire east coast! CP Rankin provides elite roof contracting workmanship and outstanding customer service for property management groups, big box retail, retail chains, restaurant groups, private ownership and more.

**CPower Energy Management****BOOTH# 1615****1001 Fleet St., Suite 400  
Baltimore, MD 21202**[www.cpowerenergymanagement.com](http://www.cpowerenergymanagement.com)

Cpower creates demand-side energy management strategies for our customers to help them reduce energy costs, generate revenue, and meet sustainability goals.

**Craftmaster Hardware****BOOTH# 1949****190 Veterans Drive  
Northvale, NJ 07647**[www.craftmasterhardware.com](http://www.craftmasterhardware.com)

Craftmaster Hardware distributes security hardware, locksmith supplies and detention hardware. Craftmaster primarily serves the Institutional Locksmith at Hospitals, Education, Facility Management and Corrections facilities. We represent the world's most recognized brands and differentiate ourselves with superior technical service and product support. Call on Craftmaster @ 800-221-3212 or info@craftmasterhardware.com Check us out at www.craftmasterhardware.com!

**Creative Sign Systems****BOOTH# 1300**11460-B Edmonston Rd.  
Beltsville, MD 20705[www.creativesignage.com](http://www.creativesignage.com)

CREATIVE serves institutions nationwide by designing, manufacturing and installing comprehensive wayfinding, sign systems, and artwork for private and federal facilities.

**Crown Polymers, Inc./EverRoof****BOOTH# 2114**11111 Kiley Ave.  
Huntley, IL 60142[www.crownpolymers.com](http://www.crownpolymers.com)**Cummins****BOOTH# 2243**2601 Fortune Circle E., Suite 300C  
Indianapolis, IN 46241[www.salesandservice.cummins.com](http://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 100 years and counting. 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.

**Cushman/Werres****BOOTH# 1829**807 E. South St.  
Frederick, MD 21701[www.cushman.com](http://www.cushman.com)

Established in 1901, Cushman offers a robust lineup of light-transportation vehicle solutions for commercial and industrial applications. Today, Cushman products include 30+ vehicle models, from rugged Hauler® UTVs, ideal for tough hauling and towing tasks in outdoor environments, to the Titan®, a fully electric burden carrier ideal for indoor environments. Cushman vehicles are designed and manufactured by Textron Specialized Vehicles Inc.

**dahl Valve Limited****BOOTH# 2465**2600 S. Sheridan Way  
Mississauga, ON L5J 2M4[www.dahlvalve.com](http://www.dahlvalve.com)

dahl is a Canadian manufacturer. Incorporated in 1952, it has transformed from a master distributor into a premium quality valve manufacturer for the plumbing and hydronic heating industries. The company's goal is to design and manufacture valves with unmatched quality. dahl's commitment to premium quality is reflected in their lifetime warranty which applies to every manufactured product.

**Davies Office Inc.****BOOTH# 2207**40 Loudonville Road  
Albany, NY 12204[www.daviesoffice.com](http://www.daviesoffice.com)

Davies core business for over 70 years has been sustainable recycling, remanufacturing and the sale of Grade A Systems Furniture from industry leaders such as: Steelcase, Haworth, Herman Miller and Knoll. Please visit us at Booth 2207 to learn more about Asset Recovery, Warehouse reduction and Cost Savings utilizing our Furniture Exchange programs.

**Davey Tree Expert Co., The****BOOTH# 2357**1500 S. Main St.  
Kent, OH 44240[www.davey.com](http://www.davey.com)

The Davey Tree Expert Company's more than 9,000 employees provide tree care, grounds maintenance and environmental consulting services for the residential, utility, commercial and government markets throughout the U.S. and Canada. Davey has provided Proven Solutions for a Growing World since 1880 and has been employee-owned since 1979. For more information, visit [www.davey.com](http://www.davey.com) or call 866.459.7356.

**DDP Roofing Services, Inc.****BOOTH# 2524**20 Conchester Road  
Glen Mills, PA 19342[www.ddproofing.com](http://www.ddproofing.com)

DDP approaches every roofing opportunity with our clients best interests in mind. Whether it is repair, replacement or maintenance, DDP strives to create a long term value based relationship with our customers.

**Dead Sea Works Company/K&S North America****BOOTH# 2570**444 W. Lake St., Suite 3000  
Chicago, IL 60606[www.mag-icemelt.com](http://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 evaporation of seawater making it your safer choice for ice control.

**DECRA Metal Roofing****BOOTH# 2456**1230 Railroad St.  
Corona, CA 92882[www.DECRA.com](http://www.DECRA.com)

DECRA Metal Roofing Systems is celebrating 62 years in manufacturing steel roofing products for light commercial & residential projects. DECRA products are available in profiles such as a Wood Shake, Barreled Tile and Shingle in a multitude of color blends. DECRA profiles include a 50 year commercial warranty. These steel roofs are Designed for Style & Engineered to Protect.

**Dependable LLC****BOOTH# 2550**2926 Chester Ave.  
Cleveland, OH 44114[www.floorprep.com](http://www.floorprep.com)

DEPENDABLE,LLC is an American manufacturer of professional grade floor products for repair, restoration and new construction. Since 1951, Dependable has been producing self-levelers, feather and patch, moisture, underlayments, primers, adhesives and additive solutions. Today, Dependable also offers the flooring industry revolutionary rolled underlayment products using entangled net filament technology. Learn more by visiting [floorprep.com](http://floorprep.com).

**Detex Corp.****BOOTH# 2452**302 Detex Drive  
New Braunfels, TX 78130[www.detex.com](http://www.detex.com)

Detex Corporation is an American manufacturer of Life Safety and Security Door Hardware products. Our product lines include exit control hardware, multi-point locks and panic hardware with electric options. Additionally we have exit alarms, door prop alarms, anti-tailgate, turnstiles etc., all of which may be ordered standalone or configured into a system to fit the unique life safety and security applications of your doors and gates.



### DITEK Surge Protection

**BOOTH# 2545**

1720 Starkey Road  
Largo, FL 33771

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

DITEK Surge Protection is your first line of defense for Video Surveillance, Fire, Networking, Communications, Intrusion Detection, Access Control and AC Power systems. We have led the industry in the design and manufacturing of surge protection solutions for 30 years, incorporating the latest technologies for maximum performance and protection. DITEK provides quality products, with unparalleled factory support and competitive pricing.

### Door Closer Service Co. Inc.

**BOOTH# 2547**

4501 Baltimore Ave.  
Bladensburg, MD 20710  
[www.doorcloser.com](http://www.doorcloser.com)

LCN, Norton, Rixson, Dorma more manufacturers. Weatherstripping, hinges, thresholds, door closers, exit devices and many more in stock items. Sales contact: customerservice@doorcloser.com

### Duct & Vent Cleaning of America Inc.

**BOOTH# 2241**

8750-10 Cherry Lane  
Laurel, MD 20707  
[www.ductandvent.com](http://www.ductandvent.com)

Over 25 years in business. We are certified members of NADCA 738212; The HVAC Inspection, Maintenance and Restoration Association and are members of the Indoor Air Quality Association. We clean air ducts, dryer vents, exhaust stacks, building structures, machinery and more. Free estimates.

### Ductz International

**BOOTH# 2365**

731 Fairfield Ct.  
Ann Arbor, MI 48108  
[www.ductz.com](http://www.ductz.com)

DUCTZ is the Nation's premier HVAC Restoration and Air Duct Cleaning provider, with 100 locations across the United States. All DUCTZ are trained and certified to work within residential, commercial, industrial and healthcare environments. All DUCTZ locations adhere to industry standards, including EPA, ASHRAE and NADCA. DUCTZ Facility Services also

includes: coil cleaning, ventilation cleaning, PM, filtration maintenance.

### Duro-Last Roofing Inc.

**BOOTH# 2234**

525 Morley Drive  
Saginaw, MI 48601  
[www.duro-last.com](http://www.duro-last.com)

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

### Dyson Airblade

**BOOTH# 1526**

1330 West Fulton St., Floor 5  
Chicago, IL 60607  
[www.dyson.com/for-business](http://www.dyson.com/for-business)

Dyson Airblade™ hand dryers are the most hygienic way to dry hands. All Dyson Airblade™ hand dryers have HEPA filters installed as standard to capture 99.97% of particles the size of bacteria as small as 0.3 microns from the restroom air. So hands are dried with cleaner air, not dirty air.

### Easi File

**BOOTH# 2531**

22 Skycrest  
Mission Viejo, CA 92692-5175  
[www.easifile.com](http://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.

### Eastern Diversified Services Inc.

**BOOTH# 2457**

89 Allentown Road  
Souderton, PA 18964  
[www.easterndiversified.com](http://www.easterndiversified.com)

EDS is a full service disaster restoration company. We repair & restore damages from fire-water-storm-mold, and more. When disaster strikes, the EDS Response Team gets you back in business quickly and efficiently. We provide 24/7 emergency services – We are here when you need us! Stop by our booth and learn how your commercial facility can be prepared for any disaster!

### ecobee SmartBuildings

**BOOTH# 1514**

207 Queens Quay West, #600  
Toronto, ON M5J 1A7

[www.ecobee.com/smartbuildings](http://www.ecobee.com/smartbuildings)

From the inventor of the smart thermostat, ecobee introduces ecobee Smart Buildings - a new energy management solution for commercial and multi-family buildings.

### Ecoglo Inc.

**BOOTH# 1843**

300 International Drive  
Williamsville, NY 14221  
[ecoglo.us](http://ecoglo.us)

The Ecoglo® Photoluminescent Egress Path Markers enable the safe movement of people down stairs. Ecoglo helps prevent trips and falls 24-hours-a-day because of its high visibility. Ecoglo is also a fail-safe supplementary emergency lighting system for fire exits as specified in the 2009 International Fire Code and the National Fire Prevention Association Life Safety Code 101.

### EcoStar LLC

**BOOTH# 1420**

42 Edgewood Drive  
Holland, NY 14080  
[www.ecostarllc.com](http://www.ecostarllc.com)

EcoStar LLC is celebrating over 25 years of providing innovative and sustainable solutions to the roofing industry. Its synthetic slate and shake products are made in the United States from up to 80% recycled content, and provide long-lasting durability and superior protection against extreme conditions such as wind, fire, rain and hail.

### Edwards Detection & Alarm

**BOOTH# 2401**

8985 Town Center Parkway  
Bradenton, FL 34202  
[www.edwardsfiresafety.com](http://www.edwardsfiresafety.com)

Since 1872 Edwards™ has led the way with innovative fire detection and alarm solutions. From economical control panels to high-end life safety and emergency communications platforms, this legacy of inventiveness and uncompromising quality has made Edwards life safety systems preferred among building owners and designers the world over. Edwards is part of Carrier, Inc., a unit of United Technologies Corp.

**Electric Eel Mfg. Co. Inc.****BOOTH# 1722**

501 W. Leffel Lane  
Springfield, OH 45501  
[www.electriceel.com](http://www.electriceel.com)

Made in U.S.A. since 1939 and the originator of the dual cable sectional sewer cleaner, Electric Eel produces a full range of drain and sewer cleaning equipment, water jetters, and pipeline inspection cameras for the maintenance professional backed by the industries best service and support including a nationwide network of sales representatives.

**Electro Industries/GaugeTech****BOOTH# 1716**

1800 Shames Drive  
Westbury, NY 11590  
[www.electroind.com](http://www.electroind.com)

Electro Industries/GaugeTech, a worldwide leader in sub-metering and power monitoring, manufactures products that reliably track energy usage and identify inefficiencies, while offering the latest technology in remote monitoring and self-calibration.

**EMCOR Services****BOOTH# 2458**

2800 Crystal Drive, Suite 600  
Arlington, VA 22202  
[www.emcorgovservices.com](http://www.emcorgovservices.com)

At EMCOR, our specialty is clients and their facilities. We provide a full spectrum of facility management and technology services to commercial, institutional and government facilities including engineering consulting, equipment installation and service, and operations and maintenance.

**EMG****BOOTH# 2556**

10461 Mill Run Circle  
Owings Mills, MD 21117  
[www.emgcorp.com](http://www.emgcorp.com)

EMG, a national A/E consulting firm, provides facility condition assessments, energy audits and long-range capital planning services.

**Enel X North America****BOOTH# 1622**

One Marina Park Dr., Suite 400  
Boston, MA 02210  
[www.enelx.com/n-a/en](http://www.enelx.com/n-a/en)

Enel X is the Enel Group's global business line dedicated to developing innovative products and digital solutions in sectors in which energy is showing the greatest potential for transformation: cities, homes, industries and electric mobility. Enel X in North America has nearly 3,600 customers, spanning more than 10,000 sites, representing around 3.8 GW of demand

response capacity and over 20 operational behind-the-meter storage projects.

**Entellio, Inc.****BOOTH# 1417**

31082 San Antonio St.  
Hayward, CA 94544  
[entillio.io](http://entillio.io)

Entellio provides a wireless sensor and control mesh networking system designed for commercial buildings, IoT applications with carefully embedded know-how on self-healing mesh network with reliable connectivity.

**Enterprise Furniture Consultants****BOOTH# 1701**

111 Water St., Suite 210  
Baltimore, MD 21202  
[www.enterpriseffc.net](http://www.enterpriseffc.net)

EFC is a full service office furniture and fitness equipment dealership, serving government and commercial customers nationwide. EFC is a Minority Owned, Service-Disabled Veteran-Owned, HUBZone, Small Business located in Baltimore, MD. EFC currently has two GSA Schedule's under Schedule 71 & 78 and hold multiple nationwide BPA/IDIQ contracts.

**Envoy, Inc.****BOOTH# 1521**

410 Townsend St.  
San Francisco, CA 94107  
[www.envoy.com](http://www.envoy.com)

From people to packages, Envoy helps you handle everything that comes through your office front door. We believe you should demand more from the tools you use around the office. That's why we're building a world where technology is seamlessly woven throughout the workplace — where smart tools lessen your workload and brighten your day. Visit [envoy.com](http://envoy.com) to learn more.

**ePIPE Restoration****BOOTH# 2345**

3122 W. Alpine St.  
Santa Ana, CA 92704  
[www.restoremypipes.com](http://www.restoremypipes.com)

Why Repipe? Avoid the mess. We fix pipes IN-PLACE! ePIPE Lead-Free, Leak-Free Pipe Protection restores pipes in-place with a 2 hour return to service. Our patented technology uses an epoxy barrier coating as a solution for leaks, corrosion and lead leaching in piping systems.

**Equipter****BOOTH# 2521**

49 Eagle Dr.  
Leola, PA 17540  
[www.equipter.com](http://www.equipter.com)

Equipter has manufactured versatile, innovative debris control solutions since 2003. Our products include self-propelled debris removal equipment, including lifts and dumpsters, that provide agile capabilities that save facilities managers time and money.

**EthoSource LLC****BOOTH# 2229**

180 Grace Blvd.  
Morgantown, PA 19543  
[www.ethosource.com](http://www.ethosource.com)

Ethosource is a nationwide provider of quality office furniture solutions and furniture related services. Our clients are fully supported with space planning and design, expert project management, move services, furniture buyback options and more. Our consultative approach allows our clients to consider multiple designs, styles and price points in a pressure free and enjoyable buying experience.

**Evercor Facility Management****BOOTH# 2271**

902 Wyoming Ave.  
Wyoming, PA 18704  
[www.evercor.com](http://www.evercor.com)

At Evercor, along with our self-performing subsidiaries, doing things right is one of our most important values. We specialize in the maintenance and support of commercial, distribution, fulfillment, and industrial properties. Established in 1995, we work hard every day to provide exceptional service for our clients. Learn more at [www.Evercor.com](http://www.Evercor.com).

**Everest Systems, LLC****BOOTH# 1427**

4008 Louetta Dr., Box 225  
Spring, TX 77388  
[www.everestsystemsco.com](http://www.everestsystemsco.com)

Everest Systems prides itself in utilizing the latest technologies to ensure it provides the highest performing products in the marketplace. Our customers can be confident they are installing a sustainable, long-term coating solution.

**Evoqua Water Technologies**

**BOOTH# 2437**  
5270 Marshall St  
Avada, CO 80002  
[www.evoqua.com](http://www.evoqua.com)

Learn how Evoqua Water Technologies' automatic screen filters and high efficiency cross-flow microsand filtration can improve your cooling tower efficiencies!

**Extrutech Plastics Inc.**

**BOOTH# 2462**  
5902 W. Custer St.  
Manitowoc, WI 54220  
[www.epiplastics.com](http://www.epiplastics.com)

Extrutech Plastics introduces a new stay in place; concrete form for 6 & 8-inch poured walls. The Extrutech FORM is 24 inches wide and snaps together for quick installation. This FORM offers an easy to clean sanitary surface on both sides. The product creates a structural wall system that is builder and customer friendly. Use in dairy, car wash or food facilities.

**Facilities Management Express**

**BOOTH# 1411**  
800 Yard St.  
Grandview Heights, OH 43212  
[www.gofmx.com](http://www.gofmx.com)

FMX enables facilities managers to more efficiently and effectively track work orders, schedule resources, and plan maintenance. Serving over 125,000 users worldwide, our cloud-based Computerized Maintenance Management System (CMMS) features a calendar view simple enough for anyone to use to submit, track, and manage their requests, events, and assets.

**Facilities Survey Inc.**

**BOOTH# 2447**  
400 Penn Center Blvd., Suite 552  
Pittsburgh, PA 15235  
[www.facilitiesurvey.com](http://www.facilitiesurvey.com)

Facilities Survey provides onsite equipment data collection and barcoding services, as well as our Custom Maintenance Software (CMS) CMMS package. CMS offers handheld solutions for work orders and your preventive maintenance needs, online work requests, and our new CMS View which can show your equipment and work orders on your floorplans.

**Facility Maintenance Decisions Magazine**

**BOOTH# 1003**  
2100 W. Florist Ave  
Milwaukee, WI 53209  
[www.facilitiesnet.com/fmd](http://www.facilitiesnet.com/fmd)

Official media sponsor of NFMT 2019. *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).

**FiberTite Roofing Systems by Seaman Corp.**

**BOOTH# 1723**  
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.

**Fire & Life Safety America Inc.**

**BOOTH# 2341**  
1340 Charwood Road, Suite P  
Hanover, MD 21076  
[www.flsamerica.com](http://www.flsamerica.com)

Fire and Life Safety America Inc. (FLSA) inspects tests and services fire alarm, sprinkler alarm, clean agent fire suppression systems, and special hazard suppression systems. FLSA provides facilities management with on-going preventive maintenance support and repair services for fire and life safety systems. FLSA is the only Fire Alarm Company certified in ISO standard 9001-2008, and holds GSA contract #GS21F0097W.

**Fireline Corp.**

**BOOTH# 2215**  
4506 Hollins Ferry Road  
Baltimore, MD 21227  
[www.fireline.com](http://www.fireline.com)

The Fireline Corporation, founded in 1947, has evolved to provide totally integrated fire protection solutions in the Mid-Atlantic region. Fireline is the most experienced fire alarm, sprinkler and special hazards contractor in the region. Our capabilities include engineering, design, installation, inspection, testing and service repairs. We also furnish and install portable fire extinguishers, kitchen exhaust hood and vehicle engine compartment fire suppression systems.

**Firestone Building Products**

**BOOTH# 2123**  
200 4th Ave. South  
Nashville, TN 37201  
[www.firestonebpco.com](http://www.firestonebpco.com)

Firestone Building Products Company is a leading manufacturer and supplier of commercial roofing and building envelope solutions. Products include: commercial roofing systems, roofing accessories, green roofing systems and daylighting systems, vegetative roofing systems, metal wall panels, insulation, cavity wall construction, pond liners, geomembranes and silicone and acrylic liquid coatings. Brands: Firestone, GenFlex, and Gaco.

**FlexCart**

**BOOTH# 1814**  
5868 Kitzmiller Rd  
New Albany, OH 43054  
[www.flexcartllc.com](http://www.flexcartllc.com)

Maintenance/engineering carts designed to provide an extremely efficient work method typically resulting in a 40% increase in productivity along with control over tool inventory and a more professional presentation to the client.

**FLIR Systems Inc.**

**BOOTH# 2319**  
9 Townsend West  
Nashua, NH 03063  
[www.flir.com](http://www.flir.com)

FLIR has expanded its line of Infrared Inspection Windows, now offering large format IR windows for faster, safer inspections of electrical equipment. Work more efficiently, make inaccessible components accessible, and save money by preventing unplanned downtime – without opening the panel door. Visit us at booth #2319 to find out more.

**Florock Polymer Flooring****BOOTH# 1816****1120 W. Exchange  
Chicago, IL 60609  
[www.florock.net](http://www.florock.net)**

Florock® Polymer Flooring, based in Chicago Illinois since 1952, is a leader in the manufacture, research and development, and installation of solutions-oriented concrete floor coatings and toppings. In addition to installation by a nationwide network of approved specialty contractors, we now offer professional-grade systems for facility self-install, as well as online training videos and technical support. At Florock, we understand it's "YOUR FLOOR. YOUR CHOICE."

**Fluke Corporation****BOOTH# 1920****6920 Seaway Blvd.  
Everett, WA 98203  
[www.fluke.com](http://www.fluke.com)**

The leader in test and measurement tools is leveraging the industrial internet of things (IIoT) with the Fluke Accelix™ Connected Reliability Framework. Accelix bridges the gaps between people, assets, and systems by integrating data from industrial sources — such as SCADA, CMMS, EAM, PLC, tools and sensors, and more. Enable your teams to do more by delivering comprehensive data to the palm of their hands.

**FreeAxez LLC****BOOTH# 2329****1805 Underwood Blvd.  
Delran, NJ 08075  
[www.freeaxe.com](http://www.freeaxe.com)**

For the last 25 years, FreeAxez has provided a pain-free cable management solution with its award-winning Adaptive Cabling Distribution™ systems. Gridd and GriddPower provide flexibility for the challenges posed by ever evolving technologies; expanding your power, voice and data capabilities in a system that boasts the highest cabling capacity in an all steel, light weight, low profile access floor product.

**Gabriel First Corp.****BOOTH# 1403****233 W Commercial St  
E Rochester, NY 14445-0191  
[www.gabrielfirst.com](http://www.gabrielfirst.com)**

From their roots as a cleaning contractor and floor coatings installer, Gabriel has evolved into a system provider with an unmatched record for cutting costs while

enriching staff pride. Gabriel guarantees that our products will out-perform your current products while helping you achieve remarkable results for up to 50% less than your current labor and material costs.

**GACO****BOOTH# 2123****200 4th Ave. South  
Nashville, TN 37201  
[www.gaco.com](http://www.gaco.com)**

Firestone Building Products Company is a leading manufacturer and supplier of commercial roofing and building envelope solutions. Products include: commercial roofing systems, roofing accessories, green roofing systems and daylighting systems, vegetative roofing systems, metal wall panels, insulation, cavity wall construction, pond liners, geomembranes and silicone and acrylic liquid coatings. Brands: Firestone, GenFlex, and Gaco.

**GAF****BOOTH# 1408****One Campus Drive  
Parsippany, NJ 07054  
[www.gaf.com](http://www.gaf.com)**

More homes and businesses in the U.S. are protected by a GAF roof than by any other product. We are the leading roofing manufacturer in North America, with plants strategically located across the U.S.A member of the Standard Industries family of companies, GAF is part of the largest roofing and waterproofing business in the world.

**Garland Co. Inc., The****BOOTH# 2273****3800 E. 91st St.  
Cleveland, OH 44105  
[www.garlandco.com](http://www.garlandco.com)**

For over 120 years, The Garland Company has been a leader of quality, high-performance roofing and building maintenance systems for the commercial, institutional and industrial markets.

**Garlock Safety Systems****BOOTH# 2342****2601 Niagara Lane  
Plymouth, MN 55447  
[www.garlocksafety.com](http://www.garlocksafety.com)**

Garlock Safety Systems is the leader in passive fall protection. Our safety products are used on rooftops, skylights, mezzanines, loading docks, and other in-plant areas. Manufacturer of specialty products for construction, flatbed trucks, and many other applications.

**GE Silicones****BOOTH# 1945****9930 Kinsey Ave.  
Huntersville, NC 28078  
[www.siliconeforbuilding.com](http://www.siliconeforbuilding.com)**

HIGH QUALITY, LONG LASTING building enclosure restoration solutions at a LOW COST. GE Silicones innovative high performance coatings can create cost efficient solutions to leaking roofs and facades, even over brick. Do not choose between a durable/cost prohibitive solution or a low cost/temporary solution when you can have the best of both. Extend your budget with GE Silicones.

**General Pipe Cleaners/General Wire Spring Co.****BOOTH# 1601****1101 Thompson Ave.  
McKees Rocks, PA 15136-3818  
[www.drainbrain.com](http://www.drainbrain.com)**

General Pipe Cleaners manufactures a full line of sewer and drain cleaning machinery, as well as high pressure water jets, video pipe inspection and location systems, water leak locators, pipe freeze kits, pipe thawing machines, and more. The toughest tools down the line.

**George Mason University Executive and Professional Education****BOOTH# 2046****3351 Fairfax Dr.  
Arlington, VA 22201  
[exced.gmu.edu/fm](http://exced.gmu.edu/fm)**

Mason's Facility Management programs include the Facility Management Certificate program as well as the Sustainability Facility Professional Credential program (SFP) and Facility Management Professional Credential program (FMP). Customized group training is available to meet your content needs, timing, and delivery preferences. Programs can be designed and delivered to address a wide variety of FM skills and topics.

**Glasdon Inc.****BOOTH# 2429****5200D Anthony Road  
Richmond, VA 23150  
[www.glasdon.com](http://www.glasdon.com)**

Glasdon produce a wide range of Recycling Bins for a variety of recycling streams and an extensive range of Trash Cans and Cigarette Units for the waste which can't be recycled. We hope that by providing the tools to make recycling and trash disposal as easy and simple as possible that together we can help keep our surroundings beautiful.

**Global Energy Services****BOOTH# 2537**20 W. Aylesburg Rd.  
Timonium, MD 21093[www.globalenergyservice.us](http://www.globalenergyservice.us)

Global Energy Services is a 100% woman-owned lighting retrofit company committed to helping companies realize immediate energy cost savings by providing cost-effective solutions through energy-efficient lighting, water solutions, and building envelope. Our goal is to reduce lighting and water energy, maintenance and overhead costs to directly impact and increase your net profit and improve the asset value of your building.

**Gordian****BOOTH# 2440**30 Patewood Dr.  
Greenville, SC 29615[www.gordian.com](http://www.gordian.com)

Construction and facilities cost data software and service.

**Gordian Energy Systems****BOOTH# 1624**4001 Coolidge Ave.  
Baltimore, MD 21229[www.gordianenergysystems.com](http://www.gordianenergysystems.com)

Gordian Energy Systems is a renewable energy construction firm specializing in the execution of complex commercial solar projects. From feasibility to financing, through design, construction and commissioning, we have the experience to bring your project to a successful completion. With a full range of O&M services we build and take care of them for their lifetime.

**GPRS****BOOTH# 2048**7540 New West Road  
Toledo, OH 43617[www.gprsinc.com](http://www.gprsinc.com)

Private utility locating and concrete scanning.

**Greenheck****BOOTH# 2427**PO Box 410  
Schofield, WI 54476[quick-delivery.greenheck.com](http://quick-delivery.greenheck.com)

Greenheck, the worldwide leader in manufacturing quality air movement, conditioning and control products, offers the most comprehensive line of ventilation equipment available. Greenheck now has an e-commerce site, Quick Delivery Online ([qdonline.greenheck.com](http://qdonline.greenheck.com)) where customers can shop thousands of in-stock fans, louvers, dampers and accessories that ship within 24 hours.

**Griswold Controls Inc.****BOOTH# 1610**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.

**GSM Roofing****BOOTH# 1834**345 S. Reading Road  
Ephrata, PA 17522[www.gsmroofing.com](http://www.gsmroofing.com)

Re-Roofing. Repairs. New Construction. GSM Roofing is a full-service, fully credentialed commercial and specialty roofing contractor with expertise in multiple crafts and services to provide solutions for almost every roof type. Our long history of excellence and professionalism sets us apart. We'll show you how the right roofing system and proper maintenance will help minimize facility maintenance expenses.

**Guardian CSC****BOOTH# 2566**6000 Susquehanna Plaza Drive  
York, PA 17406[www.guardiancsc.com](http://www.guardiancsc.com)

Guardian CSC is the Mid Atlantic's fastest growing water technologies company. We provide clean & efficient water solutions through our treatment programs, pre-treatment equipment, chemical feed systems, tanks and other related products for boilers, cooling towers, waste effluent systems and process water.

**GVM Inc.****BOOTH# 2260**374 Heidersburg Rd.  
Biglerville, PA 17307[www.gvminc.com](http://www.gvminc.com)

GVM is a leading manufacturer of professional grade snow and ice control equipment. We place a large emphasis on designing and building the highest quality and most reliable equipment to fit operations of all sizes. Our products include brine makers, anti-icing/de-icing equipment, blend and fill stations, and self-propelled surface control units.

**Hager Companies****BOOTH# 2252**139 Victor St.  
St. Louis, MO 63104[www.hagerco.com](http://www.hagerco.com)

Hager Companies 170-year legacy has been built on solid and secure door hardware that is made to last. Hager

offers over 6,000 products within 13 product lines of quality door hardware under one brand name. The majority of Hager's door hardware lines are American-made providing customers with durable products that meet the needs of the constantly changing hardware and security markets.

**Harvey Salt Company, The****BOOTH# 2572**1325 Mohrs Lane  
Baltimore, MD 21220[www.harveysalt.com](http://www.harveysalt.com)

Since 1933, The Harvey Salt Company has been the area's Single Source Salt Supplier for Water Treatment, Food Grade, Deicing & Agricultural Salts – Bag, Bulk, Dump or Pneumatic. Since 1960 we have specified turnkey aboveground Automatic Brine Delivery Systems installed in Government, Pharmaceutical, Educational, Healthcare, Industrial & Correctional Facilities then provided just-in-time deliveries of salt.

**HB McClure Company****BOOTH# 2461**600 South 17th St.  
Harrisburg, PA 17104[www.hbmccclure.com](http://www.hbmccclure.com)

HB McClure offers a broad range of commercial and industrial mechanical services, including true planned preventive maintenance, on-demand service, and equipment repair and replacement. With more than 60% of our business dedicated to commercial clients, we have the expertise and resources to be your one-stop partner. HB McClure is also an employee-owned company, which means we provide unbiased counsel and commit to building long-term relationships.

**Herc Rentals Inc.****BOOTH# 1729**27500 Riverview Center Blvd.  
Bonita Springs, FL 34134[www.hercrentals.com](http://www.hercrentals.com)

Herc Rentals is a leading equipment rental supplier with 275 locations throughout North America. We offer a diverse mix of equipment to help our customers work more efficiently, effectively & safely. Our rental fleet includes climate control, aerial, material handling, remediation & more.

**Herzig Engineering****BOOTH# 2359****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.

**Holby Valve, Inc.****BOOTH# 2500****24 Ferdon St.  
Newark, NJ 07105**[www.holby.com](http://www.holby.com)**Home Paramount Pest Control Company****BOOTH# 2160****2011 Rockspring Rd.  
Forest Hill, MD 21014**[www.homeparamount.com](http://www.homeparamount.com)

A leader in the industry, Home Paramount Pest Control is a family owned termite & pest control company since 1939. Specializing in residential & commercial services that meet the needs of consumers from Pennsylvania to Florida in a professional & courteous manner.

**HOODZ International****BOOTH# 2363****731 Fairfield Ct.  
Ann Arbor, MI 48108**[www.hoodzinternational.com](http://www.hoodzinternational.com)

A recognized leader in commercial kitchen exhaust system cleaning and preventive maintenance for restaurants, institutions and other food service industries.


**Houck Building Preservation Specialty Contractors****BOOTH# 2267****7464 Linglestown Road  
Harrisburg, PA 17112**[www.houcks.com](http://www.houcks.com)

Houck provides services to institutional and commercial clients that include roof installations, roof repairs and maintenance, masonry restoration, concrete rehabilitation, flooring systems, sealants/waterproofing, green solutions

and related services. Houck's commitment to its customers is evident in every project through a focus on safety, quality and performance, with an attention to detail and the efficient use of current methodology and technology.

**Hunt Consulting****BOOTH# 1409****9015 Maier Rd.  
Laurel, MD 20723**[www.huntconsulting.net](http://www.huntconsulting.net)

Full-Scale Professional Turnkey LIGHTING and SOLAR design and installation specializing in ENERGY EFFICIENT RETROFITS. Licensed Designers, Master Electricians on staff. Nationwide reach, Bonding available. All electrical services available. Certified MBE Firm.

**HydroCorp****BOOTH# 2569****5700 Crooks Road, Suite 100  
Troy, MI 48098**[www.hydrocorpinc.com](http://www.hydrocorpinc.com)

For over 30 years, HydroCorp has been dedicated to safe drinking water for companies and communities across North America. Fortune 100 firms, metropolitan centers, and utilities—all rely on HydroCorp to protect their water systems. Process Piping System Drawings/Mapping, Legionella Prevention & Control, Cross-Connection Control, ASHRAE 188, CMS S&C 17-30 Memo Compliance.

**HydroPoint Data Systems****BOOTH# 1520****1720 Corporate Circle  
Petaluma, CA 94954**[www.hydropoint.com](http://www.hydropoint.com)

Smart water management.

**ICB/TABB****BOOTH# 1714****8403 Arlington Blvd.  
Fairfax, VA 22031-4662**[www.tabbcertified.org](http://www.tabbcertified.org)

How do you know that a building's HVAC fire and smoke dampers were really inspected to meet NFPA requirements? ICB/TABB Certified HVAC Fire Life Safety technicians and supervisors are trained to inspect, test, maintain, and repair fire and smoke dampers according to NFPA standards and fire codes. For more information call 800-458-6525 or go to [www.tabbcertified.org](http://www.tabbcertified.org).

**IDN Global, Inc.****BOOTH# 2053****669 Airport Freeway, Suite 308  
Hurst, TX 76053**[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# 2258****800 Gessner, 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 105 countries. Formed in 1980, IFMA certifies professionals in facility management, conducts research, provides educational programs, and produces World Workplace, the world's largest facility management conference and exposition. For more information, visit the IFMA press room or [www.ifma.org](http://www.ifma.org).

**IFMA Chesapeake Chapter****BOOTH# 2558****10729 B Birmingham Way  
Woodstock, MD 21163**[www.ifmachesapeake.org](http://www.ifmachesapeake.org)

IFMA Chesapeake is the local Mid-Atlantic Chapter for Facility Management professionals. We provide Networking, Education, Encouragement, Certification, Mentorship and Professional Resources to our members through a variety of programs and events throughout the year. At NFMT Baltimore we are sponsoring two educational sessions and booth #2558. Visit the website [www.ifmachesapeake.org](http://www.ifmachesapeake.org) for more information

**Image Manufacturing Group****BOOTH# 1501****5405 Buford Hwy., Suite 270  
Norcross, GA 30071**[www.imagemanufacturinggroup.com](http://www.imagemanufacturinggroup.com)

Image Manufacturing Group equips facilities executives and leaders with resources to make the navigation of spaces more enjoyable and efficient. At NFMT 2019, we are introducing our cost-effective sign systems that provide efficiency and consistency while sustaining the design creativity to reflect the brand and architecture. We look forward to introducing you to Imago, Overture, and Parkade.



**Industrial Caulk & Seal Inc.****BOOTH# 2573**302 Broad St.  
Delta, PA 17314[www.industrialcaulkandseal.com](http://www.industrialcaulkandseal.com)

Polished Concrete, Joint Filler, Concrete Sealer, Concrete Repairs, Caulking, etc.

**Interior Maintenance Company Inc.****BOOTH# 2141**45 Scottdale Road  
Lansdowne, PA 19050[www.imc.cc](http://www.imc.cc)

Celebrating 46 years of service in the Mid-Atlantic region and beyond, Interior Maintenance Company (IMC) continues its reputation as the professional building maintenance firm specializing in Air Duct cleaning, Kitchen hood and equipment cleaning, Dryer exhaust cleaning, High Surface and Combustible Dust cleaning. IMC services schools, hospitals, government institutions and the largest commercial and industrial facilities.

**IR-TEC America Inc.****BOOTH# 1704**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.

**ISES Corporation****BOOTH# 2519**3100 Breckinridge Blvd., Suite 400  
Duluth, GA 30096[www.isescorp.com](http://www.isescorp.com)

ISES Corporation: Celebrating 30 years of Optimizing Facilities Portfolios •Facilities condition assessments and asset management/capital planning software •Utility infrastructure assessments •Preventive maintenance planning and programming •Maintenance operations consulting services. Our nationwide client base includes higher education, federal, state and local government entities, healthcare and research institutions, laboratories, and private sector and institutional clients.

**item Mid-Atlantic****BOOTH# 1824**12105 Insurance Way  
Hagerstown, MD 21740[www.item24.us](http://www.item24.us)

item is the developer and producer of the original modular aluminum system. We've focused on creating innovative products of the highest quality including the MB Building Kit System comprised of structural aluminum profiles, Workbench System, TPS Stairway/Platform System, and our Lean Production System.

**Jensen Hughes****BOOTH# 2535**3610 Commerce Dr Suite 817  
Halethorpe, MD 21227-1640[www.jensenhughes.com](http://www.jensenhughes.com)

JENSEN HUGHES is the global leader in safety, security and risk-based engineering and consulting. Our broad range of expertise helps clients maintain safety, minimize risk and save time and money in the design and construction of building, systems and solutions, to protect against the cost of potential losses.

**JLG Industries****BOOTH# 1703**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, and SkyTrak® telehandlers; and an array of complementary accessories that increase the versatility and efficiency of these products. JLG is an Oshkosh Corporation company [NYSE: OSK].

**Johnson Controls -****Family of Brands****BOOTH# 2029**507 E. Michigan St.  
Milwaukee, WI 53202[www.johnsoncontrols.com](http://www.johnsoncontrols.com)

Johnson Controls offers the largest portfolio of HVAC equipment, controls & automation systems, fire detection & suppression and security products & services in the world. You can find our solutions at work in offices and factories, in warehouses and stores, in campuses and hospitals, in apartment buildings and hotels. Our next-generation automation system technologies enable everything from smart equipment control to full integrations with HVAC, lighting, security, and detection systems — on a single platform.

**Karndean Design Flooring****BOOTH# 1847**1100 Pontiac Court  
Export, PA 15632[www.karndean.com](http://www.karndean.com)

With Karndean Designflooring LVT, get the look and feel of natural products with the durability and resilience of luxury vinyl. Our waterproof floors stand up to spills and outside debris that is tracked indoors and can be easily cleaned and maintained by on-site staff – no sanding, varnishing or staining required.

**Kautz Construction and KC Green Energy****BOOTH# 2226**1262 Loop Road  
Lancaster, PA 17601[kautzconstruction.com](http://kautzconstruction.com)

For 45 years, Kautz has been a provider of premier service in commercial roofing, residential roofing and general construction. With the importance of green initiatives, we became certified in Green Vegetative Roof and Solar Electric Energy systems. Our solar electric division specializes in roof/ground mount systems for commercial, agricultural and residential. Given our specialties, we are the "single source solution."

**Keltron****BOOTH# 1700**101A First Ave.  
Waltham, MA 02451[www.keltroncorp.com](http://www.keltroncorp.com)

Develops and manufactures UL-listed alarm management systems that improve response to fire and life safety incidents at multi-building facility and municipal environments. Solutions support and unify within a single view, multiple models and brands of alarm panels and alarm signaling technologies, providing an integrated system of fire and life safety alarm monitoring, dispatching and reporting. ISO 9001-certified, made in the USA.

**KEYper Systems****BOOTH# 2412**5679 Harrisburg Industrial Park Dr.  
Harrisburg, NC 28075[www.keypersystems.com](http://www.keypersystems.com)

America's premier key management systems. Protect keys and assets, and establish accountability across your business. Electronically controlled steel cabinets store and restrict access to keys, and can only be opened by authorized users. Web-based administration allows system management from any PC within your organization. Track key and user activity in real time, and perform analysis with audit trails and reports.

**Knauf Insulation****BOOTH# 1731**

1 Knauf Drive  
Shelbyville, IN 46176  
[www.knaufinsulation.com](http://www.knaufinsulation.com)

Knauf Insulation, a global leader for insulation products and solutions. We are one of the fastest growing and most respected names in insulation worldwide. We are committed to helping our customers to meet the increasing demand for energy efficiency and sustainability in homes, non-residential buildings and industrial applications. Knauf, a family name, and a corporate group of global dimensions.

**KOSTER American Corp.****BOOTH# 2472**

2585 Aviator Drive  
Virginia Beach, VA 23453  
[www.kosterusa.com](http://www.kosterusa.com)

KOSTER's product portfolio also covers among others the fields of basement & containment waterproofing, floor coatings, crack injection, concrete protection & restoration, waterproofing against rising damp and facade waterproofing. KOSTER is the recognized industry leader for high performance Vapor and Waterproofing products, synonymous with innovative product systems and the highest standards of customer service.

**Labor Finders****BOOTH# 2244**

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!

**Leica Geosystems Inc.****BOOTH# 2340**

2456 Valley Cove Dr.  
Duluth, GA 30092  
[www.leica-geosystem.us](http://www.leica-geosystem.us)

**LiftMaster****BOOTH# 1422**

300 Windsor Dr.  
Oak Brook, IL 60523  
[www.liftmaster.com](http://www.liftmaster.com)

LiftMaster is the number one brand of professionally installed residential garage door openers, as well as a major manufacturer of commercial door operators, residential and commercial gate operators, telephone entry systems and related access control products. LiftMaster's expansive line of state-of-the-art commercial products are designed to fit application, providing the latest technology and innovations in safety, security and convenience.

**Light Efficient Design****BOOTH# 2318**

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

Light Efficient Design (LED) provides screw-in retrofit lamps that instantly deliver up to 70% in energy savings, as well as significant maintenance labor savings. LED is the leading commercial LED retrofit lighting solution in the United States with ½ million installed in municipalities, universities, major retailers and hospitals.

**Lighting Breakthroughs****BOOTH# 2413**

2600 Willow St., Pike N, Suite 237  
Willow Street, PA 17584  
[www.lightingbreakthroughs.com](http://www.lightingbreakthroughs.com)

LED Lighting Supplier. Customized Solutions for your specific needs. Turnkey services available. Choose from site surveys, ROI Calculation, Installation, Rebate Calculation and Filing, Disposal of old lamps and ballasts, and Project Financing. Experience in all market segments including Office, Warehousing, Manufacturing, Retail, Educational and Multifamily. With crews in all 50 states we can cover all of your facilities.

**Locksmith Ledger Int.****BOOTH# 2515**

125 S. Wilke  
Arlington Heights, IL 60005  
[www.locksmithledger.com](http://www.locksmithledger.com)

Locksmith Ledger International has been the industry leader for more than 75 years in bringing unparalleled coverage of crucial industry issues ranging from mechanical locks, hardware installations, electronics and access control for the installer, security professional and integrator.

**LoRa Alliance™****BOOTH# 1525**

5177 Brandin Court  
Fremont, CA 94538  
[lora-alliance.org](http://lora-alliance.org)

LoRa Alliance: LoRaWAN™ is a new long range wireless network for smart building applications like occupancy, environmental monitoring or facilities management.

**M3T Corporation****BOOTH# 2543**

2250 Bumble Bee Hollow Rd  
Mechanicsburg, PA 17055  
[www.M3Tcorporation.com](http://www.M3Tcorporation.com)

System Integration (Access Control, Badging, Intercoms, Intrusion and Video Surveillance), Hardware Integration (Door Hardware, Keying/Locksmith Services and Safes/Vaults/Fireproof File Cabinets), Automatic Access Integration (Powered Pedestrian Doors, Turnstiles and Vehicle Gates), Technical Services & Cyber Security (Cyber Security, Hosted Solutions – VAHMS Cloud-based Video and Access Control, Information Security, Network Services and Wireless Systems), and Service Integration (Maintaining Client Systems and AAADM Inspections).

**Magnolia Plumbing****BOOTH# 2542**

600 Gallatin St., NE  
Washington, DC 20017  
[www.magnoliacompanies.com](http://www.magnoliacompanies.com)

For over 65 years, the Magnolia family of companies has been serving the residents and businesses of the Washington and Baltimore Metropolitan areas. Started as a small partnership in 1950, the company has grown through an unwavering philosophy that there is nothing more important than providing a quality product and a service resulting in complete customer satisfaction.

**Maintenance Troubleshooting International****BOOTH# 2445**

1 Arlington St.  
Newark, DE 19711  
[www.mtroubleshooting.com](http://www.mtroubleshooting.com)

Extensive Hands-On Training Seminars for Mechanical or Electrical Maintenance Mechanics given at our Hands-On Training Center in Newark Delaware (3 minutes off of I-95) or at your plant location (Our Hands-On Road Show).

**Marks USA****BOOTH# 2513**

365 Bayview Ave.  
Amityville, NY 11701  
[www.marksusa.com](http://www.marksusa.com)

Marks USA is a security lock hardware manufacturer located in Amityville, N.Y. Marks USA's product lines include architectural grade, BHMA and UL code compliant LocDown™ mortise, cylindrical and tubular locksets, electronic access control, biometrics, LifeSaver™ hospital/life safety and anti-ligature locksets, ornamental iron locksets, HI-SECURITY™ Cylinders and panic devices.

**Maryland/DC Chapter of APPA****BOOTH# 2471**

P.O. Box 37012  
Washington, DC 20560-0511  
[www.mddcappa.org](http://www.mddcappa.org)

The purpose of MD/DC APPA is to educate our constituents keeping current with industry trends, new methodologies, management trends, and provide networking opportunities for peers and service providers.

**Master Locators, Inc.****BOOTH# 2442**

675 Concord Rd.  
Glen Mills, PA 19342  
[www.masterlocators.com](http://www.masterlocators.com)

With over 15 years of experience, Master Locators is a leader in the subsurface utility locating industry. We provide services such as GPR survey, which is capable of detecting most underground utilities, support for subsurface utility engineering, vacuum excavation (a safe way to dig), private utility locating, CCTV pipe inspection, concrete scanning, and CAD & Utility mapping.

**Matting By Design****BOOTH# 2042**

715 N. Finn Drive  
Algona, IA 50511  
[www.mattingbydesign.com](http://www.mattingbydesign.com)

Matting By Design manufactures custom-designed floor matting with the trademark pink breathable backing. Every product

is loose-lay, individually handcrafted, and unlimited in size and shape. We also offer eco-friendly products in the form of recycled content and recyclable!

**Meridian Bird Removal****BOOTH# 2565**

PO Box 6485  
Christiansburg, VA 24068  
[www.meridianbirdremoval.com](http://www.meridianbirdremoval.com)

**Metrans, LLC****BOOTH# 2435**

P.O. Box 61594  
Phoenix, AZ 85082  
[www.mettransport.com](http://www.mettransport.com)

Metrans is a USA, OEM Manufacturer of a Patented, non-autonomous, electric personnel and light burden transport vehicle and 4 wheel steering trailers (for multiple missions). Metrans Products operate virtually anywhere a person can walk including offices, interior doorways, elevators and in Industrial vehicle environments at speeds of up to 13 mph and a range of up to 40 miles on one charge.



**MILLDAM**  
PUBLIC RELATIONS

**Milldam Public Relations****BOOTH# 2371**

PO Box 206  
Concord, MA 01742  
[www.milldampr.com](http://www.milldampr.com)

Milldam Public Relations is a full-service PR firm that provides competitively priced content development (white papers, case studies, press releases & byline articles) for companies serving the facilities industry. We work with your marketing team to find the best avenues for press coverage, leading to increased credibility and more leads, while building brand recognition.

**Mobile-Shop Co.****BOOTH# 2218**

30 Temple St.  
Nashua, NH 03060  
[www.mobile-shop.com](http://www.mobile-shop.com)

The Mobile-Shop® was developed by industry professionals to conform to lean design principles (5S and LeanSigma). Our complete facility maintenance system is proven to dramatically reduce time wasted searching for or retrieving the tools and parts needed to properly complete any maintenance task.

**Monico, Inc.****BOOTH# 1801**

18530 Klein Church Rd.  
Spring, TX 77379  
[www.monicoinc.com](http://www.monicoinc.com)

Monico can collect data from your gensets and other critical assets and provide that data to your BMS or IT Management Software through a single interface for integration into your overall monitoring system. Help prevent downtime and assure your equipment is prepared by monitoring test and exercise periods to detect positional Failure to Start and Failure to Run issues.

**Monnit****BOOTH# 1621**

3400 South West Temple  
Salt Lake City, UT 84115  
[www.monnit.com](http://www.monnit.com)

Facility managers and building owners trust Monnit to track what matters most — from machines and temperatures, to access. Our turnkey remote monitoring solutions alert you or your staff via text, email, or call if attention is needed anywhere on the ground floor or the top floor. Conserve resources, protect equipment, enhance building efficiency, and optimize tenant comfort with Monnit.

**Morin Distribution****BOOTH# 2525**

9305 Gerwig Lane, Suites V-7  
Columbia, MD 21046  
[www.morindistribution.com](http://www.morindistribution.com)

A family-owned business since 1966. Morin Distribution carries only the finest products for many of your HVAC needs. We maintain an extensive stocking program so that we can be there when you need us the most. We pride ourselves on dependable, consistent, timely first class service that we believe our customers deserve.

**Moss Walls, LLC****BOOTH# 1925**

354 Spinner Road  
Honesdale, PA 18431  
[www.MossWalls.com](http://www.MossWalls.com)

The Verdure LIVE Moss Wellness Wall is the first and only self-contained and self-maintaining live moss wall eco-system. Revitalize stale indoor air and improve productivity, health and sense of well being. Pre-assembled – easy set-up. Little to no maintenance. Less \$ than conventional living walls. Lifetime Warranty. Solid Stainless & Completely automated.  
[www.MossWalls.com](http://www.MossWalls.com)

**Multitherm Coils LLC****BOOTH# 2557**

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.

**NALCO Water, an Ecolab Company****BOOTH# 2314**

33 Garfield  
Oswego, IL 60543  
[www.ecolab.com/nalco-water](http://www.ecolab.com/nalco-water)

Trusted partners at over one million customer locations, Nalco Water, an Ecolab Company and Ecolab are excited to announce our new Sustainable products: the 3DTrasar™ Solid Cooling Water and Nexa™ Concentrates Hand Care programs. Our innovative solutions for water, air, energy management and facility maintenance deliver maximum ROI by reducing energy costs, protecting building assets, minimizing risk and increasing tenant satisfaction.

**National Association of Power Engineers****BOOTH# 1522**

5707 Seminary Road, Suite 200  
Falls Church, VA 22041  
[www.powerengineers.com](http://www.powerengineers.com)

The National Association of Power Engineers (NAPE) is the nation's oldest membership organization dedicated to advancing the profession and its members. Meet representatives of local NAPE chapters and learn about the many benefits available through membership. Representatives of the NAPE Educational Foundation will also be present to share information on upcoming classes in Electrical, HVAC, Boilers and license exam preparation.

**National Compressor Exchange, Inc.****BOOTH# 2466**

75 Onderdonk Ave.  
Ridgewood, NY 11385  
[www.nationalcompressor.com](http://www.nationalcompressor.com)

One of the largest independent suppliers of replacement as well as new Compressors in the industry today. All of the major O.E.M lines are in stock and ready to ship nationwide. Complete line of support parts as well. Reciprocating, screw, open drive, scroll type-visit us online or call for immediate price and lead times.

**National Fire Sprinkler Association****BOOTH# 2540**

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

NFSA represents fire sprinkler contractors, suppliers, manufacturers, designers, authorities having jurisdiction and others involved in the fire sprinkler industry. In addition to representing its members, NFSA provides technical expertise and training for building owners and managers who own and maintain fire sprinkler systems.

**National Heat Exchange Cleaning Corp.****BOOTH# 2473**

8397 Southern Blvd.  
Youngstown, OH 44512  
[www.nationalheatexchange.com](http://www.nationalheatexchange.com)

NHE provides unmatched service for all types & sizes of heat exchangers. We offer full bundle cleaning and testing as well as refurbishing plate & frame, fin fans & air cooled heat exchangers. NHE has been "Redefining Clean" within the industry for over 25 years.

**National Institute of Building Sciences****BOOTH# 2563**

1090 Vermont Ave., N.W., Suite 700  
Washington, DC 20005-4905  
[www.nibs.org](http://www.nibs.org)

The National Institute of Building Sciences is a non-profit, non-governmental organization that brings together representatives of government, the professions, industry, labor and consumer interests to identify and resolve building process and facility performance problems. The Institute serves as an authoritative source of advice for both the private and public sectors with respect to the use of building science and technology.

**National Pavement****BOOTH# 2116**

19 Commerce Lane, Suite 3  
Canton, NY 13617  
[www.nationalpavement.com](http://www.nationalpavement.com)

National Pavement provides local, regional and national asphalt maintenance throughout the USA. We service some of the nation's largest brands, including retailers, restaurants, commercial buildings, REITS, plus many more + Visit us at booth # 2116 to meet our team and discuss how our process is different. National Pavement will make pavement maintenance simple! Learn more at... [www.nationalpavement.com](http://www.nationalpavement.com)

**Nationwide Power****BOOTH# 2327**

1060 Mary Crest Road  
Henderson, NV 89074  
[www.nationwidepower.com](http://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).

**Natural Choice Corp.****BOOTH# 2147**

4601 Interstate Blvd.  
Loves Park, IL 61111  
[www.naturalchoicewater.com](http://www.naturalchoicewater.com)

Leading facilities throughout the world use Natural Choice water filtration systems, such as the ION drinking water appliance. Winner of design awards and several patents, the ION easily replaces bottled water coolers and drinking fountains.

**Navien Inc.****BOOTH# 2424**

20 Goodyear  
Irvine, CA 92618  
[www.navien.com](http://www.navien.com)

Innovations make Navien the best choice for commercial domestic hot water applications. Building owners and managers appreciate the efficiency, reliability and durability of Navien tankless water heaters over other outdated and inefficient systems.



### Network Thermostat

**BOOTH# 1504**

PO Box 3161  
Grapevine, TX 76099  
[www.networkthermostat.com](http://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.



### New Pig

#### New Pig Corporation

**BOOTH# 2328**  
One Pork Avenue  
Tipton, PA 16684  
[www.newpig.com](http://www.newpig.com)

Eliminate Risks With The Mat That Sticks  
Stop holding your breath over risky rugs!  
Adhesive-backed Grippy® Mat is the PROVEN safe floor solution that reduces slip, trip and fall claims by at least 80% while cutting floor mat expenses in half. To learn more or get a free Make the Switch Kit, call 1-855-474-7791.

#### BUILDING OPERATING MANAGEMENT'S

# NFMT®

National Facilities Management & Technology Baltimore

#### NFMT

**BOOTH# 1003**  
2100 W. Florist Ave.  
Milwaukee, WI 53209  
[www.nfmt.com](http://www.nfmt.com)

NFMT is the flagship event in a suite of live events produced throughout the year by *Building Operating Management* magazine and *Facility Maintenance Decisions* magazine. Additional events include Critical Facilities Summit in Dallas TX, September 23-25 and NFMT Orlando November 13-14. To learn more about any of these live events or the NFMT membership program stop by booth 1003.



Northeast Energy Efficiency Partnerships

### Northeast Energy Efficiency Partnerships

**BOOTH# 1425**  
81 Hartwell Ave.  
Lexington, MA 02421  
[www.neep.org](http://www.neep.org)

NEEP was founded in 1996 as a non-profit accelerating energy efficiency in the Northeast and Mid-Atlantic states. Our mission is to accelerate regional collaboration to promote advanced energy efficiency and related solutions in homes, buildings, industry, and communities. We build partnerships, advance market transformation, create learning exchanges and empower stakeholders that are engaged in meeting energy needs in a carbon-constrained world.

#### NTT Training

**BOOTH# 2418**  
6675 S. Kenton St. #100  
Centennial, CO 80111  
[www.nttinc.com](http://www.nttinc.com)

NTT Training helps America maintain a highly safe and proficient skilled workforce. NTT has trained over 1,000,000 employees at thousands of companies around the world. Each of our master instructors brings an average of 30 years of real-world experience into the classroom. Plus, only NTT has full-sized equipment for the widest variety of courses to ensure that students actually learn by doing.

#### NUUO Inc.

**BOOTH# 2436**  
15179 Sierra Bonita Lane  
Chino, CA 91710  
[www.nuuo.com](http://www.nuuo.com)

NUUO manufacturers Network Video Recorder(NVR)products tailor made for the demanding video surveillance industry. Whether your application is small or a multi site enterprise level, NUUO has a product to fit your needs while maintaining a manageable TCO to fit your budget. No annual software maintenance fee's with complimentary updates to keep your system current.

### O'Leary Asphalt Inc.

**BOOTH# 2361**  
9629 Doctor Perry Road  
Ijamsville, MD 21754  
[www.olearyasphalt.com](http://www.olearyasphalt.com)

O'Leary Asphalt Inc. is a full service paving, asphalt, concrete, and snow removal company serving Maryland, Washington, D.C., and Virginia. We specialize in contracts with commercial building owners and professional property managers, as well as shopping centers, parking lots, places of worship, schools, townhouse & condominium associations, and HOAs. We are routinely selected as a Top 100 Contractor.



### Oasis International

**BOOTH# 1617**  
222 E. Campus View Blvd.  
Columbus, OH 43235  
[www.oasiscoolers.com](http://www.oasiscoolers.com)

OASIS International is a global leader in the design, manufacture and distribution of clean drinking water systems. Since 1910, we've sold over 13 million water coolers and drinking fountains, and our products can be found in use around the world. We're continuously innovating dynamic products such as bottle fillers/hydration stations, water coolers, drinking fountains, bottle/bottleless coolers and water filtration solutions.

### On Target Maintenance, Inc.

**BOOTH# 2136**  
PO BOX 254  
Garrison, NY 10524  
[www.on-target.com](http://www.on-target.com)

On Target Maintenance a national provider of commercial janitorial services – specializes in floor maintenance, window cleaning & janitorial. Each client is assigned a dedicated account manager to address all questions, issues – We treat you as if you were are only client! Let's start the 1st conversation – you won't be disappointed !

### ONICON Inc.

**BOOTH# 2369**  
11451 Belcher Rd. S  
Largo, FL 33773  
[www.onicon.com](http://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# 2020**  
2210 Woodland Drive  
Manitowoc, WI 54220  
[www.oesx.com](http://www.oesx.com)

Orion Energy Systems, Inc., (Orion) 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.

### Overly Door Co.

**BOOTH# 2549**  
574 W. Otterman St.  
Greensburg, PA 15601  
[www.overly.com](http://www.overly.com)

For more than 60 years, Overly Door Co. has been an industry leader in the design, testing and manufacturing of specialty door and fixed window systems. These systems include the disciplines of sound control, blast-resistant, bullet-resistant, fire-resistant, and security.

### Parcel Pending

**BOOTH# 1509**  
1 Vanderbilt  
Irvine, CA 92618  
[www.parcelpending.com](http://www.parcelpending.com)

Parcel Pending simplifies the package delivery process for commercial properties thereby saving them valuable time and administrative costs. Our commercial lockers log, retrieve and distribute packages quickly and effectively without the involvement of staff.

### Parking BOXX

**BOOTH# 1609**  
9450 SW Gemini Drive, Suite 5000  
Beaverton, OR 97008-7105  
[www.parkingboxx.com](http://www.parkingboxx.com)

Parking BOXX offers parking control solutions, parking equipment and management software.

### Parkland Plastics

**BOOTH# 2044**  
P.O. Box 339  
Middlebury, IN 46540  
[www.parklandplastics.com](http://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.

### Pavement Corporation

**BOOTH# 2459**  
PO Box 1498  
Waldorf, MD 20604  
[www.pavementcorporation.com](http://www.pavementcorporation.com)

Pavement Corporation services local and national accounts for all of their capital improvement asphalt and concrete needs. We offer on call service for pothole repairs, seal coating, crack sealing, line striping, catch basin collapses, trip hazards and other "on demand" services to enhance safety in your parking lots, roadways or sidewalks. We currently serve customers in Maryland, Virginia, Washington, D.C., Delaware and West Virginia.

### PBI Restorations

**BOOTH# 2468**  
16 Stenersen Lane, Unit 1-A  
Hunt Valley, MD 21030  
[www.pbirestores.com](http://www.pbirestores.com)

PBI RESTORATIONS specializes in the restoration and reconstruction of commercial and residential properties damaged by fire, flood, storm and other catastrophes. Our expertise includes structural drying and environmental remediation of microbial biohazards. PBI's emergency services are available 24/7 throughout MD, DC and N.VA.

### Pelco by Schneider Electric

**BOOTH# 1500**  
625 W. Alluvial  
Fresno, CA 93711  
[www.pelco.com](http://www.pelco.com)

Pelco, a Schneider Electric company, is a world leader in the design, development and delivery of video security solutions and services. These advanced solutions incorporate Pelco cameras and Pelco software for video management and integration with other data driven applications.

### Pennoni

**BOOTH# 2334**  
1900 Market St.  
Philadelphia, PA 19103  
[www.pennoni.com](http://www.pennoni.com)

As a multidisciplinary consulting engineering firm, Pennoni approaches engineering challenges from a wider spectrum of angles than most, from land development to energy management. Our goal is to help clients navigate the ever-

changing technological advancements available and learn how best to integrate "smart" solutions into the current landscape and make them a part of resilient and sustainable planning.

### Planned Companies

**BOOTH# 2421**  
150 Smith Road  
Parsippany, NJ 07054  
<http://www.plannedcompanies.com>

Planned Companies provide janitorial, maintenance, security and concierge services to corporate, commercial retail and residential properties throughout the East Coast and West Coast.

### Porous Pave Inc.

**BOOTH# 1937**  
4385 E. 110th St.  
Grant, MI 49327  
[www.porouspaveinc.com](http://www.porouspaveinc.com)

LEED qualified, Porous Pave is slip resistant, won't freeze or crack, environmentally friendly and is available in several colors. Trails, sidewalks, pathways, parking lots, and play areas, are just a few of the many uses. Porous Pave is easy to install, using a standard mortar mixer, mixing time is under a minute, and curing time is about 24 hours.



### PotholeRepair.com

**BOOTH# 2552**  
8220 Grey Eagle Drive  
Upper Marlboro, MD 20772  
[www.potholerepair.com](http://www.potholerepair.com)

Pothole Repair.com is the opposite of a paving company – we specialize strictly in small scale asphalt damage. Providing durable repairs as a solution for potholes before your asphalt problems get worse and become hazards costly to repair. We also provide ongoing maintenance to maximize the life of your lots with our Pavement Preservation Program.

### Potter Electric Signal Company LLC

**BOOTH# 2536**  
5757 Phantom Drive, Suite 125  
St. Louis, MO 63042  
[www.pottersignal.com](http://www.pottersignal.com)

Potter offers solutions to corrosion in fire sprinkler systems. Stop leaks and failures of dry or pre-action systems with Potter intelligent Nitrogen Generators and purge valves. Protect wet sprinkler systems with automatic air vents and wet inerting. Increase fire sprinkler system life while

decreasing costs. Outsmart corrosion and equip yourself with knowledge with Potter's comprehensive training and educational resources.



### Power Pusher, Div. of Nu-Star, Inc.

**BOOTH# 1401**  
1425 Stagecoach Road  
Shakopee, MN 55379  
[www.powerpusher.com](http://www.powerpusher.com)

The Power Pusher Dumpster Mover™ enables a single person to maneuver 500 – 6,000+ pounds fast and effortlessly with total control. The battery-powered tug improves operator safety and productivity replacing more costly solutions or several people working together. It's a safe, clean solution for bulk material handling allowing transport of virtually anything that rolls. Multiple attachments are available.

### Powerhouse Equipment & Engineering

**BOOTH# 2464**  
240 Creek Road  
Delanco, NJ 08075  
[www.powerhouse.com](http://www.powerhouse.com)

Powerhouse was established in 1982, by Paul A. Stohner and is still a family run business focused on rental, service, and sales of quality boilers with P. Matthew Stohner as CEO and President of the growing company. Over the years, Powerhouse has developed a sterling reputation in the industry for quality work and specializing in reliable and robust boiler equipment. Powerhouse is your complete source for Portable Boiler Rooms to meet all of your steam and hot water needs.

### Precision Concrete Cutting

**BOOTH# 2142**  
3191 N. Canyon Road  
Provo, UT 84604  
[www.safesidewalks.com](http://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](http://www.safesidewalks.com)



### ProFM™ Credential Program

**BOOTH# 2225**  
2975 Lone Oak Drive  
Eagan, MN 55121  
[www.ProFMi.org](http://www.ProFMi.org)

Show the world you're a Pro with the ProFM credential! Update and expand your technical FM knowledge and managerial skills to today's global standard with leading edge training covering the 24 Things Every FM Should Know. Whether you're new to FM or have decades of experience, ProFM demonstrates you're prepared to take on any FM challenge with expertise and confidence.

### PropertyTRAK

**BOOTH# 2320**  
2018 East Prairie Circle, Suite 102  
Olathe, KS 66062  
[www.PropertyTRAK.com](http://www.PropertyTRAK.com)

PropertyTRAK's CMMS SaaS solution drives operational excellence with measurable results, often within weeks of implementation. PropertyTRAK reduces maintenance costs; extends the life of building assets, improves communications between employees, staff, and vendors; assures regulatory compliance; QR code asset management; supports preventive maintenance programs; enhances workplace productivity; provides statistics to create capital and operating budgets. Respond Faster – Communicate Easier – Manage Better

### PS Flood Barriers

**BOOTH# 2414**  
1150 S. 48th St.  
Grand Forks, ND 58201  
[www.psfloodbarriers.com](http://www.psfloodbarriers.com)

PS Flood Barriers products can preserve your building from dangerous and costly flooding by ensuring important equipment, generators and assets are dry. The Pedestrian and Mechanical Room Flood Door, act as normal use doors and are always in place. Flood Wall systems are a removable flood-proofing solution, custom built to fit your opening size. All products are USA made.

### PSG/Guardian Fall Protection

**BOOTH# 1309**  
607 E. Sam Houston Pkwy. S.  
Pasadena, TX 77503  
[www.puresafetygroup.com](http://www.puresafetygroup.com)

Fall protection and engineered services.

### Pure Water Technology of Central PA, Inc.

**BOOTH# 2245**  
1200 Corporate Blvd.  
Lancaster, PA 17601  
[www.purewaterpa.com](http://www.purewaterpa.com)

Pure Water Technology provides state-of-the-art, cost-efficient workplace drinking water systems. With our water purification technology that removes impurities and prevents the growth of bacteria, you get the most healthful, fresh, best-tasting water possible. From our five offices, we serve businesses throughout southeastern Pennsylvania, northern Maryland, and northern Delaware. We guarantee your satisfaction with our superior service and support.

### Q Ware

**BOOTH# 1620**  
150 State St.  
Rochester, NY 14614  
[www.qwarecmms.com](http://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.

### Q-PAC

**BOOTH# 1616**  
4010 Deerpark Blvd.  
Elkton, FL 32033  
[www.q-pac.com](http://www.q-pac.com)

Q-PAC ships a kit with every component you need for an ECM fan array, and you install it in a few hours. With our patent pending Quick Connect wiring system, required electrician time is cut by 75%. Our optional BACnet and MODBUS compatible controllers make system integration simple.

### QAI/Konica Minolta Business Solutions

**BOOTH# 1813**  
100 Williams Drive  
Ramsey, NJ 07446  
[www.kmbs.konicaminolta.us](http://www.kmbs.konicaminolta.us)

Konica Minolta Business Solutions is reshaping and revolutionizing the Workplace of the Future™ with its expansive smart office product portfolio from IT Services, Enterprise Content Management, Managed Print Services and industrial and commercial print solutions. Konica Minolta partners with its clients to give shape to ideas and work to bring value to our society. Document Scanning and Conversion Services/Solutions.

**Quadlogic Controls Corp.****BOOTH# 1939**

33-00 Northern Blvd  
Long Island City, NY 11101  
[www.quadlogic.com](http://www.quadlogic.com)

Since 1982, Quadlogic has been a leader in the manufacturing of utility-grade meters and advanced submeter systems. Today, Quadlogic is launching new products that interface with building automation systems via BACnet and Modbus. Data is accessible via LAN and internet and can be stored in the Cloud. Quadlogic also provides a full range of reading and billing services.

**Quench USA, Inc.****BOOTH# 2325**

630 Allendale Road, Suite 200  
King of Prussia, PA 19406  
[quenchwater.com](http://quenchwater.com)

Quench USA offers Water-as-a-Service™ solutions by providing filtered water systems, including bottleless water coolers, ice machines, sparkling water dispensers, and coffee brewers, to 50,000+ customers across North America, including over half of the Fortune 500. To learn more, please visit our website: [quenchwater.com](http://quenchwater.com).

**RAB Lighting****BOOTH# 2246**

170 Ludlow Ave.  
Northvale, NJ 07647  
[www.rabweb.com](http://www.rabweb.com)

RAB Lighting is committed to creating high quality, affordable, well designed and energy-efficient LED Lighting and controls that make it easy for distributors to sell, electricians to install and end-users to save energy. Located in Northvale, NJ and founded in 1946, RAB offers well-designed, professional grade lighting through a broad network of electrical distributors. Call (888) RAB-1000 or visit [www.rablighting.com](http://www.rablighting.com).

**Rabine Paving Mid Atlantic****BOOTH# 2561**

2750 Marble Court  
District Heights, MD 20747  
[www.rabinepavingmidatlantic.com](http://www.rabinepavingmidatlantic.com)

Rabine Paving Mid Atlantic offers local services throughout the region and can accommodate national work through our corporate group. Our Services Include: Asphalt, Concrete, Striping, Sealcoating, Crack Sealing, Patching, Snow Removal, Storm Water Management, Underground Utilities, Excavation, Pipetelevising, Decorative Pavement, Scopes and Site Assessments.

**Rain Bird Corp.****BOOTH# 2269**

6991 E. Southpoint Road, Building #1  
Tucson, AZ 85756  
[www.rainbird.com](http://www.rainbird.com)

Commercial Landscape Irrigation products and systems designed to use and manage water efficiently. Rain Bird manufactures a full line of Smart Controllers, Sensors, Valves, Dripline, Pumps and Filtration, all coordinated to reduce water use, save money and improve your sustainability. IQ3 Central Controls is a Cloud-based Remote Water Management system that can be accessed through your desktop, laptop, iPad and Smartphone.

**RCI Technologies East****BOOTH# 1839**

3485 Rockefeller Court  
Waldorf, MD 20602  
[www.rcitechnologies.com](http://www.rcitechnologies.com)

RCI Technologies, a manufacturer/distributor servicing industry for more than 20 years offers a unique and complete line of Patented "Green Clean Certified" filterless universal fuel purifiers, portable fuel cleaning units and NEMA 4 UL 508A automatic fuel recirculating systems. RCI's reengineered recirculation systems have been designed to satisfy the TIER IV stored fuel cleanliness requirements.

**RectorSeal****BOOTH# 1502**

2601 Spenwick Dr.  
Houston, TX 77055  
[www.rectorseal.com](http://www.rectorseal.com)

RectorSeal, 1937 a leading manufacturer of chemical specialty products for professional tradesmen. Steady growth has been achieved through a commitment to producing the highest quality products for the Plumbing contractor. RectorSeal® Manufactures a complete line of thread sealants, firestopping products, solvent cements, Fluxes and specialty products including SureSeal®, Clean Check®, Hubsett™, Magic Vent™ and Golden Tools™.

**Reechcraft Inc.****BOOTH# 1800**

474 45th St. S  
 Fargo, ND 58108  
[www.reechcraft.com](http://www.reechcraft.com)

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

**Reliable Controls Corp. USA****BOOTH# 2313**

120 Hallowell Road  
Victoria, BC V9A 7K2  
[www.reliablecontrols.com](http://www.reliablecontrols.com)

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

**RenewAire****BOOTH# 1414**

201 Raemisch Rd  
Waunakee, WI 53597  
[www.renewaire.com](http://www.renewaire.com)

For 35 years, RenewAire has been a pioneer in improving people's health, cognitive function, productivity and wellbeing by enhancing IAQ via energy recovery ventilation technologies. This is done energy-efficiently, cost-effectively and sustainably with fifth-generation, static-plate, enthalpy-core Energy Recovery Ventilators (ERVs) and Dedicated Outdoor Air Systems (DOAS). For more information, visit: [www.renewaire.com](http://www.renewaire.com).

**Reynolds Building Solutions****BOOTH# 2153**

3300 N Third St.  
Harrisburg, PA 17110  
[www.reynoldssolutions.com](http://www.reynoldssolutions.com)

A full-service building solutions provider of Construction, Energy, Engineering and Commissioning, and Disaster Restoration Services. The Reynolds footprint covers the Mid-Atlantic region (PA/NJ/DE/MD/NJ/DC/VA), having office locations in Harrisburg, PA, Pittsburgh, PA, King of Prussia, PA, and Elkridge, MD.

**RIDGID****BOOTH# 1517**

400 Clark St.  
Elyria, OH 44035  
[www.ridgid.com](http://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™, a global innovator in technology and engineering.

### Rimkus Building Consultants

**BOOTH# 1820**

8 Greenway Plaza, Suite 500

Houston, TX 77046

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

Rimkus Building Consultants combines extensive expertise in design, construction, operations and maintenance. From building envelopes and structural systems to roadways, bridges, electrical systems and the entire range of built environments, we work with customers to bring engineering skills and innovative thinking to proactively help mitigate risks and defects and maximize life cycles.



### RLE Technologies

**BOOTH# 2135**

104 Racquette Drive  
Fort Collins, CO 80524

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

RLE Technologies is a global provider of raised floor, airflow, leak detection, facility monitoring, and system integration products. Our wired and wireless monitoring systems provide peace of mind for facility stakeholders, and over 16 million feet of our patented leak detection cable is installed in facilities worldwide. RLE's products are proudly designed, engineered, and manufactured in the USA.

### RPG Squarefoot Solutions

**BOOTH# 1421**

320 2nd St  
Laurel, MD 20707

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

RPG Squarefoot Solutions is a leading technology solutions provider for the construction industry. We are based in the Baltimore-Washington DC metropolitan area and serve customers across the United States. We provide Construction Technology services and solutions for Architects, Engineers, Contractors, and Facility Owners. We have been in business for over 25 years, with office locations in Maryland and Virginia.

### Rudolph Supply

**BOOTH# 2265**

6618 Amberton Rd., Suite 500  
Elkridge, MD 21075

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

Rudolph's is a local office products business with over 70 local employees and services over 3,000 customers in the Baltimore/DC metro area. Our corporate office and warehouse facilities are located in Baltimore. We are a woman-owned Maryland State Certified Minority Business Enterprise (MBE-94-126). We also maintain minority status with Prince George's County, WMATA, MWAA, Virginia and Delaware.

### RUNNUR: Tablet Carrying Solutions

**BOOTH# 1614**

1704 S. Congress  
Austin, TX 78704

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

We design and make Tablet & iPad Holsters, Shoulder Slings, and Mobile Organizers to carry devices, and "tools of the trade," safely and securely. Our innovative products have been developed to be tough, lightweight, fashionable and ergonomic providing access to your device in less than 1 second from a safe and secured position.

### Safe-T-Nose

**BOOTH# 2038**

1640 Salem Industrial Dr NE  
Salem, OR 97301

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

Safe-T-Nose® Photo-Glo® products provide life-saving glow to show you the way out. All of the egress path markings for stairways. Photoluminescent EXIT signs replace electric ones, saving time, money, and waste. Exit Door Kits enhance emergency evacuation with better markings for exit doors. We are UL listed and ASTM tested. Additional info: [www.safetnose.com](http://www.safetnose.com) or 855-723-6673



### SafePro

**BOOTH# 1946**

844 South 430 West  
Heber, UT 84032

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

SafePro is a manufacturer of rooftop safety, fall protection and security solutions. SafePro products provide safe access, OSHA compliance and reduce risk from accidental falls. Our products eliminate open hole and perimeter

violations, prevent building devaluation and improve rooftop security for various types of commercial, industrial and institutional buildings. SafePro is dedicated to protecting lives and eliminating potential hazards.

### Safety Rail Company

**BOOTH# 2335**

4244 Shoreline Drive  
Spring Park, MN 55382

[www.safetyrailcompany.com](http://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, Warning Line Systems and Ladders. From concept to completion, Safety Rail Company will analyze your fall hazard need, specify a suitable solution, manufacture the required products and install on your facility.

### Safety Technology International, Inc. (STI)

**BOOTH# 2419**

2306 Airport Road  
Waterford, MI 48327

[www.sti-usa.com/nfmt19](http://www.sti-usa.com/nfmt19)

Safety Technology International (STI) manufactures protective enclosures, covers and cages constructed of tough polycarbonate or metal. Covers guard against accidental or intentional damage to fire pull stations, cages for clocks, strobes, emergency lights, exit signs and more. Alarms protect extinguishers, AEDs or exit/entry doors from theft or misuse. Buttons for lockdown, emergency, exit or custom labeling available. Rely on STI!®

### SALTO Systems

**BOOTH# 2253**

1780 Corporate Drive  
Norcross, GA 30093-292

[www.salto.us](http://www.salto.us)

We're driven by innovation. Guided by our insights into customer needs, SALTO delivers industry-leading, next-generation electronic locking solutions without wires and without mechanical keys. By continually being first to anticipate market needs in a rapidly evolving marketplace, we set new standards in security, manageability and scalability.

**Sapling Company Inc.**

**BOOTH# 1708**  
670 Louis Drive  
Warminster, PA 18974  
[www.sapling-inc.com](http://www.sapling-inc.com)

For two decades, Sapling has been a pioneer in providing state-of-the-art synchronized clock systems. Sapling clocks can be found in schools, hospitals, manufacturing plants, business complexes, transportation facilities, and many other industries globally. Sapling features a complete line of analog and digital clock products for systems such as wired, IP and our patented Wireless Clock System.

**SATEC Inc.**

**BOOTH# 2039**  
10 Milltown Ct  
Union, NJ 07083  
[www.satec-global.com](http://www.satec-global.com)

SATEC is a global leader of intelligent power measurement instrumentation. SATEC offers a full line of metering, power quality and fault recording products for the proper "Powerful Solution" for all your measurement, monitoring and control needs. SATEC's "Smart & Simple" approach to digital design has been revolutionizing the industry with many unique application oriented features.

**Sauers Snow & Ice Management**

**BOOTH# 2364**  
85 Steamboat Dr.  
Warminster, PA 18974  
[www.sauersinc.com](http://www.sauersinc.com)

We Think Snow All Year! Sauers is the region's premier, privately-owned snow removal company. We offer comprehensive snow and ice management solutions throughout the Greater Philadelphia/Tri-State region.

**Schluter Systems**

**BOOTH# 2348**  
194 Pleasant Ridge Road  
Plattsburgh, NY 12901  
[www.schluter.com](http://www.schluter.com)

**Schneider Electric**

**BOOTH# 1602**  
800 Federal St.  
Andover, MA 01810  
[www.schneider-electric.us](http://www.schneider-electric.us)

At Schneider Electric, we are focused on improving your business, safety, reliability, efficiency, sustainability, and connectivity. We do this with EcoStruxure™, our single, open IoT-enabled system which allows us to innovate at every level.

**School Planning & Management / College Planning & Management**

**BOOTH# 1301**  
14901 Quorum Drive, Suite 425  
Dallas, TX 75254  
[www.spaces4learning.com](http://www.spaces4learning.com)

SP&M and CP&M – the education industry's leading publications for facilities, security, technology and business news – reach professionals at PK-12 school districts and college/universities nationwide. Our print and digital products provide readers timely news, topical research, best practices, buying tips and product reviews – helping them do a better job and improve the learning environment.

**Scotch Corporation**

**BOOTH# 2444**  
1255 Viceroy  
Dallas, TX 75247  
[www.scotchcorp.com](http://www.scotchcorp.com)

Scotch Corporation/Instant Power® Professional is a leading national manufacturer of drain openers and biological drain cleaners. The Instant Power® Professional products are the most effective nonacid drain care products on the market and include: Heavy Duty Drain Openers, bio-enzyme drain cleaners, septic system treatment and many others.

**SealMaster**

**BOOTH# 2249**  
10817 Williamson Lane  
Cockeysville, MD 21030  
[www.sealmaster.net](http://www.sealmaster.net)

As one of the world's largest manufacturers of pavement sealer and sealcoat, pavement maintenance professionals rely on SealMaster as their key supplier of sealcoating and pavement maintenance products and equipment to repair, protect, preserve and beautify asphalt pavement surfaces including parking lots, airports, roads, driveways and sport surfaces.

**SELECT Hinges/SELECT Products Ltd.**

**BOOTH# 2448**  
9770 Shaver Road  
Portage, MI 49024  
[www.select-hinges.com](http://www.select-hinges.com)

Door Solutions! Doors last longer with SELECT continuous geared hinges, outperforming traditional hinge systems in schools, offices, and public buildings. SELECT Hinges™ are tested for 25,000,000 cycles (equivalent to 60+ years) – more than most doors see in a lifetime. For new or retrofit doors. Reuse your frame, reuse your door. Save Time and Money with SELECT Hinges.

**SemaConnect**

**BOOTH# 2115**  
4961 Tesla Drive  
Bowie, MD 20715  
[www.semaconnect.com](http://www.semaconnect.com)

SemaConnect is the leading provider of electric vehicle amenities to commercial and residential property markets. A complete EV support partner, SemaConnect delivers a modern property experience through innovative, elegantly designed charging stations and a robust and open network. SemaConnect remains the preferred charging solutions partner to municipal, parking, multifamily, hotel, office, and retail customers across the United States and Canada.

**Sensi Multiple Thermostat Manager**

**BOOTH# 1405**  
1918 Forest Ave.  
Saint Louis, MO 63139  
[sensi.emerson.com/en-us](http://sensi.emerson.com/en-us)

Sensi Multiple Thermostat Manager pairs with Sensi Wi-Fi Thermostats to give facility managers the power to control all their thermostats in one place. So no more running room to room or overpaying on your energy bills.

**ServiceMaster NCR**

**BOOTH# 2534**  
7551 Fordson Road  
Alexandria, VA 22306  
[www.smncr.com](http://www.smncr.com)

Headquartered in Alexandria, VA since 1986, ServiceMaster NCR provides 24/7/365 emergency disaster restoration services. Services include: Water, fire and smoke restoration, mold testing, sustainable mold remediation, and large loss project management. Also specializing

in: biohazard/crime scene cleanup, deodorization, post-construction cleaning, barrier containment and other specialty and technical cleaning services.

### SERVPRO

**BOOTH# 2434**  
8626 Brooks Drive  
Easton, MD 21601  
[www.servpro.com](http://www.servpro.com)

SERVPRO Franchise Professionals are available 24/7/365 to get your business back up and running. Our expertise includes restoration services for fire and water damage, including electronics restoration and document drying. We are also your business's best resource for mold, biohazard and crime scene mitigation cleanup and specialty services with Risk Assessments. Find out more about our commercial restoration specialists.

### Shiloh Paving & Excavating Inc.

**BOOTH# 2061**  
300 Cloverleaf Road  
York, PA 17406  
[www.shilohpaving.com/](http://www.shilohpaving.com/)

Shiloh Paving and Excavating, Inc. provides asphalt paving and milling services for roadways, parking lots, and recreational sports surfaces. We also specialize in concrete work including ADA compliant ramps, sidewalks, curbing, dolly pads and retaining wall construction. Our team of experts are also skilled in stormwater management, utility infrastructure improvements and sink hole remediation.



Your building is talking. Are you listening?

### Site 1001

**BOOTH# 1511**  
1001 Locust St.  
Kansas City, MO 64106  
[www.site1001.com](http://www.site1001.com)

Skylight by Site 1001 optimizes building performance and operations through its AI-backed, cloud-based big data platform. Building professionals use Skylight to create better places through smarter building management and community connection. Skylight translates core building and operational data into information to maximize satisfaction, lower operational costs, increase asset longevity and enhance property value.

### SMS Valet

**BOOTH# 2119**  
9300 John Hickman Parkway, Suite 804  
Frisco, TX 75035  
[www.smsvalet.com](http://www.smsvalet.com)

SMS Valet is a revolutionary, cloud-based, ticketless valet solution designed to elevate the guest/resident experience as well as your revenue streams. Whether you operate valet in-house or you outsource valet services to a 3rd party, SMS Valet will help you manage, monitor and ensure the level of service provided always meets your standards.

### Snake Tray

**BOOTH# 2347**  
291 Skip Lane  
Bay Shore, NY 11706  
[www.snaketray.com](http://www.snaketray.com)

Snake Tray is a leading manufacturer and designer of cable management, power distribution and enclosures. Our patented products are designed with features that substantially lower the total cost of construction with savings in labor, material costs and shipping. All products are made in the USA.

### Snow Dragon

**BOOTH# 2551**  
29100 Lakeland Blvd  
Cleveland, OH 44092  
[www.snowdragonmelters.com](http://www.snowdragonmelters.com)

As an engineering and manufacturing firm in the heat processing systems field for the past 100-years, we are committed to supplying safe and efficient snow melting equipment. Our heat exchanger technology, aftermarket parts accessibility, and our products low service requirements all come together to offer our customers a comprehensive package which delivers a safe, user friendly, and effective machine.

### Socomec

**BOOTH# 1415**  
9 Galen St.  
Watertown, MA 02472  
[www.socomec.us](http://www.socomec.us)

Discover our measurement and monitoring system for electrical installations: DIRIS Digiware. The DIRIS Digiware system is a hub of technological innovations that revolutionizes the world of measurements, bringing a high degree of flexibility to installations and making connection and configuration easy. DIRIS Digiware is the most effective solution for metering consumption, measuring and monitoring the quality of electrical energy in industrial and commercial applications.



QUALITY OF LIFE SERVICES

### Sodexo

**BOOTH# 2144**  
9801 Washingtonian Blvd.  
Gaithersburg, MD 20878  
[www.sodexousa.com](http://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.

### Solid Waste Solutions

**BOOTH# 1515**  
722 Lake Caroline Dr.  
Ruther Glen, VA 22546  
[www.greenworldstrategies.com](http://www.greenworldstrategies.com)

Solid waste solutions for efficiencies of waste handling, cost reductions, CO2 reductions, selecting the right equipment to achieve results.

### Solus Group

**BOOTH# 2443**  
PO Box 410944  
St. Louis, MO 63141  
[www.solusgrp.com](http://www.solusgrp.com)

Solus Group offers a variety of material handling products, including Bin Tipplers that allow staff to ergonomically unload bins without risk of physical strain or injury. Other product solutions include forklift battery handling equipment, warehouse storage, scissor lift tables, electrical equipment, dock accessories, compressed gas storage, and shipping/receiving equipment. We provide products that promote facility safety, efficiency, and productivity.

### South-Tek Systems

**BOOTH# 2343**  
2940 Orville Wright Way  
Wilmington, NC 28405  
[www.southteksystems.com](http://www.southteksystems.com)

At South-Tek Systems, we understand the science behind corrosion. We not only provide consultation and risk assessment, but we manufacture the most efficient and cost effective engineered corrosion solutions on the market. Among those is the N2-Blast® Nitrogen Generation System, which has successfully inhibited corrosion and maximized the customer's sprinkler pipe service life in more than 10,000 facilities worldwide.

**Spartan Paving LLC****BOOTH# 2264**

2300 Dixie Highway  
Waterford, MI 48328  
[www.spartanpaving.com](http://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.

**Special Pathogens Laboratory****BOOTH# 2469**

1401 Forbes Ave., Suite 401  
Pittsburgh, PA 15219

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

Special Pathogens Laboratory, The Legionella Experts®, provides Total Legionella Control, through an integrated platform of validated solutions: Legionella and pathogens testing, consulting and education, and ZEROutbreak® protection (includes ASHRAE 188 compliance CMS, New York regulations). Our multidisciplinary team, led by internationally renowned experts in Legionnaires' disease prevention, delivers three major benefits: accurate detection, outbreak prevention and liability mitigation. CDC-ELITE NY ELAP.

**Special-Lite Inc.****BOOTH# 2152**

860 S. Williams St.  
Decatur, MI 49045

[www.special-lite.com](http://www.special-lite.com)

Special-Lite, Inc., engineers and manufacturers architectural building solutions. Product solutions include building entry products including stile and rail doors, FRP doors, all fiberglass corrosion resistant doors, and specialty doors. In addition we provide custom framing solutions for store fronts and durable long-lasting fiberglass reinforced polyester restroom partitions.

**Specialized Pipe Technologies****BOOTH# 1845**

5119 Pegasus Court, Suite R  
Frederick, MD 21704

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

SPT is a leading provider of innovative, technology-driven plumbing services. As investigative plumbers, our unique services include video pipe inspection, trenchless pipe restoration, solvent system cleaning, storm drain cleaning, and sewer/

rodent odor detection plumbing. Our technology allows you to see the plumbing problem first hand, and we work with our clients to ensure that we fix the issue with limited inconvenience.

**Standard Solar Inc.****BOOTH# 2028**

1355 Piccard Drive, Suite 300  
Rockville, MD 20850

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

Standard Solar, Inc. is a leader in the full-service development, construction, integration, financing and installation of solar electric systems. Our team is committed to offering responsible, affordable and energy cost-savings solar solutions and now offers an integrated power purchase agreement (IPPA). Find out today how Standard Solar can help you.

**Stanley Access Technologies****BOOTH# 2425**

113 Brickhouse Dr  
Queenstown, MD 21658-1606

[www.stanleyaccess.com](http://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.

**STANLEY STEEMER.****Stanley Steemer****BOOTH# 2370**

5800 Innovation Drive  
Dublin, OH 43016

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

Our professional deep cleaning services extend beyond carpet cleaning to furniture cleaning, tile and grout, hardwood, air ducts, and 24-hour emergency water restoration. With national coverage that includes over 300 locations in 48 states, our familiar yellow vans deliver state-of-the-art cleaning equipment, highly-trained technicians, and 24/7 response time to your facility.

**STAPLES****Business Advantage®****Staples Business Advantage****BOOTH# 2024**

500 Staples Drive  
Framingham, MA 01702

[www.staplesadvantage.com/learn/expert-services/facility-solutions/facility-solutions.html](http://www.staplesadvantage.com/learn/expert-services/facility-solutions/facility-solutions.html)

We'll partner with you to build a customized Facility program tailored just for your business. You'll benefit from the national coverage, expertise, and buying power of an industry-leading facility supplier, while still getting the 1-on-1 individual attention you'd expect from a local provider. Visit us at booth #2024.

**Starline****BOOTH# 1516**

168 Georgetown Road  
Canonsburg, PA 15317

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

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

**Steadyrack PTY****BOOTH# 1508**

7260 Edington Drive  
Cincinnati, OH 45249

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

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

**Steril-Aire Inc.****BOOTH# 2520**

2840 N. Lima St.  
Burbank, CA 91504

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

Installed in new or existing HVAC systems, Steril-Aire's system-engineered UVC EMITTERS™ keep cooling coils and drain pans clean of harmful microorganisms. The proven power of UVC energy can improve indoor air quality, enhance HVAC system performance, save energy in HVAC systems, and eliminate costly and

environmentally unfriendly coil cleaning programs. Steril-Aire offers free AHU evaluation and testing.

### Sto Corp.

**BOOTH# 1725**

3800 Camp Creek Parkway, Build  
Atlanta, GA 30331  
[www.stocorp.com](http://www.stocorp.com)

Sto offers advanced restoration for building facades. Our reStore program enables you to safeguard your property's value, increase energy efficiency and refresh your building's curb appeal. Whether you're looking for simple maintenance to remove dirt and mildew or a complete façade restoration, there is a reStore program that provides the next-generation products and technical support you need.

### StructureCare

**BOOTH# 2036**

1850 William Penn Way, Suite 101  
Lancaster, PA 17601  
[www.structurecareus.com](http://www.structurecareus.com)

StructureCare® mitigates risk and extends the useful life of parking garages by fully integrating root cause analysis and engineering, predictive maintenance, durable repairs, and team-centered training. Our team of experienced, multidisciplinary professionals becomes an extension of your organization, as a single point of accountability for your parking garages, helping you make smarter, more cost-effective facility decisions.

### Stryker

**BOOTH# 1817**

11811 Willows Road NE  
Redmond, WA 98052  
[www.strykeremergencycare.com](http://www.strykeremergencycare.com)

In any building of two stories or more, the safety of disabled or mobility challenged people must be considered. Stryker Evacuation works with its customers to develop The Complete Evacuation Solution, a comprehensive system of equipment and training to ensure the safety and wellbeing of every building occupant.

### Stuart Dean Co. Inc.

**BOOTH# 2366**

450 Seventh Ave., 38th Floor  
New York, NY 10123  
[www.stuartdean.com](http://www.stuartdean.com)

Stuart Dean has provided nationwide service in the restoration and maintenance of architectural surfaces since 1932. We specialize in metal refinishing; stone polishing; wood refinishing; sustainable grouts and flooring solutions; concrete polishing; facade restoration; carpet care and chandelier cleaning. Combining

experience, innovation, metallurgy and a touch of magic, we are trusted by thousands to preserve, maintain and beautify their facilities.

### Summit Anchor Co.

**BOOTH# 1830**

4507 Metropolitan Court F  
Frederick, MD 21704  
[www.summitanchor.com](http://www.summitanchor.com)

Summit Anchor Company is an industry leader in fall protection and suspended access systems. From design and consultation, installation, to testing and certification, Summit Anchor ensures that architects, engineers, facility managers and owners comply with OSHA requirements for building fall protection systems used by window cleaners and other suspended maintenance workers.

### Sunbelt Rentals

**BOOTH# 1709**

2341 Deerfield Drive  
Fort Mill, SC 29715  
[www.sunbeltrentals.com](http://www.sunbeltrentals.com)

Sunbelt Rentals sets the standard in equipment rental for the facility maintenance industry. We are committed to providing you with the equipment you need and the service you deserve. We offer a list of benefits to our customers, including 24/7 response, online account management and more. Let our trained experts customize the right equipment solution to get the job done.

### Sunline Office, LLC

**BOOTH# 1924**

313 W. 4th St.  
Bridgeport, PA 19405  
[www.sunlineoffice.com](http://www.sunlineoffice.com)

The Future of Cubicles is here with the Sunline sliding series. This revolutionary, modernized, workstation is the easiest cubicle in the world to assemble, disassemble, and reconfigure. The system is fully customizable by height, length, glass, fabric, and more. This astonishing system will save days of setup time and thousands of dollars on the easy installation alone! Tiles simply slide in place!



### Suppression Systems Inc.

**BOOTH# 1739**

155 Nestle Way, Suite 104  
Breinigsville, PA 18031  
[www.suppressionsystems.com](http://www.suppressionsystems.com)

Suppression Systems Inc. is a complete fire alarm, fire suppression and explosion detection/suppression company. We specialize in the consultation, design, sale, installation, inspection and service of these systems. In business since 1983, we are licensed throughout the Mid-Atlantic region providing the total system solution for your fire protection requirements. Stop by our booth to discuss your company's fire protection needs.

### Sweeping Corporation of America (SCA)

**BOOTH# 2259**

4141 Rockside Road, Suite 210  
Seven Hills, OH 44131  
[www.sweepingcorp.com](http://www.sweepingcorp.com)

SCA Sweeping Corporation of America ("SCA") is the largest power sweeping company in the United States. Through its 36 locations and 835 customer focused employees, SCA utilizes its fleet of 650 trucks to self-perform parking lot, street, highway, construction, industrial and special events power sweeping as well as jet-vac services to private and government entities.

### Swiftspace Inc.

**BOOTH# 1837**

322 Oak Park Place  
Casselberg, FL 32707  
[www.swiftspaceinc.com](http://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.

### TC LifeSafety

**BOOTH# 2236**

419 Lincoln St.  
Marlborough, MA 01752  
[www.tclifesafety.com](http://www.tclifesafety.com)

On line product distributor for building life safety systems NFPA. Exception technical and product service. Assist facility managers keeping systems operational to ensure the highest level of occupant protection example: protective guards, Exit signs, Fire Alarm system components "smoke, CO, heat", extinguishers,

inspection and test tools and equipment. On stop for all your Life Safety Products and more.

### Tecta America Corporation

**BOOTH# 2453**

9450 Bryn Mawr Ave., Suite 500  
Rosemont, IL 60018  
[www.tectaamerica.com](http://www.tectaamerica.com)

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

### Telesteps

**BOOTH# 2051**

53 W. 650 N.  
Lindon, UT 84042  
[www.telesteps.net](http://www.telesteps.net)

Telesteps telescoping ladders are OSHA compliant industrial ladders. Our extension and stepladder models close to approximately 32" and are easy to transport, carry and use. They fit on carts, can be used in tight spaces, and are rated type 1A and 1AA. Telesteps are used by the U.S. military and other government agencies. Please come to Booth #2051 for a demonstration.

### TEMP-AIR

**BOOTH# 2146**

3700 W. Preserve Blvd.  
Burnsville, MN 55337  
[www.temp-air.com](http://www.temp-air.com)

For over 50 years, TEMP-AIR has been America's leading provider of temporary, portable heating, cooling, dehumidifying and air filtration rental solutions. With 16 locations throughout the United States, service is available 24/7/365, nationwide. TEMP-AIR proudly manufactures TEMP-COOL portable industrial air conditioners which are available in 1-6 ton sizes.

### TerraCycle Regulated Waste

**BOOTH# 1510**

2200 Ogden Ave., Suite 100  
Lisle, IL 60532  
[www.aircycle.com](http://www.aircycle.com)

The Bulb Eater® 3 is the next generation of Bulb Eater® Lamp Crusher which crushes spent fluorescent lamps of any length into 100% recyclable material while capturing over 99.99% of the vapors released. The system can hold up to 1350 4-foot fluorescent lamps in a 55-gallon drum.

### Test Products International

**BOOTH# 2546**

9615 SW Allen Blvd., Suite 104  
Beaverton, OR 97005  
[www.testproductsintl.com](http://www.testproductsintl.com)

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

### Teupen North America

**BOOTH# 2507**

10701 Southern Loop Blvd.  
Pineville, NC 28134  
[www.teupen-usa.com](http://www.teupen-usa.com)

Compact, track-mounted, outrigger-supported aerial access platforms with working heights ranging from 42ft to 164ft. The Teupen LEO Series was specifically designed to be compact and light for easy transportation and superior accessibility to jobsites and buildings with limited access and difficult terrains. The LEO is an excellent alternative to cumbersome scaffold solutions which greatly impact pedestrian traffic and normal workflows.

### Thermaxx Jackets

**BOOTH# 1416**

14003 Mount Eagle Lane  
White Plains, MD 20601  
[www.thermaxxjackets.com](http://www.thermaxxjackets.com)

Thermaxx Jackets insulate and protect pipes, valves and machinery in all types of environments, dramatically reducing energy costs.



### Time Lock Documentation LLC

**BOOTH# 2526**

1769 Hillsdale Avenue, Suite 24511  
San Jose, CA 95154  
[www.timelockdocs.com](http://www.timelockdocs.com)

Timelockdocs.com provides mobile apps, setting a new standard in professional certification and commissioning documents in the construction, facilities and service industries. Our patent-pending, time-locked documentation process includes embedded photos watermarked with time, date, ambient temperature and GPS location. The application incorporates automated code insertion and allows for sorting, storing and emailing documents with signature

capture (e-sign). Cloud syncing is available on multiple devices (iOS).

### TimeMaster

**BOOTH# 2352**

149 Venture Court  
Lexington, KY 40511  
[www.time-master.com](http://www.time-master.com)

TimeMaster is a certified, global wholesale distributor for the Security industry. We offer product lines for electronic locks, mechanical locks, safe deposit locks, IP network locks, access control, door hardware, government products, tools, accessories, and more. Our security products are utilized in financial institutions, commercial and government facilities, and residential applications, providing security solutions for millions of people.

### TMA Systems LLC

**BOOTH# 2124**

5100 E. Skelly Drive, Suite 900  
Tulsa, OK 74135  
[www.tmasystems.com](http://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 the completion of the job.

### Topaz

**BOOTH# 1702**

925 Waverly Ave.  
Holtsville, NY 11742  
[www.topaz-usa.com](http://www.topaz-usa.com)

With four major warehouses and 15 strategically placed distribution centers across the country, Topaz Lighting is always local. Most orders arrive next day. Need it faster? Ask your distributor to have us drop ship your order to your job-site! When you need to specify your next project, all our spec sheets are right on our website for immediate viewing or download.

### Total Asphalt Technology

**BOOTH# 2368**

66 Murray Place  
York, PA 17403  
[www.totalasphalt.com](http://www.totalasphalt.com)

Total Asphalt Technology are consultants and pavement solution providers. We provide pavement condition survey reports and life cycle cost benefit analysis, create strategy, manage and apply high performance treatments. Meet the goals of preservation, improved condition, slow rate of deterioration, reduce life cycle cost. Total Asphalt ... where science meets the road.



### TownSteel Inc.

**BOOTH# 2553**

17901 Railroad St.  
City of Industry, CA 91748  
[www.townsteel.com](http://www.townsteel.com)

TownSteel Inc. is a member of BHMA and a manufacturer of Architectural Builders Hardware. 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 is pleased to introduce three new Electronic Lock series, the E-Genius Interconnected Lock, E-Smart Auto Deadbolt, and the E-Elite Cylindrical Lock.

### TPC Training

**BOOTH# 1600**

750 W Lake Cook Rd., Suite #350  
Buffalo Grove, IL 60089  
[www.tpctraining.com](http://www.tpctraining.com)

TPC Training makes individuals and organizations safe, knowledgeable, and more efficient by providing education, training, and workforce management solutions through practical business consulting and advanced technology platforms.



### Tremco Commercial Sealants & Waterproofing

**BOOTH# 2344**

3735 Green Road  
Mentor, OH 44122  
[www.tremcosealants.com](http://www.tremcosealants.com)

Tremco offers a variety of restoration systems including VULKEM EWS, a vehicular coating system with superior elongation over traditional MMA/PMMA technology. This rapid curing system features extreme durability, fast cure, tenacious adhesion and superior abrasion resistance. The Spectrem Restoration Overlay is a patented gasket overlay that restores aging/compromised skylights, sloped glazing, zipper wall/lockstrip, and pressure bar systems.

### Tremco Roofing and Building Maintenance

**BOOTH# 2047**

3735 Green Road  
Beachwood, OH 44122  
[www.tremcoroofing.com](http://www.tremcoroofing.com)

Through Tremco Roofing's patented, performance-based contracting process, we manage your capital assets by providing customized building envelope solutions that prevent water entry, improve energy efficiency, reduce risk and minimize life-cycle costs while assuming complete responsibility for the project. We are also a leading supplier of roofing solutions such as fluid-applied, metal, MB/BUR and vegetated, and roofing services.

### TriTechnologies Ltd.

**BOOTH# 1944**

301 E Main St.  
Remington, VA 22734  
[www.tritechasphalt.com](http://www.tritechasphalt.com)

"The New Face of Asphalt" We help our clients with asphalt repairs and long-term maintenance by saving money on greener pavement preservation options. Asphalt Rejuvenation is one of the most effective, environmentally friendly, and cost efficient pavement maintenance options. Asphalt Rejuvenators penetrate the surface preventing deterioration and extending the pavement life. Our product protects the surface from the harmful effects of fuel and water.

### Trystar

**BOOTH# 2420**

2917 Industrial Drive  
Faribault, MN 55021  
[www.trystar.com](http://www.trystar.com)

Trystar is the leading U.S. manufacturer of GENERATOR & LOAD BANK DOCKING STATIONS. Docking stations provide the means for temporary generator quick connection during power-outages or back-up generator failure. Docking stations can also provide a quick connection of a temporary load bank for scheduled testing. TRYSTAR also manufactures portable power cable & power distribution equipment backed by an engineering and electrical support team.

### U.S. Department of State

**BOOTH# 2145**

1701 N. Fort Myer Drive, Suite 1140  
Arlington, VA 22209  
[www.state.gov/obo/](http://www.state.gov/obo/)

The U. S. Department of State's Bureau of Overseas Buildings Operations (OBO), is recruiting Facility Managers and Construction Engineers to join its team of Foreign Service Specialists who plan, construct and maintain all U.S government real property located overseas under

the control of the U.S. Department of State. Foreign Service employees enjoy international travel, free housing and utilities when assigned overseas and other excellent benefits.

### UHS Hardware

**BOOTH# 2460**

2848 Stirling Road, Suite F  
Hollywood, FL 33020  
[www.uhs-hardware.com](http://www.uhs-hardware.com)

We are a Low Cost High Quality Wholesale Locksmith supplier. We carry everything from door locks to mortise cylinders, push bars, high security Locks, commercial levers with multiple functions, etc.. We are a one stop shop for all your locksmith supplies and needs! We cater to commercial and retail.

### United Coolair Corporation

**BOOTH# 2222**

491 East Princess St.  
York, PA 17403  
[www.unitedcoolair.com](http://www.unitedcoolair.com)

United CoolAir manufactures 1 to 100 ton "All-Indoor" Modular HVAC Solution systems for Commercial & Industrial Cooling as well as 100% Outside Air applications. Built to order horizontal and vertical systems are available as Air-Cooled, Water-Cooled, Chilled Water, and Heat Pump models with a wide range of options to meet almost any application. The use of resealable refrigerant fittings makes systems ideal for retrofit and renovation projects.

### Unlimited Restoration Inc.

**BOOTH# 2373**

3521 E. Federal St.  
Baltimore, MD 21213  
[www.urinow.com](http://www.urinow.com)

Unlimited Restoration gets you back to business after disaster. From our regional locations in MD/DE/PA/GA/FL/TX, URI provides stabilization and containment, as well as water extraction, structural drying, technical cleaning, selective demolition, document restoration, odor control, temporary climate control, temporary roofing, mold abatement, indoor air quality testing, and complete reconstruction.

**USA LED**

**BOOTH# 2235**  
 330 Main St. South  
 Southbury, CT 06488  
[www.usaled.com](http://www.usaled.com)

USALED was started in 2007 to provide the best energy savings to our customers. Our team of value-added engineers work with our customers to make sure they get the perfect lighting solution for any application. The experience and trust we have with our over 700 turn key customers makes us a go to for LED lighting projects.

**MARYLAND****USGBC MD**

**BOOTH# 1321**  
 2101 L St. NW  
 Washington, DC 20037  
[www.usgbc.org](http://www.usgbc.org)

The U.S. Green Building Council (USGBC) is committed to a prosperous and sustainable future through cost-efficient and energy-saving green buildings. USGBC works toward its mission of market transformation through its LEED green building program, educational offerings, a network of chapters, the annual Greenbuild International Conference & Expo, the Center for Green Schools and advocacy that encourages and enables green communities.

**Veolia Environmental Services**

**BOOTH# 1938**  
 1275 Mineral Springs Drive  
 Port Washington, WI ?53074  
[lamprecycling.veoliaes.com](http://lamprecycling.veoliaes.com)

Veolia North America is a global leader in recycling hazardous and universal waste. Whether you have large or small quantities of fluorescent lamps, ballast, batteries, mercury waste, computer electronics, aerosol cans, smoke detectors, tritium exit signs, and pharmaceutical waste we can help you set up a cost-effective, safe and compliant recycling program.

**Versico Roofing Systems**

**BOOTH# 1721**  
 P.O. Box 1289  
 Carlisle, PA 17013  
[www.versico.com](http://www.versico.com)

As one of the largest single-ply membrane roofing system providers in the world, Versico continues to offer quality and expertise in the commercial roofing marketplace. For nearly 50 years, Versico has provided the low-slope, commercial roofing industry with the best customer service and most innovative, energy-

efficient roofing solutions available. Versico's product offering includes EPDM, TPO and PVC roofing membranes and accessories.

**VFS Fire & Security Services**

**BOOTH# 1936**  
 501 W. Southern Ave  
 Orange, CA 92865  
[www.vfsfire.com](http://www.vfsfire.com)

VFS Fire & Security Services is a full service fire & life safety company. Our national accounts testing and inspection program called LiNC brings together State-of-the-Art technology and first-rate customer service that keeps it SIMPLE for clients to view, track and manage all of their inspection reports whether they have a single facility or an entire portfolio of properties nationwide.

**Viking Group, Inc.**

**BOOTH# 2544**  
 210 N. Industrial Park Dr.  
 Hastings, MI 49058  
[www.vikinggroupinc.com](http://www.vikinggroupinc.com)

Viking is a global leader in the manufacture and distribution of innovative fire protection and life safety systems. For over 90 years the company's products and services have protected lives and property worldwide from the devastating effects of fire. For more information on Viking's innovative solutions, visit [www.vikinggroupinc.com](http://www.vikinggroupinc.com) or call 800-968-9501.

**WaterSignal**

**BOOTH# 2407**  
 510 Staghorn Court  
 Alpharetta, GA 30004  
[www.watersignal.com](http://www.watersignal.com)

WaterSignal is a green technology company focused on water conservation. WaterSignal measures water flow in real time to detect leaks and conserve water by monitoring domestic meters, irrigation systems, and cooling towers for residential, commercial, multifamily, senior living, medical, schools and colleges. WaterSignal is located in Alpharetta, GA, and currently has operations in 23 states. Follow us on Twitter @watersignal.

**WD-40 Company**

**BOOTH# 1735**  
 9715 Businesspark Ave.  
 San Diego, CA 92131  
[www.wd40.com](http://www.wd40.com)

WD-40 Company helps you live life hands on. Our brands offer a full range of high performance products including maintenance, specialty, and cleaning products for all corners of the industrial realm, enthusiasts, hobbyists and home.

**Wearmax Global Floor Coatings**

**BOOTH# 1627**  
 724 Anthony Trail  
 Northbrook, IL 60062  
[www.wearmaxglobal.com](http://www.wearmaxglobal.com)

WEARMAX floor coatings provides a highly effective protection against dirt, scratches, traffic patterns, and resists disinfectants and moisture stain, making it look great for years. Stripping and waxing are eliminated, reducing material and labor costs significantly, also reducing energy cost. The ceramic makeup of WEARMAX provide extra traction and superior slip resistance, above industry guidelines.

**Weil-McLain**

**BOOTH# 2528**  
 999 McClintock Drive  
 Burr Ridge, IL 60527  
[www.weil-mclain.com](http://www.weil-mclain.com)

The new Stainless Steel Vertical Firetube showcases the quality, serviceability and innovation that contractors have come to expect from Weil-McLain. It features an industry-leading 97.1% thermal efficiency, unrivaled ease of installation and maintenance, and the intuitive Unity control system. Available in 750 and 1,100 MBH, the SVF features a clover-shaped stainless steel fire tube heat exchanger for best-in-class corrosion resistance.

**Werres/Cushman**

**BOOTH# 1829**  
 807 E. South St.  
 Frederick, MD 21701  
[www.cushman.com](http://www.cushman.com)

Cushman is the manufacturing leader of industrial, personal, and custom vehicles – in business since 1901! It is currently based in Augusta, Georgia, United States, and is owned by Textron.

**Westminster Fire Extinguisher Services, Inc.**

**BOOTH# 1825**  
 150 Airport Drive, Unit 10  
 Westminster, MD 21157  
[www.westminsterfire.com](http://www.westminsterfire.com)

Westminster Fire Extinguisher Service, Inc. offers quality products, services and systems integration – since 1978. In-house expertise to offer one-stop-shop services and products including fire extinguishers, fire suppression systems, fire & burglar alarms, monitoring, access control, emergency lighting, locksmith and safe sales. Locations in Westminster, MD, Frederick, MD and Hanover, PA – serving MD, PA and VA.





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**WGL Energy****BOOTH# 2035****8614 Westwood Center Drive, Suite 1200  
Vienna, VA 22182**[www.wglenergy.com](http://www.wglenergy.com)

WGL Energy delivers a full spectrum of energy offerings, including electricity, natural gas, renewable energy, carbon reduction, distributed generation and energy efficiency solutions provided by WGL Energy Services, Inc. and WGL Energy Systems, Inc.

**Wilmot Modular Structures Inc.****BOOTH# 1900****5812 Allender Road  
White Marsh, MD 21162**[www.wilmotmodular.com](http://www.wilmotmodular.com)

Since 1989 Wilmot Modular Structures has been an industry leader in the distribution, sales and leasing of portable, prefabricated, mobile offices, custom modular buildings, ground level storage containers, in-plant offices and mezzanine systems. Whether new or used from temporary to permanent structures for administrative offices, conference centers, security applications, locker rooms, or restroom & shower facilities. Turn-key solutions also available!

**WINT****BOOTH# 1523****374 Woburn St.  
Lexington, MA 02420**[www.wint.ai](http://www.wint.ai)

It alerts you when water is leaking and can automatically shut it off. Intelligent real-time monitoring identifies sources of leaks and waste, reducing water consumption and preventing damage for some of the world's largest organizations. When abnormal water use patterns are detected, WINT immediately alerts sta#64256; and can automatically shut down water supplies to prevent damage.

**Witmer Group, The****BOOTH# 2150****1003 Cornerstone Drive  
Mount Joy, PA 17552**[www.thewitmergroup.com](http://www.thewitmergroup.com)

The Witmer Group is a nationally recognized specialty and service contractor comprised of entities that perform masonry, restoration, waterproofing, and exterior coatings for large complex commercial, educational and institutional buildings throughout Pennsylvania,

Maryland & Delaware. We have an allegiance to our customers, employees and strategic partners including Architects, Engineers, Facility & Property Managers, Private Business Owners, and General Contractors.

**XChair****BOOTH# 2512****10300 Southard Drive  
Beltsville, MD 20705**[www.xchair.com](http://www.xchair.com)

X-Chair is the world's most comfortable, stylish, ergonomic, well-priced office chair. Featuring 5 different models, all with Dynamic Variable Lumbar Support (DVL), there is an X-Chair to help everyone. From the call center, to the back room, to the C-suite, all employees can be more comfortable and more productive. X-Chair – This is Not Your Grandfather's Office Chair.

**Y-pers****BOOTH# 1828****PO Box 9559  
Philadelphia, PA 19124**[www.ypers.com](http://www.ypers.com)

Y-PERS has been the industry leader in supplying a variety of industries with high-quality wiping materials and oil absorbents. Based in Philadelphia, our customers across the country have relied on us to become their single-source supplier for rags, oil absorbents, safety gloves and glasses as well as PPE.

**Yardi Systems****BOOTH# 1603****430 South Fairview Ave  
Goleta, CA 93117**[www.yardi.com](http://www.yardi.com)

Yardi® develops and supports industry-leading investment, property management and energy management software for all types and sizes of real estate companies. For the energy market, the Yardi Pulse® Suite helps manage costs, consumption and sustainability initiatives. Yardi is based in Santa Barbara, Calif., and serves clients worldwide. For more information on how Yardi is Energized for Tomorrow, visit [yardi.com](http://yardi.com).

**Zen Ecosystems****BOOTH# 1410****3158 Red Hill Ave.  
Costa Mesa, CA 92626**[www.zenecosystems.com](http://www.zenecosystems.com)

Zen Ecosystems provides energy management solutions to businesses and consumers. Our Zen HQ platform integrates award-winning smart Zen Thermostats with an intuitive software platform that allows multi-site businesses to take control of energy costs. With such features as remote user lockouts, HVAC scheduling, smart demand management and lighting controls. Zen HQ provides affordable, powerful energy management capabilities.

**ZTS Inc.****BOOTH# 2240****5628 Wooster Pike  
Cincinnati, OH 45227**[www.ztsinc.com](http://www.ztsinc.com)

ZTS Inc. manufactures Pulse Load battery testers designed for use by anyone working with batteries or battery operated equipment. Ideal for battery management, inspection, cell matching, and critical application/mission pre-testing. Applications include fire/security, UPS, medical, industrial, military, lighting, telecom, mobility, access control, auto/marine/RV, and more.

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## Acoustical Solutions/Sound Masking

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Dyson Airblade.....	1526
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Hager Companies.....	2252
Herzig Engineering.....	2359
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item Mid-Atlantic.....	1824
Jensen Hughes .....	2535

Knauf Insulation .....	1731
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PS Flood Barriers.....	2414
Reynolds Building Solutions.....	2153
Rimkus Building Consultants .....	1820
RPG Squarefoot Solutions .....	1421
Sodexo.....	2144
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Specialized Pipe Technologies.....	1845
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RCI Technologies East.....	1839
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ZTS Inc.....	2240

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ISES Corporation .....	2519
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Bell Bird Control.....	2360
Home Paramount Pest Control Company .....	2160

## Boilers/Water Heaters

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2043.....	Aceto Corp.	2215 .....	Fireline Corp.	2329 .....	FreeAxez LLC
2044.....	Parkland Plastics	2218 .....	Mobile-Shop Co.	2334 .....	Pennoni
2045.....	BESTORQ	2219 .....	BRAVO! Group Services	2335 .....	Safety Rail Company
2046.....	George Mason University Executive and Professional Education	2222 .....	United Coolair Corporation	2340.....	Leica Geosystems Inc.
2047 .....	Tremco Roofing and Building Maintenance	2225.....	ProFM™ Credential Program	2341 .....	Fire & Life Safety America Inc.
2048.....	GPRS	2226 .....	Kautz Construction and KC Green Energy	2342 .....	Garlock Safety Systems
2051 .....	Telesteps	2229 .....	EthoSource LLC	2343 .....	South-Tek Systems
2052.....	Tri-Chem Corporation	2234 .....	Duro-Last Roofing Inc.	2344 .....	Tremco Commercial Sealants & Waterproofing
2053.....	IDN Global, Inc.	2235.....	USA LED	2345 .....	ePIPE Restoration
2059.....	Century Products LLC	2236.....	TC LifeSafety	2346.....	CleanAlert LLC
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2357 ..... The Davey Tree Expert Co.	2447 ..... Facilities Survey Inc.	2535 ..... Jensen Hughes
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2360 ..... Bell Bird Control	2449 ..... ASI Doors, Inc.	2537 ..... Global Energy Services
2361 ..... O'Leary Asphalt Inc.	2452 ..... Detex Corp.	2540 ..... National Fire Sprinkler Association
2363 ..... HOODZ International	2453 ..... Tecta America Corporation	2541 ..... 2-D As-Built Floor Plans
2364 ..... Sauers Snow & Ice Management	2456 ..... DECRA Metal Roofing	2542 ..... Magnolia Plumbing
2365 ..... Ductz International	2457 ..... Eastern Diversified Services Inc.	2543 ..... M3T Corporation
2366 ..... Stuart Dean Co. Inc.	2458 ..... EMCOR Services	2544 ..... Viking Group, Inc.
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2368 ..... Total Asphalt Technology	2460 ..... UHS Hardware	2546 ..... Test Products International
2369 ..... ONICON Inc.	2461 ..... HB McClure Company	2547 ..... Door Closer Service Co. Inc.
2370 ..... Stanley Steemer	2462 ..... Extrutech Plastics Inc.	2548 ..... Allied Window, Inc.
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2406 ..... ARC	2467 ..... Bopat Electric Co., Inc.	2553 ..... TownSteel Inc.
2407 ..... WaterSignal	2468 ..... PBI Restorations	2556 ..... EMG
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2414 ..... PS Flood Barriers	2472 ..... KOSTER American Corp.	2560 ..... Association of Medical Facility Professionals/Corporate Realty, Design, and Management Institute
2415 ..... CadM	2473 ..... National Heat Exchange Cleaning Corp.	2561 ..... Rabine Paving Mid Atlantic
2418 ..... NTT Training	2500 ..... Holby Valve, Inc.	2562 ..... BOMI International
2419 ..... Safety Technology International, Inc. (STI)	2501 ..... Alban CAT Power Systems	2563 ..... National Institute of Building Sciences
2420 ..... Trystar	2506 ..... Alban Rents	2565 ..... Meridian Bird Removal
2421 ..... Planned Companies	2507 ..... Teupen North America	2566 ..... Guardian CSC
2424 ..... Navien Inc.	2512 ..... XChair	2567 ..... Altyno
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2426 ..... Building Operator Certification (BOC)	2514 ..... Altair	2569 ..... HydroCorp
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2428 ..... Ahern Rentals	2518 ..... archSCAN/AerieHub	2571 ..... Professional Grounds Management Society
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2437 ..... Evoqua Water Technologies	2525 ..... Morin Distribution	
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## FAQ

### SHOW CONCIERGE: BOOTH #1003

Visit us during expo hours for all your show needs:

- Additional directories
- General show questions, comments, and feedback

### COAT AND BAG CHECK

A complimentary coat and luggage check is available and located near registration in the Pratt Street Lobby.

Tuesday 7:00 am – 5:30 pm

Wednesday 7:00 am – 6:30 pm

Thursday 7:00 am – 5:30 pm

### CONCESSION STAND HOURS

Concession stands are located inside the expo hall. Specific counter hours may vary, please refer to signs. Remember to use your \$10 lunch coupon.

Tuesday 11:00 am – 4:00 pm

Wednesday 11:00 am – 3:30 pm

Thursday 11:00 am – 2:00 pm

Thank you to our lunch coupon sponsor RLE Technologies.



### EXHIBIT SPACE SELECTION FOR 2020

Every 2019 exhibiting company is assigned a time to select space for the 2020 show. If you have a question about the re-sign process, please contact your booth sales representative. The re-sign office is located behind the NFMT Booth #1003.

### LOST AND FOUND

If you lose an item within the Baltimore Convention Center, visit the NFMT Show Office located on the 200 level in the Pratt Street Lobby or contact security.

### WIRELESS INTERNET

The Baltimore Convention Center offers complimentary wireless internet within the common areas of the Center. Wi-Fi is not available in conference sessions or the expo hall.

### SHUTTLE SERVICE

Shuttle service is available from the Camden Yards-Lot C parking lot to the Baltimore Convention Center. For NFMT please use the first stop at the Pratt Street Lobby.

Tuesday 7:00 am – 6:00 pm

Wednesday 7:00 am – 7:00 pm

Thursday 7:00 am – 6:00 pm

# Attendee Resources

## CERTIFICATES OF ATTENDANCE

Stop by booth #1305 during expo hours to pick up your personalized certificate of attendance. Your certificate recognizes your participation in NFMT Baltimore 2019.

## HANDOUTS

Following the conference, you will receive an e-mail with a link to take you to the NFMT handouts page. From there, you will be able to view and download a PDF copy of any presentation that was made available to NFMT by our speakers.



## CEU LINK

At the conclusion of NFMT 2019, all verified attendees will receive an email with a link to assessment questions for every full session you scanned into

during NFMT 2019. After successfully completing an assessment for each session you attended, you will receive a transcript you can use to self-report. See page 17 for more information.

## NFMT MEMBERS

Looking for more NFMT? Become an NFMT Insider! Purchasing a \$125, year-long membership gives you access to over 100 hours of video covering every topic from ADA to net-zero energy, plus access to exclusive member webcasts throughout the year.

Members also receive live event benefits at each event we host around the country. These benefits include access to handouts prior to the conference, swag onsite, VIP service and more. See page 98 for more information or [www.nfmt.com/online](http://www.nfmt.com/online) to become a NFMT Member today.



## SOCIAL MEDIA

Use our NFMT hashtag to stay connected to the conference while attending, and throughout the whole year. We enjoy seeing pictures and posts and gathering feedback from you!

## #NFMT19



## Additional FM Resources

NFMT is produced by:



### FACILITIESNET.COM

FacilitiesNet.com is the industry's #1 website for facilities management and operations. It combines multiple information streams into one essential resource, encompassing in-depth and Quick Read content from Building Operating Management and Facility Maintenance Decisions, as well as original research, career development information, new product and services announcements and more. It is an online resource for an average of 135,000 facility professionals a month who design, construct, manage and maintain buildings. Find out more at [www.FacilitiesNet.com](http://www.FacilitiesNet.com).



### BUILDING OPERATING MANAGEMENT MAGAZINE

*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)



### FACILITY MAINTENANCE DECISIONS MAGAZINE

*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 this resource 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).



### PROFM CREDENTIAL PROGRAM

ProFM Credential Program gives facility professionals around the globe a simple way to identify the knowledge and skills they need to advance their career, expand and update their knowledge base, and earn the ProFM credential. Learn how to become a ProFM at [www.ProFMi.org](http://www.ProFMi.org) or visit booth 2225.

# Membership

## Are you a NFMT Member?

If not, don't worry there is still time to become a member before you leave Baltimore.

If you are interested in becoming a member please visit booth #1003 for more information or to join today for only \$125!

### Member benefits include:

- Early Access to Handout Materials
- Member Lounge on the Conference Level – Room 332
- Member Lounge on the Expo Floor - Booth #1003
- Drink Coupons for Opening Night Reception
- Members Only Shirt – Pick up at booth #1003
- Full Conference Session Videos After NFMT
- Library of Past Event Videos
- Member Only Exclusive Webcasts
- Benefits at Future Events for 1 Year

30 Conference Sessions will be videotaped onsite at NFMT. The following sessions will be posted to the NFMT members site [www.nfmt.com/online](http://www.nfmt.com/online) by April 12:

## Tuesday, March 26

Session Rm# Title

### 8:00 AM – 9:15 AM

TG.10 310 Building Technology Has Advanced – It's Time We Catch Up...

### 9:30 AM – 10:30 AM

T1.15 315 Facilities 101: A High Level View of Facility Management - Things to do and Pitfalls to avoid

T1.17 317 How Workplace Design Can Enhance Company Culture & Values

T1.24 324 How One School District Saved 25% in hard cost using CMMS

### 10:45 AM – 11:45 AM

T2.15 315 The 17 Gaps that Sabotage Your Emergency Plans & How to Fill Them

T2.17 317 Lighting Controls 101: Codes, Energy Efficiency, Occupancy Sensors, Whole Building Systems, Dimmers

T2.24 324 Developing an Effective Scope of Work for Operations & Service Contracts

## Wednesday, March 27

### 8:00 AM – 9:00 AM

W1.14 314 Tips for Implementing a Successful Asset Management Program

W1.15 315 Systems Integration is Key for Emergency Communications

### 9:15 AM – 10:15 AM

W2.14 314 Federal Real Property Management - Recent and Future GAO Work

W2.15 315 Risk Mitigation - Preparing for an Active Shooter Event

W2.17 317 How Understanding Health in Buildings Can Influence Action

### 10:30 AM – 11:30 AM

W3.14 314 Assets & FM: The foundational start to smart buildings

W3.15 315 FM and Cybersecurity: Preventing Facility Systems from Becoming the Source of a Breach

W3.17 317 Stewardship of Performance: Design Considerations for the Next Generation of Federal Facilities

### 3:45 PM – 4:45 PM

W4.14 314 Comprehensive Facilities Management Using Enterprise GIS

W4.15 315 Crisis Team: Work Place Violence Threats and Active Shooter Preparedness

W4.17 317 Drone Mapping and Laser Scanning: Transforming Facilities Management

## Thursday, March 28

### 8:00 AM – 9:00 AM

RG.10 410 Building Relationships with Top Management

### 9:15 AM – 10:15 AM

R1.16 316 Emotional Intelligence for Facility Managers

R1.27 327 Developing Your Energy Management Program

R1.39 339 High Performance Buildings: Using the IoT to Improve the Occupant Experience & Increase Operational Efficiency

### 10:30 AM – 11:30 AM

R2.16 316 How to Assemble the Perfect Team of Internal Staff and External Partners

R2.27 327 Best Practices for Testing Standby Power Systems

R2.39 339 Integrating IO&T Technology with existing FM Applications

### 2:45 PM – 3:45 PM

R3.16 316 Solving the Talent Crisis for Skilled Trades

R3.27 327 A New Funding Solution for Energy Infrastructure Replacement

R3.39 339 The Business Case for Connected FMs

### 4:00 PM – 5:00 PM

R4.27 337 NFMT Closing Ceremony

Not a Kid Anymore...

# ...NFMT Turns **20 in 2020**

Join us in the  
celebration!

**March 17-19**

Baltimore Convention Center

**BUILDING OPERATING MANAGEMENT'S**  
**NFMT<sup>®</sup>2020**  
National Facilities Management & Technology March 17-19, 2020 • Baltimore



# Expo Hall Hours

## TUESDAY

Noon – 4:00 pm	Expo Hall Open
1:00 – 3:20 pm	QuickFire Sessions at Booth # 1628
3:45 p.m.	\$1,000 Daily Prize Drawing at Booth #1019

## WEDNESDAY




11:30 am – 3:30 pm	Expo Hall Open
12:00 – 2:50 pm	QuickFire Sessions at Booth # 1628
3:15 pm	\$1,000 Daily Prize Drawing at Booth #1019

## THURSDAY









11:30 am – 2:30 pm	Expo Hall Open
12:00 – 1:00 pm	QuickFire Sessions at Booth # 1628
2:15 pm	\$1,000 Daily Prize Drawing at Booth #1019

# Key

## PAVILIONS

-  Building Services
-  Openings
-  Smart and Health Buildings

## ATTENDEE RESOURCES

-  Charging Stations – booths #1311 and #2470
-  Enter to Win \$1,000 Cash Prize Drawing – New Pig Corp. Booth #2328
-  \$1,000 Daily Prize Drawing Stage – Booth #1019
-  NFMT Café Tables
-  Natural Choice Corp. Water Station
-  QuickFire Theater - Booth #1628
-  Restrooms
-  Redeem \$10 Lunch Coupons

Center Grill

**BUILDING OPERATING MANAGEMENT'S**  
**NFMT<sup>®</sup>2019**  
 National Facilities Management & Technology March 26-28, 2019 • Baltimore

2020 Space Selection  
 901 | 902

1019  
 NFMT  
 1003



## EXPO FLOOR HIGHLIGHTS

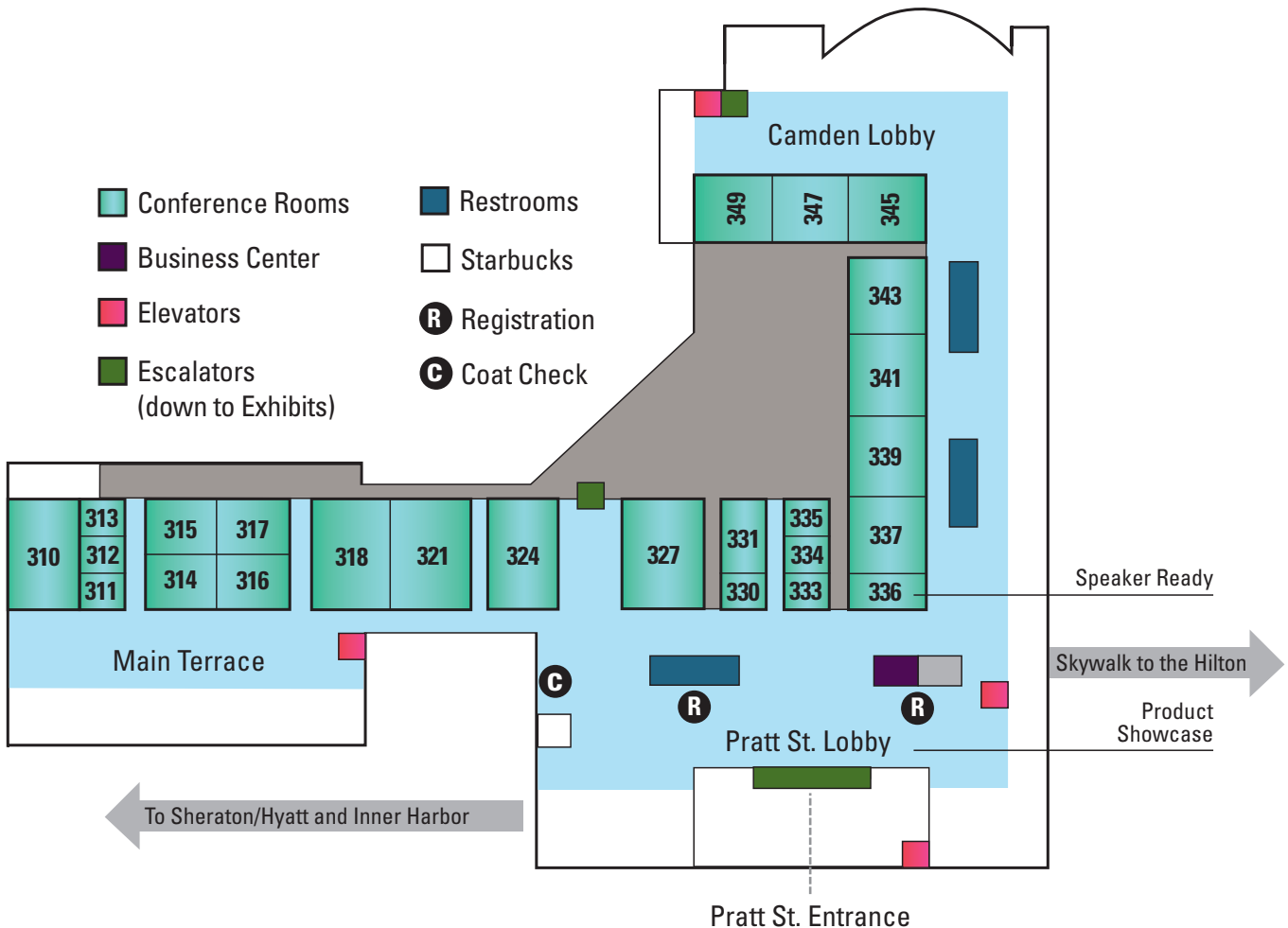
- Main Stage – booth #1019
- Information – booth #1003
- NFMT Member Lounge – booth #1003
- NFMT Certificate of Attendance – booth #1305
- NFMT Exhibitor Lounge – booth #2644

## PLATINUM SPONSOR BOOTHS

- Club Car – booth #2107
- ProFM – booth #2225



# 300 Level Map



## Special Events

### ROOM 310

**Tuesday 8:00 am** Building Technology Has Advanced – It's Time We Catch Up...

**Wednesday 3:45 – 5:00 pm** Women in Facilities Management 2019 Panel

**Thursday 8:00 am** Building Relationships with Top Management

### PRATT STREET LOBBY

**Tuesday 4:00 pm** Networking Party

**Wednesday 5:00 pm** Solutions Exchange

### MAIN TERRACE

**Wednesday 5:00 pm** Women in Facilities Management Reception

### BALTIMORE CONVENTION CENTER

**Level 300** Registration and Conferences

**Level 200** Pratt Street Entrance – Show Office/ Press Room

**Level 100** Expo Hall



# NFMT Introduces...

## CleanBuildings<sup>SM</sup> E X P O

Clean Buildings Expo, co-owned and organized by ISSA and Trade Press Media Group, is a new event co-located with NFMT.

Clean Buildings Expo, an all-new trade show for the commercial cleaning industry, will deliver education and product information to in-house cleaning managers, executive housekeepers, facility managers, and principals in building service contractor (BSC) firms.

As a NFMT attendee you'll have access to all Cleaning Building Expo has to offer, including over 20 conferences sessions in three tracks and over 70 cleaning industry vendors on the expo hall.



**CLICK** the directory for detailed information regarding Cleaning Buildings Expo.

## SCHEDULE AT A GLANCE

### Tuesday, March 26

- 8:00 – 9:15 AM General Session
- 9:30 – 11:45 AM Education Sessions
- Noon – 4:00 PM Expo Hall Open
- 4:00 – 5:00 PM Networking Party

### Wednesday, March 27

- 8:00 – 11:30 AM Education Sessions
- 11:30 AM – 3:30 PM Expo Hall Open
- 3:45 – 4:45 PM Education Sessions