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**NFMT** ORLANDO

INSIDE

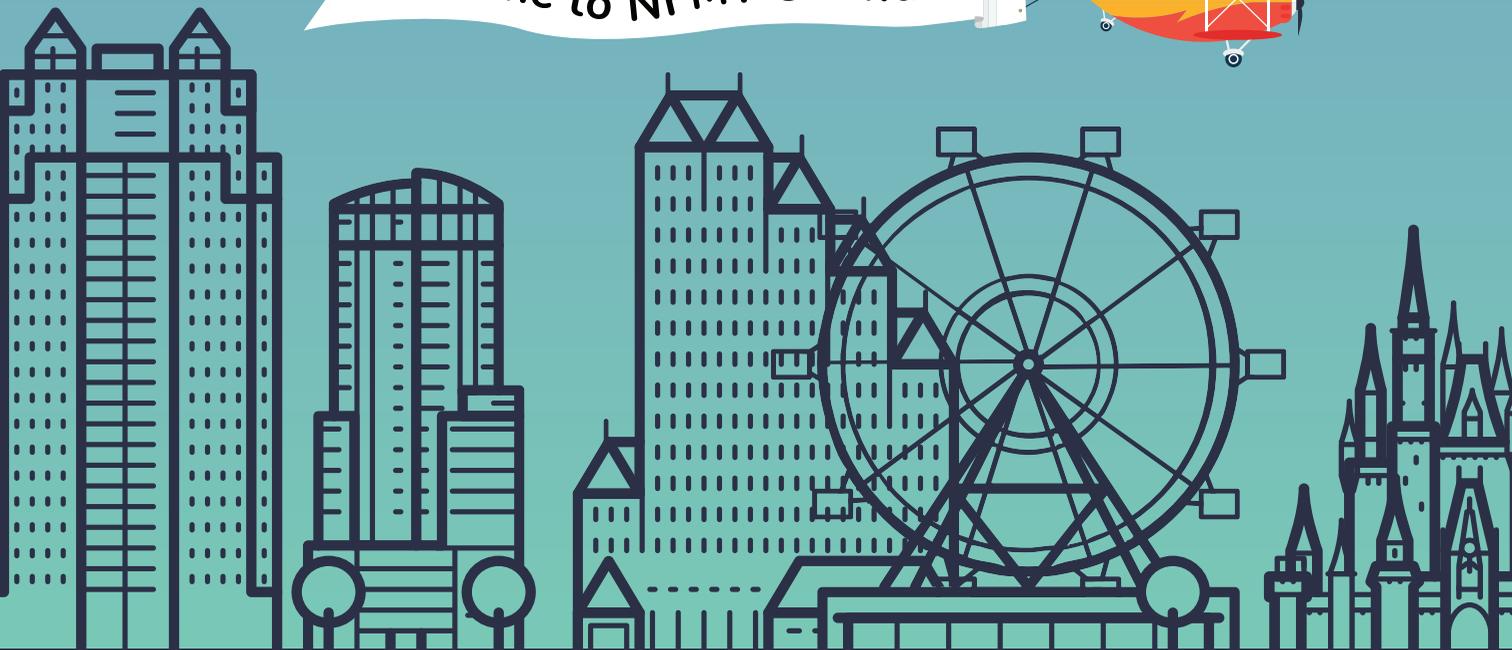
Learning Labs..... 4

Conference Information... 6

Expo Information .....16

Maps ..... 31

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NOVEMBER 13-14, 2019

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## Table of Contents

Sponsors .....	1
Sessions at-a-glance .....	2
Learning Labs.....	4
Conference Sessions .....	6
Exhibitor Profiles .....	16
Exhibitor Listings by Product Category ...	28
Conference Map .....	31
Expo Hall Map .....	32

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# Conference Sessions

## Sessions at-a-glance

### Wednesday, November 13

#### 8:00 – 9:00 AM

Rm#	Session	Title
331 A	W1.31A	Achieving 2020 Vision in Facilities Management

#### 9:15 – 10:15 AM

Rm#	Session	Title
230 A	W2.23A	Creating Financial Value from Facility Energy and Operational Data
230 B	W2.23B	Optimizing Your Property - Learn How to Find Low-Cost, Easily Identifiable Issues Throughout Your Property
230 C	W2.23C	How Technology is Changing the Built Environment – Preparing for Smart Buildings and Immersive, Personalized Experiences
230 D	W2.23D	Building a Complete Electrical Safety Program with NFPA 70E
240 A	W2.24A	What Facility Managers Can Learn from the Best Companies
240 C	W2.24C	True Cost of Maintenance

#### 10:30 – 11:30 AM

Rm#	Session	Title
230 B	W3.23B	The Benefits of Drones in Evaluating the Building Enclosure
230 C	W3.23C	By the Numbers – Justifying Investment in Your Facility Program
230 D	W3.23D	ADA: Your Questions, Answered
240 A	W3.24A	Great Teams Lead to Great Projects: People You Hire Matter!
240 C	W3.24C	Why HVAC Restoration Makes Dollars & Sense

#### 3:45 – 4:45 PM

Rm#	Session	Title
230 A	W4.23A	Trust, but Measure and Verify: Measurement and Verification – An Essential Element of Any Facility's Energy Savings Program
230 B	W4.23B	What You Must Know Before Engaging In Your 2020 Roofing Projects
230 C	W4.23C	Actionable Data - The New Currency
230 D	W4.23D	Protecting Your People, Property, Productivity & Your Posterior (Facilities)
240 A	W4.24A	Emotional Intelligence for Facility Managers
240 C	W4.24C	Building Successful Vendor Partnerships. Small strategies that make a big difference

### Wednesday Show Floor

11:30 AM – 3:30 PM Expo Hall Open

12:00 PM – 2:20 PM Learning Labs  
in Expo Hall

#### 12:00 PM Facility Management Express FMX

The Right Tool for the Job - Utilizing Facilities Management Software to streamline operations, reduce operating cost, and extend asset life

#### 12:30 PM iLobby Corp

Optimizing Facility Management: Automate screening, tracking, and monitoring of who is in your buildings

#### 1:00 PM Schluter Systems

Maximizing Tile Installation with Trim Profiles

#### 2:00 PM Connectrac

Optimized Connectivity for Changing Office Spaces

2:30 PM – 3:30 PM Networking Party

3:15 PM \$1,000 Daily Cash Drawing

Sponsored by:



### Thursday Show Floor

11:30 AM – 2:30 PM Expo Hall Open

12:00 PM – 1:50 PM Learning Labs  
in Expo Hall

#### 12:00 PM The A.D. Morgan Corporation, Inc.

Facilities Management and Maintenance: The challenges, the research and the solution

#### 12:30 PM ABB

HVAC Drives and Harmonics in Your Building

#### 1:30 PM EagleHawk

How Drone-Enabled Technology is Improving Facility Maintenance

2:15 PM \$1,000 Daily Cash Drawing

Sponsored by:



## Thursday, November 14

### 8:00 – 9:00 AM

Rm#	Session	Title
230 A	R1.23A	Auditing Audits: Selecting the One that is Right for Your Facility, Project, Compliance and Budget
230 B	R1.23B	Building a Better Business Case for Your Facilities Master Plan
240 A	R1.24A	Tribal Knowledge Transfer...The True Value & Real Risks
240 C	R1.24C	Achieving Excellence in Maintenance and Engineering

### 9:15 – 10:15 AM

230 A	R2.23A	Monitoring-Based Commissioning: An Enterprise Approach to Maintaining Energy Savings, Compliance, and Occupant Comfort Across Multiple Facilities
230 B	R2.23B	5 Essentials of Improving the Project Closeout Process for Facilities Teams
230 C	R2.23C	Drive Peak Building Performance with Artificial Intelligence Analytics Tools
230 D	R2.23D	NFPA 70E, Arc Flash Assessments, Associated Training and Electrical Safety
240 A	R2.24A	Succession Planning and Institutional Knowledge Management Benchmarking: Tackle What Seems Like an Uphill Battle
240 C	R2.24C	5 Fatal Mistakes when Buying Building Services

### 10:30 – 11:30 AM

230 A	R3.23A	Outdoor Water Conservation Principles/Products
230 B	R3.23B	Critical Power Systems for Facility Managers
230 C	R3.23C	Predictive Occupancy: Making Data-Drive Space Management Decisions
230 D	R3.23D	Highlighting the Hazards at Elevated Heights to Minimize Risk
240 A	R3.24A	Top Facility Management Skills Needed to Succeed
240 C	R3.24C	When In Rome....The Maintenance and Repair of Culturally Significant Diplomatic Structures

### 2:45 – 3:45 PM

230 A	R4.23A	Don't Shoot the Messenger: DE Measurement Data May be Telling a Larger Story
230 B	R4.23B	Address Operational Technology Cyber Risk Both Externally and Internally
230 C	R4.23C	Taking Existing Buildings from Smart to Smarter

230 D	R4.23D	Legionella and Water Safety Programs
240 A	R4.24A	Information Flow to Front-Line Employees — Where the Rubber Meets the Road

### 4:00 – 5:00 PM

230 B	R5.23B	Commissioning Model of the Future: Utilizing Fault Detection and Diagnostic (FDD) Software
240 A	R5.24A	Justify Your Energy Efficiency Project

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#### Prerequisites:

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

#### Satisfactory Requirements for CEU:

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- You must be scanned into the session.
- You must be present for over 90% of the conference session.
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## Learning Labs

Join leading equipment and service providers for 20-minute presentations directly on the expo hall floor. These rapid-fire presentations led by our knowledgeable vendors are designed to get you up to speed with the latest technology and trends. The Learning Lab theater is located in booth #1125.

### Wednesday, November 13

12:00 PM



#### 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 and asset tracking/budgeting.

12:30 PM



#### Optimizing Facility Management: Automate screening, tracking, and monitoring of who is in your buildings

Facility managers need to maintain building security, health and safety standards, emergency plans, and to oversee facilities staff, technicians, and external contractors. Learn how technology can be leveraged to automate many aspects of these processes. Instantly issue ID badges, access control cards and ensure that only qualified or pre-approved contractors/visitors are granted entrance to your facility. Expedite the collection of data, documents and required signatures from all visitors. Maintain a real-time overview of your facility while having access to comprehensive reporting ensuring you meet all your audit, compliance and safety requirements.

1:00 PM - 1:50 PM (50 Minute Session)



#### Maximizing Tile Installation with Trim Profiles

Manufacturers produce a variety of beautiful and durable tiles, but the availability of coordinating trim pieces can be limited. This has led to the development of a wide range of trim profiles. This seminar will focus on how trim profiles improve the integrity of tile installations and increase the versatility of tile in various applications, including floors, walls, countertops, and more.

2:00 PM



#### Optimized Connectivity for Changing Office Spaces

Flexibility is one of the most important attributes of an open plan office design, but it can't exist without a way to place power and data everywhere your employees need it. Building owners and facility managers are needing multi-purpose spaces that can be transformed to meet different needs throughout the day and evening. Agile spaces offer owners and managers a way to maximize their return on investment – and they need connectivity to match.

## Thursday, November 14

12:00 PM



### Facilities Management and Maintenance: The challenges, the research and the solution

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

12:30 PM



### HVAC Drives and Harmonics in Your Building

An overview of Variable Frequency Drives (VFD's) and the electrical power harmonic impact drives have on the building power quality. This learning lab will focus on prevention of harmonic issues created by VFD's with respect to IEEE 519-2014. An introduction to the ACH580 drive product line and the ACH580 low harmonic VFD solution. Presented by Thomas Shircel, HVAC Business Development Manager at ABB Inc.

1:30 PM



### How Drone-Enabled Technology is Improving Facility Maintenance

Hear how a new and innovative inspection method is making it safer, faster and more affordable to maintain and repair large-scale facility assets.



## Wednesday, November 13

8:00 - 9:00 AM

Business Management

### W1.31A • Room: 331 A

#### Achieving 2020 Vision in Facilities Management

John D'Angelo, MS, PE, CHFM, CHEP, CMVP, Assistant Vice President of Facilities Operations, The University of Chicago

Bob Holesko, CEM, Corporate Director of Engineering, Great Wolf Resorts  
Anand Sankey, Director of Maintenance Services, Western Michigan University

Your facilities management budget might be set for 2020 but what about your strategic vision? As a facility executive, use the upcoming new year to review and align your department goals with the overall organization goals. Hear directly from other facility executives on to how start the process of strategic visioning and understand how industry standards can help provide framework for your strategic vision.

##### Learning Objectives

1. Review what a strategic vision is
2. Understand how setting a strategic vision will help your department
3. Discuss how your strategic vision should support your organization's mission

AUDIENCE: INTERMEDIATE

CEU: 0.1

on energy and operational costs? Well, the good news is that you can simply identify these items through deliberate and purposeful walks and by being more aware of your senses such as unoccupied common areas. There is no more justifying tasks simply because "that's the way its always been done that way."

##### Learning Objectives

1. Explain how to properly perform deliberate and meaningful property walks/inspections/audits consistently
2. Identify the key items on your walk(s)/audits that will yield the biggest return on investment for your property
3. Review how to no longer remain a "problem presenter" but will become a "solution finder." How to solve the issues you discover
4. Discuss how to "spot the not" and what doesn't belong. Using all of your senses to help increase operational efficiency

AUDIENCE: BEGINNER CEU: 0.1

Technology Trends

### W2.23C • Room: 230 C

#### How Technology Is Changing the Built Environment – Preparing for Smart Buildings and Immersive, Personalized Experiences

Todd Boucher, Principal, Leading Edge Design Group

Smart 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 the challenges owners face in evaluating and deploying them
2. Explore the changing occupant demographics and the expectations on how technology should be integrated into a facility at the edge for the best computing experience
3. Adopt 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-performing buildings

AUDIENCE: INTERMEDIATE

CEU: 0.1

9:15 - 10:15 AM

Energy Management

### W2.23A • Room: 230 A

#### Creating Financial Value From Facility Energy and Operational Data

John Petze, Partner, SkyFoundry

Today, energy managers can directly create financial value from their energy and operational data. By utilizing analytics software, this raw and often overwhelming data is transformed into a tangible resource, guiding operators to reduce energy and maintenance costs and enhance overall efficiency and occupant satisfaction. In order to derive benefit from this data we need to be able to efficiently analyze it to find issues of importance and calculate performance metrics and KPIs and implement workflows that enable operators to be informed and respond to analytic results. Analytics software provides energy managers with the tools to do exactly that.

##### Learning Objectives

1. Identify the types of energy and operational data available, and challenges and barriers in acquiring it
2. Understand common KPIs useful to building owners and operators to track performance
3. Select specific examples of results produced by applying analytics to energy and operational data
4. Describe the ways analytics are integrated into the facility management and energy management workflow

AUDIENCE: INTERMEDIATE

CEU: 0.1

Safety and Security Management

### W2.23D • Room: 230 D

#### Building a Complete Electrical Safety Program with NFPA 70E

Jay Smith, Director - Electrical Safety Services, SEAM Group LLC

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

##### Learning Objectives

1. Clarify the importance of 2018 NFPA 70E in worker safety and how it relates to OSHA requirements
2. Identify that NFPA 70E is not just about arc flash labels, but about the

Asset Management

### W2.23B • Room: 230 B

#### Optimizing Your Property - Learn How to Find Low-Cost, Easily Identifiable Issues Throughout Your Property

Nicholas Lawniczak, Director of Engineering, CFI

We all know that there are significant projects you can undertake to save energy and resources on a large scale, through CapEx or long term budgeting, that can yield ROIs over 3-10 years. But what if there were things you could be doing NOW to save

entire safety program/culture at your organization

3. Learn how to obtain a complete arc flash assessment, worker training, PM Program, LOTO Program, and Safety Policy Development

4. Understand how equipment maintenance is vital to electrical safety; discussion on using IR Thermography and IR Window installations

AUDIENCE: INTERMEDIATE

CEU: 0.1

Business Management

## W2.24A • Room: 240 A

### What Facility Managers Can Learn From the Best Companies

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

In our hectic world, an FM manager is focused on meeting goals and expectations set by corporate executives, as well as performance indicators established internally to make the FM organization a best in class entity. Keeping an eye on this dynamic environment is a full-time and exhausting activity. It requires FM professionals to focus inward in terms of what is happening from a corporate standpoint, and outward, in terms of where the FM industry is headed. Identifying 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. This session will offer tips that FM Managers can take home from the best-rated companies.

#### Learning Objectives

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

AUDIENCE: INTERMEDIATE

CEU: 0.1

Operations and Maintenance Management

## W2.24C • Room: 240 C

### True Cost of Maintenance

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

Senior management only views maintenance costs at a single level, labor and materials. True maintenance costs go much deeper than that and are much more than expected. This session will discuss the contribution costs of maintenance and where waste and underutilization of resources are truly affecting operations and efficiencies.

#### Learning Objectives

1. Understand the true cost of maintenance
2. Identify areas of waste and underutilization
3. Tips and hints for improvement
4. Discuss the contribution of planning and scheduling maintenance activities

AUDIENCE: ADVANCED CEU: 0.1

10:30 - 11:30 AM

Asset Management

## W3.23B • Room: 230 B

### The Benefits of Drones in Evaluating the Building Enclosure

Tony Robinson, RRC, LEED AP, Project Manager, Gale Associates Inc.

Investigating and evaluating building enclosures can be challenging due to access issues. Closely observing multi-story buildings often requires using man lifts, high-reach equipment, scaffolding, etc., which can be costly and time consuming.

The FAA recently adopted procedures and certifications for use of drones for hobby and business use. Drones can quickly elevate and fly to the highest edges of a building in a matter of seconds and capture real-time, high-resolution video and photographs. This presentation will detail the pros and cons of drone use on facilities, privacy issues, and FAA Regulations.

#### Learning Objectives

1. Discuss the Federal Aviation Administration's (FAA) recently adopted procedures and certifications for use of Unmanned Aircraft Systems (UASs)/Drones for hobby and business use
2. Identify how UAS/Drones can capture real-time, high-resolution video and photographs, and reduce the time and money it takes to perform a typical evaluation
3. List the pros and cons of drone use on facilities, privacy issues, and FAA Regulations
4. Observe videos and images that illustrate how drones help evaluate hard-to-reach areas of the building enclosure including multi-stories, steep sloped roofs, steeples, and spires

AUDIENCE: INTERMEDIATE

CEU: 0.1

Technology Trends

## W3.23C • Room: 230 C

### By the Numbers – Justifying Investment in Your Facility Program

John Rimer, CFM, President, FM360

Facility professionals face many struggles – doing more with less, hiring qualified personnel, soliciting funds to update aging systems, accommodating customers' ever-changing needs, and the list goes on and on. Not to say money fixes everything, but for the above, it is at least a necessary component. As an all-too-often advertised cost center, facility departments have a difficult time selling and obtaining approval for investment. In this session, we will walk through examples and run some numbers that you can use to justify funding in your own organization. Come join us and learn how to advance your FM program!

#### Learning Objectives

1. Relay common facility department struggles
2. Justify value-driven versus cost-driven approach
3. Discuss methods for quantifying the value FM delivers
4. Identify tools and steps needed to sell the value of facilities

AUDIENCE: INTERMEDIATE

CEU: 0.1

Safety and Security Management

## W3.23D • Room: 230 D

### ADA: Your Questions, Answered

Joan W. Stein, President, Stein Consulting LLC

Even as facilities managers are learning the ins and outs of concepts like big data, many continue to face challenges with the decades-old mandates of accessibility. Being aware of and informed about the Americans with Disabilities Act is vital for every FM and the buildings they manage. Do you have questions about ADA? Attend this session to review answers to common ADA-related questions, plus discover keys to ADA compliance. Join Joan Stein who has more than 25 years' experience as an ADA consultant, for a practical, informative and interactive session.

#### Learning Objectives

1. Provide an overview of the ADA
  2. Discuss a facilities manager's responsibility with ADA
  3. List common questions regarding ADA
  4. Learn why ADA compliance cannot be ignored
- \*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

# Conference Sessions

Business Management

## W3.24A • Room: 240 A

### Great Teams Lead to Great Projects: People You Hire Matter!

Jake Smithwick, Professor, University of North Carolina at Charlotte

People that you hire to do the work matter. The performance and quality on your projects won't be any better than the vendor and people you hire. The key to identifying high-performing teams is to allow them to leverage their expertise throughout the project cycle. Years of data suggest that high performing teams that are capable of pre-planning and proactively minimizing risk have higher chances of success. Good news is this ability can be measured. Using real project examples and case studies, this session will help you in learning the simple tools and techniques to attract high-performing teams.

#### Learning Objectives

1. Specify the use of optimal RFP methodologies that lead to a better team and contract
2. Develop simple measurement strategies that attract and drive performance and accountability
3. Explain use of metrics for vendor management
4. Discuss how to enable vendors to proactively pre-plan projects

AUDIENCE: ADVANCED CEU: 0.1

Operations and Maintenance Management

## W3.24C • Room: 240 C

### Why HVAC Restoration Makes Dollars & Sense

Frank Santini, JD, MBA, Director of Education and Strategic Initiatives, Pure Air Control Services, Inc.

This presentation will cover the benefits of HVAC restoration to energy efficiency, indoor air quality, and your organization's bottom line. It outlines the step by step process of how HVAC restoration is performed, especially steam coil cleaning. This will include before and after performance data, case studies, and plenty of real world site photos. Restoration versus replacement from a cost/benefit perspective will also be discussed. If you are managing a large, aging, mechanical inventory this presentation is for you! Topics to be covered include HVAC performance & deferred maintenance, IAQ issues, energy efficiency, restoration process, coil cleaning, specialized coatings insulation, restoration vs. replacement.

#### Learning Objectives

1. Learn how fouled HVAC coils affect overall system hygiene and efficiency
2. Analyze how steam coil cleaning improves performance through real world measurement and verification data on CFM, Delta-P, Delta-T and cooling capacity
3. List the energy efficiency and sustainability benefits of HVAC restoration
4. Identify the benefits, including cost savings, of HVAC restoration compared to HVAC replacement

AUDIENCE: INTERMEDIATE CEU: 0.1

3:45 - 4:45 PM

Energy Management

## W4.23A • Room: 230 A

### Trust, but Measure and Verify: Measurement and Verification – An Essential Element of Any Facility's Energy Savings Program

Robert Knoedler, P.E., CxA, EMP, Principal in Charge, Hanson Professional Services Inc.

A critical aspect of any energy savings program involves accurate measurement and verification of the energy consumption (and demand) associated with the implemented measures/activities. Several standards exist in this field, including the International Performance Measurement and Verification Protocol (IPMVP) and ASHRAE Guideline 14-2014 – Measurement of Energy, Demand, and Water Savings. Traditionally, these have been used to provide guidance (and a standard methodology) for determining savings associated with an energy-related transaction

between a utility, an ESCO and a client / customer. The multi-step process has included: Determination of baseline performance (utility bills, simulation/modeling, etc.), estimated savings through an investment grade audit, development of an M&V plan, compilation of a post-implementation report (verifying performance), and ongoing M&V activities according to a prescribed schedule. The evolution of power monitoring and sub-metering systems, either separate or through upgraded BAS systems, has allowed clients to obtain enhanced, real-time energy information, improving the accuracy of data needed to verify specific system/measure performance. In addition, the increased incorporation of renewable energy technologies, including local micro-grids, often expands the M&V requirements beyond pure energy consumption and cost savings, to include reduction in atmospheric emissions, reduction in risks associated with fuel extraction and transportation, distribution interruptions, etc. However, even with the advancements in data collection and analysis, an experienced energy management professional needs to review the M&V data to assess its validity; determining whether any 'normalization' is required to accommodate changes in weather, building usage, system parameters, occupancy, etc.

#### Learning Objectives

1. Highlight the current standards and practices of the M&V industry
2. Discuss the ongoing developments such as the current updating of ASHRAE Guideline 14-2014
3. Indicate the impact of the recently adopted ASHRAE / ACCA Standard 211P, Standard for Commercial Building Energy Audits
4. Provide outlook for the industry, incorporating the use of data analytics

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

## W4.23B • Room: 230 B

### What You Must Know Before Engaging In Your 2020 Roofing Projects

Nick O'Hare, Corporate Quality Manager, StructureTec

With over 300 types of roof systems and new products coming to market each year, how can you be sure you are making the best choice for your project? Should your roofs be replaced, recovered, restored, or repaired? Do you know what critical details can either extend the life of your roof or, if done incorrectly, can drain your budget? We will discuss critical factors you must know before engaging in your roofing projects. In addition, we will look at several factors that are affecting the roofing industry in 2019 and the impact these will have on next year's projects.

#### Learning Objectives

1. Determine how to select the best system for your next roofing project
2. Discuss how to choose a solution that will minimize life cycle costs
3. Understand how current factors could affect your 2020 projects
4. Identify how to achieve the best pricing

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology Trends

## W4.23C • Room: 230 C

### Actionable Data - The New Currency

Tom Kay, Vice President, ENTOUCH

What keeps businesses from leveraging actionable data? Facility management data alone does not add value. It merely provides a means of tracking an event or consequence, yet data is an asset. Like the crude oil of the past, it must be refined through software-enabled intelligence for multi-site maintenance and management. Assumptions based on inaccurate or outdated data will result in poor outcomes. It is the same premise as paying with a \$100 and only getting change for a \$20 on a purchase.

#### Learning Objectives

1. Review how limited financial resources can be a challenge in using data for facilities management
2. Gain insights on how systems are more complex than ever before
3. Identify how data security is a paramount concern
4. Review how actionable data translate into savings and cost avoidance revenue

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security Management

**W4.23D • Room: 230 D**

## Protecting Your People, Property, Productivity & Your Posterior (Facilities)

Bo Mitchell, President and CEO, 911 Consulting

Boston Marathon, Aurora, Colorado and Hurricane Sandy emphasize emergency planning for your workplace can be a matter of life and death. Yet, it's too often that your management is not listening to you on this critical matter of Life Safety. The complexities of emergency planning are way beyond the grasp and authority of facilities management acting alone. How do we get management to give us the resources to do the job? Learn what laws, regulations and standards apply to your emergency planning, training and exercises.

### Learning Objectives

1. Understand how to sell management on the need for expert resources to get this done
2. Identify the complexities of modern emergency planning and training to keep your people safe
3. Highlight the laws, regulations and standards that control emergency plans
4. Discuss how lawsuits affect you and your organization

AUDIENCE: INTERMEDIATE

CEU: 0.1

Business Management

**W4.24A • Room: 240 A**

## Emotional Intelligence for Facility Managers

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

Management in the 21st century requires more composure and more finesse. Soft skills are important but they are the threshold. Nowadays management is more challenging, fraught with ambiguity and uncertainty. Things get tough for managers when the stakes are high, emotions are charged, and passions are overflowing. The way to thrive in these tense situations is through high emotional intelligence. There is a direct link between increased emotional intelligence and business results because with high emotional intelligence

managers remain in control of the outcome. The question to ask is are you directing your emotions or are your emotions directing you?

### Learning Objectives

1. Learn the building blocks of emotional intelligence
2. Determine how emotional intelligence connects to performance and how to leverage emotions for greater performance
3. Recognize low emotional intelligence and develop strategies for improvement
4. Discuss the hallmarks and components of emotional intelligence building blocks and how to use each day to build emotional intelligence muscles

AUDIENCE: ADVANCED CEU: 0.1

Operations and Maintenance Management

**W4.24C • Room: 240 C**

## Building Successful Vendor Partnerships: Small Strategies that Make a Big Difference.

Alana Dunoff, FMP, IFMA Fellow, ProFM, President, AFD Facility Planning

Making sure our buildings are safe and productive is our number one priority in facility management. As FMs, we know we can't do it alone, we rely heavily on our vendors to help us create successful environments. It is our vendors who get us out of jams, fix the unexpected broken things and meet our organization's daily demands. We need our vendors and they need us; but managing them can be a challenge. This session will provide insights and ideas that can easily be implemented and that can have a significant positive impact on your vendor relationships.

### Learning Objectives

1. Participants will be challenged to re-think how they communicate and manage their vendors
2. Gain insights into the power of measuring performance
3. Learn simple tools and techniques for creating a mutually beneficial partnership with your vendors
4. Describe a series of small strategies that can each have a significant impact on positive vendor relationships

AUDIENCE: INTERMEDIATE

CEU: 0.1

# Thursday, November 14

8:00 - 9:00 AM

Energy Management

**R1.23A • Room: 230 A**

## Auditing Audits: Selecting the One that is Right for Your Facility, Project, Compliance and Budget

Alyssa Lynn Faircloth, CxA, EMP, Energy Services Engineer, TLC Engineering Solutions

Al LaPera, CxA, EMP, Associate/Senior Project Manager, TLC Engineering Solutions

There are many types of energy audits available. For facility managers, it can be dizzying. But this much is clear: making the right choice is a critical decision. This presentation explains the difference between ASHRAE Levels 1-3 audits, investment-grade audits, and audits performed for compliance with state and local ordinances. It will also provide information on auditors and how you can tell if they are legitimate, qualified, and even over qualified, for your needs. Last, this presentation will show you how to put audit data to use in your facility to reduce energy consumption and save money.

### Learning Objectives

1. Understand that the term "energy audit" can mean many things and how to discern what is needed in what circumstance
2. Know the components of various audits and what outcomes they produce

3. Understand the relationship of audit results to proposed energy conservation measures (ECMs) and facility improvement measures (FIMs)
4. Learn how to read and analyze audit results to create maximum value for your facility

AUDIENCE: INTERMEDIATE

CEU: 0.1

Asset Management

**R1.23B • Room: 230 B**

## Building a Better Business Case for Your Facilities Master Plan

Tom Mitchell, Jr., Senior Vice President & COO, FM3IS Associates, L.L.C.

Budget pressures are nothing new to facilities managers, whether they work in a corporation or the public sector. This session discusses an approach to developing a facilities master plan that will help make sure the portfolio supports the organization's overall strategic goals, allowing managers to prioritize their operational and financial activities related to each property. Progressing from the first step of developing the asset inventory, through asset strategic alignment, identifying opportunities, developing business cases for

# Conference Sessions

projects, and crafting budget strategies, the facilities master plan culminates with an implementation road map with timelines and suggested activities.

## Learning Objectives

1. Learn how to collect and analyze comprehensive facilities data and compare it to relevant facilities benchmarks
2. Identify opportunities to minimize financial shortfall and reduce the deferred maintenance backlog
3. Construct a business case model that can be used to pursue opportunities and justify future facilities funding requests
4. Create a road map to implement the facilities master plan

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Management

## R1.24A • Room: 240 A

### Tribal Knowledge Transfer...the True Value & Real Risks

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

As the Baby Boomers continue to retire the issue of retaining their expertise and "Tribal Knowledge" is becoming a national crisis. In many instances, the experienced employees leave their companies without passing on the bulk of their knowledge and wisdom that they have acquired over the years. This phenomenon is also known as Brain Drain. So what does that mean to you as a facility manager? It means a serious loss of intangible assets that are affecting your processes, operating procedures, and overall financial position. Join us as we explore how to capture Tribal Knowledge before it is lost.

## Learning Objectives

1. Understand exactly what is Tribal Knowledge Transfer
2. Discover how to create a system/program to capture Tribal Knowledge before it is lost
3. Learn how to develop Tribal Knowledge Exercises
4. Create a plan/strategy to integrate these concepts into your Standard Operating Procedures, succession planning, on-boarding process

AUDIENCE: INTERMEDIATE CEU: 0.1

Operations and Maintenance Management

## R1.24C • Room: 240 C

### Achieving Excellence in Maintenance and Engineering

Andrew Baxter, Facilities Management Director, Pasco County, Fla.

Ryan Rose, Senior Associate Director, Wharton, University of Pennsylvania

Cesar Sanchez, Director of Operations, University of California San Francisco

Anand Sankey, Director of Maintenance Services, Western Michigan University

Adam Schrirel, Associate Director of Operations, University of California San Francisco

Rich Steiger, Manager of Facilities Management, Orange County (Fla.) Government

Moderator: Dan Hounsell, Editor, Facility Maintenance Decisions Magazine

Achieving excellence in facility maintenance and engineering isn't easy. It takes teamwork, focus, communication, determination and a whole lot more. This session will spotlight the departments that are recipients of the 2019 Facility Maintenance Decisions Achievement Awards. The panel of award recipients will discuss their strategies for developing, implementing and streamlining projects and processes that successfully addressed the varying needs of facility occupants and building owners alike. Panelists will offer insights into the success of their projects and discuss lessons learned in the process.

## Learning Objectives

1. Learn about setting priorities and targeting needs in planning facility projects
2. Understand key strategies and tactics for effective project management
3. Review the essential steps in turning plans into benefits for occupants and owners
4. Analyze multiple case studies, looking at successes and lessons learned

AUDIENCE: BEGINNER CEU: 0.1

9:15 - 10:15 AM

Energy Management

## R2.23A • Room: 230 A

### Monitoring-Based Commissioning: An Enterprise Approach to Maintaining Energy Savings, Compliance, and Occupant Comfort Across Multiple Facilities

April Guymon, PE, MBCx Director, ETC Group

Building performance drift is a common challenge facing facility management, where finely tuned and commissioned building HVAC systems lose performance over time. The negative impacts of performance drift lead to wasted energy and millions of dollars in annual energy costs. Evolving analytic technologies now allow an organization to centralize large amounts of building data and develop enterprise-wide strategies to manage key performance indicators (KPIs), including comfort, cost, and compliance, as well as fending off performance drift. Advanced MBCx tools such as SkySpark®, ClimaCheck® and BuildingFit™ are examples of these technologies. But without the right organization and support of the boots on the ground, the analytics become another software to ignore.

## Learning Objectives

1. List key principles to structuring an organization and culture to maximize and maintain high performance buildings across an enterprise
2. Learn how to leverage data analytics technologies to create actionable KPIs for smarter and more efficient decision-making
3. Discuss best practices in leveraging MBCx services with modern data analytics software to address compliance, occupant comfort, energy savings and lower operating costs, equipment, reliability and longevity
4. Specify how to implement monitoring software tools to create historical, real-time and predictive reports about building and enterprise-wide performance

AUDIENCE: INTERMEDIATE CEU: 0.1

Asset Management

## R2.23B • Room: 230 B

### 5 Essentials of Improving the Project Closeout Process for Facilities Teams

Todd Moore, National Director - Facilities Solutions, ARC

Facilities teams are often frustrated at the handoff when a new building is built, including the delays in getting documentation and having documents they can't work with (e.g., BIM models or CAD files). Today's facilities management world includes emergency response in addition to maintenance, and this adds pressure and responsibility. The bottom line is facilities teams need to change the way they think about closeouts. How can FM teams take control and evolve how they interact with information? Learn about new trends and best practices for making the closeout handoff an easier, more efficient process; and hear five requirements for successfully making the transition to working, responding and recovering faster.

## Learning Objectives

1. Learn how to take control of the closeout handoff and make the closeout package actionable for FM teams
2. List best practices for improving accessibility, collaboration and interaction with building information, including trending apps and cloud-based technology
3. Take away five requirements for making the transition to working, responding and recovering faster
4. Discuss how to respond faster to work orders by having instant information

AUDIENCE: ADVANCED CEU: 0.1

Technology Trends

## R2.23C • Room: 230 C

### Drive Peak Building Performance with Artificial Intelligence Analytics Tools

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

New buildings don't always perform as well as expected and may not be

optimized. Optimization is typically is not required or defined in the construction delivery process. Older buildings may have optimization and performance improvement opportunities, but it is difficult to evaluate. This presentation explores how raw data that exists and is available in BAS provides performance feedback and tracking results through the use of data and building analytics software. Using case study examples, we will look at how this emerging technology is first applied from initial project commissioning and continues as an ongoing cradle to grave approach.

#### Learning Objectives

1. Know the general differences between BAS alarm monitoring, monitoring based Cx and analytic fault detection, and artificial intelligence
2. Determine which KPI's matter and the application of analytic software tracking and monitoring
3. Discuss how AI applied with analytics saves time and money
4. Recognize how to prepare for future compliance with energy performance improvement ordinances and mandates that are being developed in the US to reduce GHG emissions from commercial buildings

AUDIENCE: INTERMEDIATE

CEU: 0.1

Safety and Security Management

## R2.23D • Room: 230 D

### NFPA 70E, Arc Flash Assessments, Associated Training and Electrical Safety

Doug Tellin, Owner, Electrical Safety Specialists, LLC

Assessing electrical hazards and training workers can be a very complex task. Electrical safety, governed by OSHA mandates, is driven by the NFPA 70E standard. Our course will help teams interpret and learn how to implement the requirements into their facility. This course will help your team understand the following terms and how to implement them into your facility, creating a culture of safety exceeding compliance requirements! - Arc Flash Risk Assessments - NFPA 70E Training - Qualified Worker Training - Electrical Safety Program Plans.

#### Learning Objectives

1. Learn how to differentiate between arc flash risk assessment options that exist within the industry
2. Understand the training requirements as they pertain to the NFPA 70E standard
3. Discuss a new training concept available to the industry regarding the qualified worker training referenced in the NFPA 70E
4. Identify other electrical safety ideas and conditions that exist and can help their team implement a culture of safety

AUDIENCE: INTERMEDIATE

CEU: 0.1

Business Management

## R2.24A • Room: 240 A

### Succession Planning and Institutional Knowledge Management Benchmarking: Tackle What Seems Like an Uphill Battle

Jake Smithwick, Professor, University of North Carolina at Charlotte

The data is painfully clear: the facility management industry is facing a succession planning and labor force crisis. It has already started for some organizations and is expected to reach a fevered pitch in the next 5-7 years. As many seasoned FM professionals begin retiring, there will be a palpable lack of institutional knowledge. A study conducted by the Simplar research team found that while most executives start developing a plan for succession, very few of them have a formal transition plan. This presentation will provide a summary of the tools available and recommendations for next steps.

#### Learning Objectives

1. Analyze what the data shows in terms of current FM workforce demographics
2. Assess your current organization's succession plans using the concepts provided
3. Gain insights on the FM benchmarking process and how it helps in succession

4. Learn how to apply institutional knowledge management tools in their organization

AUDIENCE: ADVANCED CEU: 0.1

Operations and Maintenance Management

## R2.24C • Room: 240 C

### 5 Fatal Mistakes when Buying Building Services

Vince Elliott, President, Elliott Affiliates, Ltd.

Buyers of building services typically follow the traditional procurement strategy and often handicap the ability of service managers to do their job. This session highlights what can often go wrong and review the best practices for achieving extraordinary results—after the deal.

#### Learning Objectives

1. Identify the number one predictor of finding the best of the best contractor
2. Review the roadmap for selecting the best of the best contractor in the marketplace
3. Understand how to determine the cost of the cleaning program before the first bid is submitted
4. Understand why your specification is a trap toward failure

AUDIENCE: INTERMEDIATE

CEU: 0.1

10:30 - 11:30 AM

Energy Management

## R3.23A • Room: 230 A

### Outdoor Water Conservation Principles/Products

Julie Zigler, ASLA, CID, CLIA, Senior Specification Manager, Rain Bird Corporation

Intelligently using water, our world's most precious resource, is becoming more important as water rates rise, restrictions are implemented due to drought, and the need to achieve sustainability initiatives grows. This presentation will provide an overview of outdoor water conservation principles and products. With efficient irrigation products and practices, it is absolutely possible to reduce outdoor water consumption by 25 percent or more without having to give up the plants, trees, and gardens that add so much to our lives. We will provide you with solutions to help meet new regulations and give you tips on obtaining optimum irrigation efficiency.

#### Learning Objectives

1. Understand the primary drivers toward efficient irrigation and identify the five drivers that should be considered for optimum irrigation efficiency
2. List the drivers to sustainability initiatives as it pertains to outdoor water use
3. Discuss the various alternatives to potable water for irrigation
4. Identify the issues contributing to poor irrigation system performance

AUDIENCE: INTERMEDIATE

CEU: 0.1

Asset Management

## R3.23B • Room: 230 B

### Critical Power Systems for Facility Managers

Tighe Robey, Director of Training, Nationwide Power

Power outages and downtime cost U.S. businesses millions of dollars each year, and the majority of downtime can be prevented. With company turn-over, budget cuts, and a general lack of awareness and education, the focus and attention given to critical power infrastructure has decreased at an alarming rate. This course is designed to bridge the knowledge gap on what FM's do not know when it comes to critical power.

#### Learning Objectives

1. Increase your understanding of your facility's critical power system and its design
2. Gain a deeper understanding of the recommendations and implications behind service provider's age-based routine maintenance of critical power infrastructure

# Conference Sessions

3. Learn end user / first responder roles and responsibilities when dealing with critical power system
  4. Identify the true cost of improper maintenance or ignoring replacement recommendations through the study of actual business case studies
- AUDIENCE: INTERMEDIATE      CEU: 0.1

## Technology Trends

### R3.23C • Room: 230 C

#### Predictive Occupancy: Making Data-Driven Space Management Decisions

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

The offices and workspaces of tomorrow will look very different from today. As workspaces become dynamic and shared spaces, the way we manage these spaces needs to be agile and just in time. New technology advancements are allowing facilities managers to use cloud-based facilities optimization solutions and increase the building IOT investment to be able to predict and adapt to the needs of the company. Attend this session to learn how predictive occupancy can be implemented to provide data-driven space management solutions.

##### Learning Objectives

1. Define the concept of predictive occupancy
2. Review how predictive occupancy can be incorporated with existing technology
3. Justify what benefits predictive occupancy can provide facilities management department
4. Define how data-drive space management decisions can allow optimization and cost savings

AUDIENCE: INTERMEDIATE      CEU: 0.1

## Safety and Security Management

### R3.23D • Room: 230 D

#### Highlighting the Hazards at Elevated Heights to Minimize Risk

Andy Sunday, Strategic Customer Manager, Sunbelt Rentals

Working at elevated heights creates a unique set of compliance and safety issues. As regulations and standards are continuing to change, all organizations need to have an up-to-date fall protection plan. Attend this session to identify the hazards of working at elevated heights and explore how not following safety procedures can cause various negative repercussions including injury and safety violations. Organizations will find that eliminating such hazards will improve efficiency and satisfaction among employees.

##### Learning Objectives

1. Identify the applicable OSHA regulations and industry-recognized ANSI standards
2. Determine the educational tools and new products available for personal fall protection
3. Recognize the potential fall hazards when using AWP equipment
4. Examine how sharing best practices for PFP can help others create fall protection plans

AUDIENCE: INTERMEDIATE      CEU: 0.1

## Business Management

### R3.24A • Room: 240 A

#### Top Facility Management Skills Needed to Succeed

Stormy Friday, MPA, Hon. FMA, IFMA Fellow, President, The Friday Group  
Ericka Westgard, ProFM, Senior Director Workforce Strategy, C&W Services  
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

## Operations and Maintenance Management

### R3.24C • Room: 240 C

#### When In Rome...The Maintenance and Repair of Culturally Significant Diplomatic Structures

John Dumsick, P.E., APT-PP, Senior Civil Engineer, U.S. Department of State, Overseas Buildings Operations

Michael Kerns, Regional Facility Manager, US Department of State, Overseas Buildings Operations

Department of State retains over 3,500 properties in 180 countries and 285 diplomatic posts worldwide. Among these, (206) culturally significant assets are identified on the Overseas Building Operations (OBO) List of Significant Properties (LOS). Additionally, (36) properties are on the Secretary of State's Register of Culturally Significant Property (RCSP), which commemorates our country's most significant international heritage. The goals of these programs are to inform OBO on the proper maintenance of heritage assets as required by the National Historic Preservation Act of 1966. This presentation will detail the unique maintenance challenges in international diplomatic properties of cultural significance. Example case studies of projects throughout Italy will be used.

##### Learning Objectives

1. Identify criteria to evaluate properties for OBO's List of Significant Properties and the Secretary of State's Register of Culturally Significant Property
2. Highlight the importance of performing preventative maintenance and routine inspections on heritage structures
3. Specify the importance of an Operations and Maintenance (O&M) Plan for historic structures
4. Identify the unique nature of restoration projects overseas and how they differ from US domestic projects

AUDIENCE: INTERMEDIATE      CEU: 0.1

2:45 - 3:45 PM

## Energy Management

### R4.23A • Room: 230 A

#### Don't Shoot the Messenger: DE Measurement Data May be Telling a Larger Story

Michael Rivers, Regional Sales Manager, ONICON

While few would question a \$5 calculator if its number differed from expectation, there is an automatic suspicion of high end measurement tools when values don't add up on a project site. If the installation and applications are good, when measurements don't align with the plan, it does not necessarily mean the meters are wrong; there very well may be other factors at play. What is the price of ignoring this data? We will use case studies and lessons learned for a "Don't Shoot the Messenger" presentation to explore why and how accuracy matters, what to look for when numbers don't match, how serial communication helps alleviate discrepancies between BAS and TAB and more.

##### Learning Objectives

1. Explain why and how accuracy matters
2. Analyze case studies to determine how issues were identified and how meters can predict loss and potential maintenance

3. Identify what to look for when numbers don't match
4. Discuss how serial communication helps to alleviate discrepancies between BAS and TAB

AUDIENCE: INTERMEDIATE

CEU: 0.1

Asset Management

## R4.23B • Room: 230 B

### Address Operational Technology Cyber Risk Both Externally and Internally

Fred Gordy, Director of Cybersecurity, Intelligent Buildings

Operational technology cyber incidents are increasing at an exponential rate. The leading cause is human behavior. 80 percent of breaches are because of lack of basic processes, policies, and procedures. According to both NIST and the SANS Institute, fundamental to controlling risk is understanding what systems you have, who has access to them, what they are allowed to do once connected, and a record of what actions took place. In this session, we will identify the primary areas that a facility needs to focus on to bolster their risk posture.

#### Learning Objectives

1. List the basic steps to identify gaps in knowledge as it applies to operational technology
2. Identify human behaviors that leave their organization at risk
3. Review real-world examples of risk behaviors and the resulting impact of these behaviors
4. Discover how to address basic "bad" behavior to increase their cybersecurity posture

AUDIENCE: INTERMEDIATE

CEU: 0.1

Technology Trends

## R4.23C • Room: 230 C

### Taking Existing Buildings from Smart to Smarter

Drew Mire, CEO, Computrols

Mike Clayton, Director of Strategic Partnerships, Computrols

Smart buildings are all the buzz these days, but what is it that makes a building "smart" and how does it benefit building operators and occupants? This session will answer these questions and more while highlighting the features and benefits of smart buildings. Audience members will learn about the beginnings of smart buildings and the latest technology changes in the building automation industry. We'll also explain how to take existing buildings from smart to smarter and how to ensure your facility is ready for the Internet of Things.

#### Learning Objectives

1. Define what a "smart" building is
2. Understand the features and benefits of a "smart" building
3. Identify ways to take a building from smart to smarter
4. Learn how to ensure a facility is prepared to utilize future technologies

AUDIENCE: INTERMEDIATE

CEU: 0.1

Safety and Security Management

## R4.23D • Room: 230 D

### Legionella and Water Safety Programs

Frank Sidari, Vice President on Consulting, Special Pathogens Laboratory

There is a renewed focus on the prevention of building-associated Legionnaires' disease stemming from recent outbreaks, news reports, and updated guidelines and standards, including ANSI/ASHRAE Standard 188 and Centers for Medicare



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and Medicaid Services. The onus to address these requirements and implement water safety programs is on the building owners. However, often the program team includes facility engineering, environmental services, and service providers who become involved in the implementation process. This session will provide attendees with a proactive path forward for implementing water safety programs for their building water systems.

## Learning Objectives

1. Learn about updated guidelines and standards including ASHRAE 188
2. Learn some science about Legionella and Legionnaires' disease
3. Gain insight through case studies of how things went wrong for other facilities
4. Identify the steps to improve or develop a proactive water safety program for Legionella

AUDIENCE: INTERMEDIATE

CEU: 0.1

Business Management

## R4.24A • Room: 240 A

### Information Flow to Front-Line Employees — Where the Rubber Meets the Road

Neil Crump, CFM, CEFP, Manager, Plant Construction, The University of Texas at Austin

Front-line employees are an organization's customer interface so it's critical those employees are well informed on all aspects of their business. Too often though, leaders create "in groups" and "out groups" which damages teamwork. Research was done through (1) Activity Theory (academic view of "That's not how we do things around here."), (2) Leader-Member Exchange Theory ("in groups"/"out groups") and (3) linear regression of surveys.

## Learning Objectives

1. Discuss how group dynamics within an organization can help, or hurt, that organization
2. Apply concepts that can inspire staff to go "above and beyond" normal duties
3. Examine how communication is a 2-way street across the chain of command
4. Learn how to analyze survey data efficiently and effectively

AUDIENCE: INTERMEDIATE

CEU: 0.1

4:00 - 5:00 PM

Asset Management

## R5.23B • Room: 230 B

### Commissioning Model of the Future: Utilizing Fault Detection and Diagnostic (FDD) Software

Peter Serian, Director of Business Development, CopperTree Analytics

Most buildings have metering and building automation systems (BAS) which are producing massive amounts of data each day. That data is often discarded and not used to its full potential when it can be leveraged to continuously bring value to the building owners, operators, and occupants. Moreover, re-commissioning or retro-commissioning programs are one-time or periodic, allowing buildings to drift from their commissioned state. This session will explore how advanced energy and building analytics software technology is unlocking the power of BAS data to enable monitoring-based commissioning, giving building owners and energy managers the insight needed to take action and drastically improve energy efficiency, occupant comfort, and capital equipment longevity.

## Learning Objectives

1. Gain an understanding of how Fault Detection & Diagnostics (FDD) can leverage building data to identify deficiencies, specific energy efficiency measures, and streamlined commissioning practices
2. Understand and apply energy analytics functions like virtual metering, KPIs, and golden standard in support of ongoing commissioning programs
3. Leverage Monitoring, Verification, Targeting & Reporting (MVT&R) in projects to target, then measure achieved savings in facilities
4. Understand how to apply FDD and energy monitoring workflows to daily operations

AUDIENCE: INTERMEDIATE

CEU: 0.1

Business Management

## R5.24A • Room: 240 A

### Justify Your Energy Efficiency Project

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

This presentation is designed to help facility managers justify Energy Efficiency projects. Metrics such as payback, NPV, and ROI will be taught. In addition we will discuss, 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. Gain a better understanding of cash flow analysis
2. Learn about metrics to determine if projects are financially feasible
3. Analyze and understand section 179D tax incentive
4. Receive a legislative update on energy efficiency tax incentives

AUDIENCE: BEGINNER

CEU: 0.1



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Our mission at AIRIUS® LLC is to significantly reduce heating and cooling costs while improving thermal comfort through the use of our patented destratification products. Several models and controls are available to accommodate a wide range of building types and sizes. Proudly engineered and made in the USA! Visit Booth 806 for latest fan models for 2019 and 2020 and new smart fan options.



## AkitaBox

### AkitaBox

**BOOTH# 1325**

212 E. Washington Ave., Floor 4  
Madison, WI 53703  
628-400-1778

<https://home.akitabox.com>

Transform the way you maintain your buildings with the AkitaBox Facility Management Software Suite, an easy-to-use, data-driven solution. AkitaBox not only offers a user-friendly, modern alternative to bulky CMMS platforms, it will revolutionize the way you visualize your building data. It's time to test drive the power of location-based space and asset management.



### Alert Labs

**BOOTH# 1017**

2-132 Queen St. South  
Kitchener, ON N2G 1V9  
519-279-6786

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

Alert Labs suite of smart sensors is on the cutting edge of property protection. These easy-to-use sensors are cellular devices that provide real-time monitoring and 24/7 alerts with powerful analytics to reduce utility bills, property damage and repair costs for commercial and residential properties. The company partners with property managers, insurance companies, municipalities, schools and other organizations throughout North America.

### Altyno/KI USA

**BOOTH# 1403**

8000 Regency Parkway, Suite 500  
Cary, NC 27518  
919-964-5511

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

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

## American Energy Services

**BOOTH# 1307**

1708 Whitehead Road, Suite 100  
Woodlawn, MD 21207  
301-482-0025  
[www.aeservices.us](http://www.aeservices.us)

The most unique offering in Energy Services, AES has experience in high efficiency lighting, intelligent controls, energy monitoring and EV charging. Providing a one-of-a-kind Service Excellence program and a complete portfolio with turnkey installation, as well as both proprietary and industry financing, and non-profit grant options.



## American Institute of Facility Engineers and Technology

**BOOTH# 404**

2337 Belleair Rd.  
Clearwater, FL 33764  
727-421-9077  
[www.aifet.org](http://www.aifet.org)

AIFET addresses an industry-wide need to identify, train and certify Apprentice Facility Maintenance Engineers in collaboration with Company Sponsors and mentors. The AIFET Apprentice Program identifies the key multi-trade skills required to provide superior building maintenance services for Companies. Our three-pronged approach includes eLearning, on-site reviews and on-the-job skills verification. National approvals are available.

## American Louver

**BOOTH# 1424**

100 Howard Ave.  
Des Plaines, IL 60018  
847-583-4192  
[www.americanlouver.com](http://www.americanlouver.com)

Manufacturer of plastic and metal HVAC products, including Stratus diffusers and grilles made from a durable engineered plastic that will not rust, corrode, fade, or yellow. Products are mildew and flame resistant. The color is molded into the product so that scratches won't show and repainting is never needed. Plus, they are indistinguishable from metal when installed.

## ARC

**BOOTH# 1106**

12657 Alcosta Blvd, Suite 200  
San Ramon, CA 94583  
855-500-0660  
[www.arcfacilities.com](http://www.arcfacilities.com)

The ARC Facilities App enables teams to work faster and smarter through instant access to building and equipment information. FMs can quickly retrieve as-builts, shut-off locations,

O&Ms and equipment details anywhere, anytime. Simply click on digital maps to find any type of building information, and collaborate and communicate teamwide. Improve service, respond to emergencies and reduce costs with this easy-to-use facility management software.

## archSCAN/AerieHub

**BOOTH# 1508**

503 Coover Road  
Annapolis, MD 21401  
410-974-8183  
[www.archscan.com](http://www.archscan.com)

Document Scanning and Management Services – Find it Fast! Can you find drawings in an emergency? Do contractors need drawings to do their job? Is your plan room in chaos? Let archSCAN/AerieHub fix that. We will organize, digitize, and manage your documents accessible from anywhere, from any device.



## Association for Facilities Engineering

**BOOTH# 500**

8200 Greensboro Drive, Suite 400  
McLean, VA 22102  
571-395-8772  
[www.afe.org](http://www.afe.org)

The Association for Facilities Engineering (AFE) is a professional membership and certification organization. We bring together professionals who ensure the optimal operation of high-rise commercial real-estate, commercial and industrial plants, campuses of higher education, medical centers and government facilities around the globe. We work to advance our mission to provide trade-craft related facilities maintenance resources to industry professionals worldwide.

## Avian Flyaway Inc./ Bird Relocation

**BOOTH# 1407**

510 Turtle Cove, Suite 109  
Rockwall, TX 75087  
972-771-6679  
[www.avianflyawayinc.com](http://www.avianflyawayinc.com)

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

## Benjamin Moore

**BOOTH# 1101**

101 Paragon Drive  
Montvale, NJ 07645  
973-202-5119  
[www.benjaminmoore.com](http://www.benjaminmoore.com)

Benjamin Moore & Co., a Berkshire Hathaway company, was founded in 1883. One of the country's leading manufacturers of premium-quality residential, commercial and industrial maintenance coatings, its products are distributed via a network of independent paint and decorating retailers throughout North America.

## BESTORQ

**BOOTH# 401**

6955 McCormick Drive  
Lincoln, NE 68507-3270  
877-773-9966  
[www.bestorq.com](http://www.bestorq.com)

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

## Big John Products, Inc.

**BOOTH# 1314**

8533 Canoga Ave., Suite D  
Canoga Park, CA 91304  
323-656-5636  
[www.bigjohnproducts.com](http://www.bigjohnproducts.com)

Manufacturer of high capacity, ADA Compliant, oversized toilet seats, wall-mounted toilet supports, hand-held bidet sprayers, plunger splash guards, bariatric commode chair, and adult hygienic wipes. Our newest toilet seat is the Big John Classic toilet seat which is 14" wide and designed to offer all the benefits of our Original seat, without the extra width.



## Building Operating Management Magazine

**BOOTH# 207**

2100 W. Florist Ave.  
Glendale, WI 53186  
414-228-7701  
[www.facilitiesnet.com/bom](http://www.facilitiesnet.com/bom)

Official media sponsor of NFMT. *Building Operating Management* is the leading magazine for facility managers, owners, directors and VPs in all types of commercial and institutional buildings.

# Exhibitor Listings

## C+S Companies / Q Ware

**BOOTH# 820**

150 State St.  
Rochester, NY 14614  
585-754-6449  
[www.qwarecmms.com](http://www.qwarecmms.com)

Q Ware is a practical cloud based CMMS application for facilities professionals looking for an easy-to-navigate system. Unlike other systems that often over complicate their software, Q Ware can be tailored to your needs. Our goal is to provide an exceptional customer experience with our software and people.

## Chetu Inc.

**BOOTH# 1119**

10167 W. Sunrise Blvd., Suite 200  
Plantation, FL 33322  
954-342-5676  
[www.chetu.com](http://www.chetu.com)

Chetu delivers custom software development solutions and IT staff augmentation services. Chetu is a true and seamless back-end software technology partner servicing startups, SMBs, and Fortune 500 companies worldwide. Let Chetu's industry specific technology experts develop custom software solutions to help your business grow.



## COIT Cleaning & Restoration Services Inc.

**BOOTH# 812**

897 Hinkley Road  
Burlingame, CA 94010  
650-274-3929  
[www.coit.com](http://www.coit.com)

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

## Connectrac

**BOOTH# 1306**

8707 Chancellor Row  
Dallas, TX 75247  
877-480-5637  
[www.connectrac.com](http://www.connectrac.com)

Connectrac® is the leader in connectivity solutions for commercial interior spaces. Our products provide invisible power connections throughout a space via a unique floor-based raceway system. We are quick to install and change unlike core drilling, trenching, and power poles. Visit Connectrac at booth 1306 to see what's coming in 2020.

## CopperTree Analytics

**BOOTH# 502**

627 15th Ave. E, Apt 4  
Seattle, WA 98112  
303-408-2414  
[www.coppertreeanalytics.com](http://www.coppertreeanalytics.com)

CopperTree Analytics is a software-as-a-services that provides you with the energy and building analytics you need to: Transform your BAS data into meaningful, actionable information; Leverage building analytics into an enterprise management view of your operations; Make operational decisions that improve your building performance and bottom line.

## Corrigo Incorporated

**BOOTH# 1214**

8245 Tualatin Sherwood Road  
Tualatin, OR 97062  
877.267.7440  
[www.corrigo.com](http://www.corrigo.com)

When work is in order, we are the work order platform teams rely upon to get the job done. Our intelligence-driven tools and platform are built on decades of experience, millions of data points, a passion for what's next, and a dedication to elevate Facilities Management and vendors to become organizational value drivers – today, tomorrow and for years to come.

## Corzan® Piping Systems

**BOOTH# 1221**

9911 Brecksville Road  
Brecksville, OH 44212  
216-447-5000  
[www.corzanplumbing.com](http://www.corzanplumbing.com)

Backed by Lubrizol's 60 years of experience with CPVC, Corzan® Piping Systems is trusted by the most demanding industries. You can be confident you are getting a problem-free, long-lasting processing piping system that is easy to install, requires little-to-no maintenance, and offers optimum flow rates. All translating to lower life-cycle costs, less downtime and greater value.



## CyberLock Inc.

**BOOTH# 808**

1105 NE Circle Blvd.  
Corvallis, OR 97330  
541-738-5500  
[www.cyberlock.com](http://www.cyberlock.com)

CyberLock is a key-centric access control system that provides full featured access control to every locking point in a facility without wiring. Receive audit trails and reports on every lock and key to know who was where and when. Secure anything anywhere with over 380 different lock options.

## DGC Environmental Services, Inc.

**BOOTH# 819**

853 S. Kings Highway  
Fort Pierce, FL 34945  
772-467-9224  
[www.dgcenvironmental.com](http://www.dgcenvironmental.com)

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

## DICTATOR U.S. INC.

**BOOTH# 1502**

3939 Royal Drive N.W., Suite 117  
Kennesaw, GA 30144  
770-427-9555  
[www.dictator.com](http://www.dictator.com)

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

## Directional Systems

**BOOTH# 807**

2250 W. 23rd St.  
Erie, PA 16506  
877-827-8296  
[www.directionalsystems.com](http://www.directionalsystems.com)

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

## Duro-Last Roofing Inc.

**BOOTH# 816**

525 E. Morley Drive  
Saginaw, MI 48601  
989-758-1088  
[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.

## E+E Elektronik

**BOOTH# 916**

**333 East State Parkway  
Schaumburg, IL 60102  
847-490-0520  
www.epluse.com**

E+E Elektronik produces sensors and transmitters measuring humidity, temperature, CO2, differential pressure, dew point, moisture in oil, air velocity and mass flow. E+E sensors provide highly reliable measurements which are critical in the HVAC and building automation industries.

## EagleHawk

**BOOTH# 721**

**3819 South Park Ave.  
Buffalo, NY 14219  
716-810-1042  
www.eaglehawk.io**

EagleHawk's expert team of FAA certified drone pilots and thermal imaging analysts specialize in delivering full-service inspection solutions of roofs, solar panels, building envelopes and facades, district heating systems, and utilities for governments and municipalities, public and private academic institutions, medical institutions, large retail developments, property management companies, and more.

## Easi File

**BOOTH# 1007**

**22 Skycrest  
Mission Viejo, CA 92692  
949-855-4121  
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.

## Electric Eel Mfg. Co. Inc.

**BOOTH# 1418**

**501 W. Leffel Lane  
Springfield, OH 45501  
800-833-1212  
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.

## Electrical Safety Specialists, LLC

**BOOTH# 1324**

**16 South Broadway St., Suite 16A  
Louisburg, KS 66053-0842  
816-925-0443  
www.arcflashpro.com**

Electrical Safety Specialists is your premier source for turn key Arc Flash Risk Assessments, NFPA 70E Trainings, Qualified Electrical Worker Training, Thermal Imaging, Lockout Tagout and Preventative Maintenance. With thousands of arc flash assessments and corporate trainings completed in all industries, ESS has the experience you are looking for.



**ENERGY MANAGEMENT  
ASSOCIATION**

## Energy Management Association

**BOOTH# 403**

**2401 Pennsylvania Ave. NW, Suite 330  
Washington, DC 20037  
202-737-1334  
www.energymgmt.org**

## ePIPE Restoration

**BOOTH# 817**

**3122 W. Alpine St.  
Santa Ana, CA 92704  
714-564-7600  
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.

## EverLast Lighting

**BOOTH# 1016**

**PO Box 1087  
Jackson, MI 49203  
517-783-3800  
www.everlastlight.com**

LED Light Fixtures.



## Facility Maintenance Decisions Magazine

**BOOTH# 207**

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

## Facilities Management Express

**BOOTH# 1020**

**800 Yard St., Suite 115  
Grandview Heights, OH 43212  
614-314-6051  
https://www.gofmx.com**

FMX's computerized maintenance management system (CMMS) allows facility leaders to effectively track and manage all maintenance and facility related activities. The software enables your team to:

- Decrease equipment downtime
  - Schedule preventive maintenance tasks
  - Manage your inventory and assets
  - Schedule internal and external events
- And much more!

## FiberTite Roofing Systems

**BOOTH# 701**

**1000 Venture Blvd.  
Wooster, OH 44691  
1-330-202-1111  
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.



## Flagship Facility Services

**BOOTH# 1419**

**1050 N. 5th St.  
San Jose, CA 95112  
972-574-9702  
www.flagshipinc.com**

Flagship's Integrated facility maintenance and management services provide customers with an efficient and cost-effective solution for any facility challenge, from straightforward tasks like painting a wall to strategic support for your capital planning process. With three levels of technicians, union or non-union, certified and fully trained; we have the expertise ready to take care of any job – on-call or dedicated to your site.

# Exhibitor Listings

## Fresh-Aire UV/Triatomic

**BOOTH# 1321**

**1838 Park Lane South  
Jupiter, FL 33458  
561-748-4864**

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

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

## G-FORCE Parking Lot Striping

**BOOTH# 825**

**3564 East Avalon Park Drive, Suite 1-213  
Orlando, FL 32828  
407-790-8650**

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

Multi-location Pavement Marking Services Provider servicing Orlando, Tampa, Northern Alabama, Pennsylvania and Greater New England. Each location Veteran-Owned and Operated. Fully Insured.

## The Garland Company, Inc.

**BOOTH# 1415**

**3800 East 91st St.  
Cleveland, OH 44105  
216-641-7500**

[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.

## Greenflow Distribution, Inc.

**BOOTH# 815**

**1038 Legrand Blvd.  
Charleston, SC 29492-7672  
770-616-7971**

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

Clenz-O-Crete & Clenz-O-Roof use eco friendly technology based on hydrogen peroxide to quickly loosen and lift bio-film, organic stains and other debris from the surface being cleaned. These products require no scrubbing, rinsing or power washing. Great for cleaning historic building, monuments and grave headstones.

## Herc Rentals Inc.

**BOOTH# 1316**

**27500 Riverview Center Blvd.  
Bonita Springs, FL 34134  
800-654-6659**

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

Herc Rentals™ is a premier, industry-leading full-service equipment rental firm that provides customers the equipment, services

and solutions they need to achieve optimal performance, safely, efficiently and effectively. With more than 52 years of equipment rental expertise, roughly 4,900 employees and approximately 275 branches primarily in the United States and Canada, Herc Rentals serves a wide range of customer markets.

## Herzig Engineering

**BOOTH# 1416**

**11108 N. Oak Trafficway, Suite 104  
Kansas City, MO 64155  
816-734-8300**

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

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

## HID Global

**BOOTH# 1319**

**611 Center Ridge Drive  
Austin, TX 78753  
512-917-5342**

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

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

## Hog Technologies

**BOOTH# 606**

**3920 SE Commerce Ave.  
Stuart, FL 34997  
772-214-1714**

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

Hog Technologies has a 30+ year history manufacturing solutions for the road, highway, and airport industries! Solutions include the Stripe Hog to remove pavement markings from roads and rubber deposits from runways, the Thermo Hog and Paint Hog for thermoplastic and paint marking application, Rumble Hog for grinding, grooving, and rumbling, and the Surface Hog for surface cleaning!

## I-CON Systems, Inc.

**BOOTH# 1206**

**3100 Camp Road  
Oviedo, FL 32765  
407-717-1546**

[www.i-con.com](http://www.i-con.com)

I-CON Systems, Inc. is leading the digital transformation of water management with

IoT cloud-connected restroom technology and wireless data networking in commercial and institutional industries. With a global presence in over 32 countries, servicing over 700 institutional facilities in all 50 U.S. States, I-CON is the undisputable leader in high security electronic plumbing controls.

## IDN-ARMSTRONG'S INC.

**BOOTH# 803**

**3589 Broad St.  
Chamblee, GA 30341  
804-647-3432**

<http://hardware.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.

## iLobby Corp.

**BOOTH# 1219**

**3605 Weston Rd.  
Toronto, ON M9L 1V7  
416-744-3322**

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

iLobby is a global leader in Enterprise Visitor Management, trusted by thousands of businesses worldwide to track, manage, and monitor who is in their buildings. From data security to physical security, iLobby streamlines the complex process of screening and validating visitors, into one quick-and-easy checkpoint. Easily reach a high level of security and compliance in seconds. Learn more at [goilobby.com](http://goilobby.com).

## JLG Industries Inc.

**BOOTH# 1001**

**13712 Crayton Blvd.  
Hagerstown, MD 21742  
240-420-2661**

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

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

## Johnson Controls

**BOOTH# 1113**

**507 E. Michigan St.  
Milwaukee, WI 53202  
414-524-7444**

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

From optimizing building performance to improving safety and comfort, we drive outcomes that matter. With a global team

of over 100,000 experts and 130 years' experience, we power our customers' missions. Our building technology and solutions portfolio includes some of the most trusted names in the industry, such as Tyco®, YORK® and Metasys. Visit [www.johnsoncontrols.com](http://www.johnsoncontrols.com) or follow @johnsoncontrols on Twitter.

## Kee Safety, Inc.

**BOOTH# 1512**

**100 Stradtman St.  
Buffalo, NY 14206  
404-491-4488**

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

Kee Safety, Inc. is a leading global manufacturer and supplier of fall protection systems and solutions that separate people from hazards. Our engineered products are fully OSHA compliant and third-party tested to meet the demands of strict fall protection codes. For 80+ years, Kee Klamp and Kee Lite Components have been used to build life saving guardrail and safety barrier systems.

## KEYper Systems

**BOOTH# 1401**

**5679 Harrisburg Ind Pk Drive  
Harrisburg, NC 28075  
704-455-9400**

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

KEYper Systems® manufactures the most robustly engineered but simple to use key and asset management systems. Our systems provide accountability, security, analytics, and asset control. Features such as a large touch-screen interface, user-recognition camera, heavy-duty construction, and multiple authentication methods allow KEYper Systems to customize a solution for your organization. KEYper Systems – Key Management Simplified.

## Krystal Klean

**BOOTH# 1413**

**13679 Atlantic Blvd.  
Jacksonville, FL 32225  
904-220-3337**

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

Krystal Klean is a building maintenance and restoration company serving the Southeast. Krystal Klean's team of professionals offer services such as painting, tuckpointing, masonry repairs, caulking, waterproofing, sealing, & pressure washing and can service buildings of any size.

## Levrack

**BOOTH# 821**

**2840 O Street Road  
Seward, NE 68434  
817-939-2737**

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

Levrack combines industrial strength pallet racking with suspended mobile aisle shelving,

providing the storage solution to help maximize your space. From manufacturing facilities to hospitals, Levrack's patented mobile aisle shelving system helps solve the problem that is found virtually everywhere: maximizing your limited amount of space so you can focus on what matters to you most.

## Lift-Rite

**BOOTH# 1207**

**22 South Canal St.  
Greene, NY 13778  
800-558-6012**

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

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

## Light Efficient Design

**BOOTH# 309**

**188 South Northwest Highway  
Cary, IL 60013  
847-380-3540**

[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 half-a-million installed in municipalities, universities, major retailers and hospitals.

## Marks USA

**BOOTH# 1412**

**365 Bayview Ave.  
Amityville, NY 11701  
631-225-5400**

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

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

## MC Group

**BOOTH# 506**

**8959 Tyler Blvd.  
Mentor, OH 44060  
440-209-6200**

<https://www.themcgroup.com/>

MC Group is a national provider of signage, lighting, electrical, and energy management solutions. We know that when our customers have distinctive signage, wayfinding, and

improved lighting, their customers also have a better experience – a better brand experience. Brand management includes program management, installation, repair, maintenance, retrofits, rollouts, and more.

## Microguard

**BOOTH# 717**

**4856 Victor St.  
Jacksonville, FL 32207  
904-636-7788**

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

High performance interior and exterior clear coatings for healthcare, institutional, hospitality and industrial surfaces.

## Mitchell and Lindsey, LLC

**BOOTH# 408**

**10335 Linn Station Rd.  
Louisville, KY 40223  
502-836-4217**

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

We specialize in evaluating arc flash and safety risk in commercial, industrial, healthcare and manufacturing facilities, with an emphasis on NFPA 70E. We have clients throughout the United States.

## Monnit

**BOOTH# 1124**

**3400 South West Temple  
Salt Lake City, UT 84115  
801-561-5555**

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

Monnit is the Check Engine Light for Facility Managers. Our turnkey IoT sensors remotely monitor what matters most and send an alert (text, call, or email), if something needs attention. With 70+ sensor types, cover your entire facility – from boiler room to boardroom. Monnit Wireless Sensors help conserve resources and protect equipment while optimizing efficiency and occupant comfort.

## Monroe Infrared Technology

**BOOTH# 715**

**PO Box 522  
Brunswick, ME 04011  
207-985-7110**

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

Commercial and Industrial Thermal (IR) building inspections: annual electrical, photovoltaic (PV), roof moisture surveys, energy audits and moisture mapping, throughout the United States. We also provide highly-rated on-site IR certification training customized for you, and we are a premium Platinum FLIR IR camera distributor. Certified Veteran Owned Small Business, 34 years experience, top notch customer service.

# Exhibitor Listings

## Multitherm Coils, LLC

**BOOTH# 1500**

11 General Warren Blvd., Suite 1  
Malvern, PA 19355  
610-408-8361  
[www.multithermcoils.com](http://www.multithermcoils.com)

Whether it's new, retrofit or replacement coils, MultiTherm Coils can successfully and economically accommodate a customer's heating or cooling requirements however exacting they may be. We build HVAC Coils of all types, Industrial Coils, Tube bundles, Heat Exchangers. We specialize in quick ship and are capable of 3, 5 or 10 days on most custom, new and replacement coils.

## N1 Critical Technologies

**BOOTH# 918**

211 N. Parker Drive  
Janesville, WI 53545  
608-898-4062

<https://www.n1critical.com>

N1 Critical Technologies is the leader in lithium-ion Uninterruptible Power Supply Systems with solutions in both single phase and three phase. Get lower total cost of ownership, extra long battery life, industry-leading warranties and reduced maintenance simply by switching to safe and reliable lithium-ion. Don't just change your UPS batteries. Change your UPS brand to N1C!



## NFMT

**BOOTH# 207**

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

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

NFMT is a suite of live events produced throughout the year by *Building Operating Management* magazine and *Facility Maintenance Decisions* magazine. To learn more about our live events or the NFMT membership program stop by booth 207.

## National Fenestration Rating Council (NFRC)

**BOOTH# 920**

6305 Ivy Lane  
Greenbelt, MD 20770  
240-821-9505

[www.nfrc.org](http://www.nfrc.org)

NFRC provides an energy performance rating label that empowers you to compare windows, doors, and skylight so you can choose the products that will help make your home or building more comfortable and more energy-efficient while contributing to the green and healthy building movement.

## Nationwide Power

**BOOTH# 801**

1060 Mary Crest Road  
Henderson, NV 89074  
702-830-0136

[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).

## Net Zero USA, LED Advantage

**BOOTH# 921**

11954 Narcoossee Rd., 2-130  
Orlando, FL 32832  
407-766-6533

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

Net Zero is a US Based LED provider for new and retrofit with a 10-year warranty and high live and high value products. We hold contracts for school districts and are a nationally approved LED vendor for the Anheuser Busch Distributor Network. We also have an architectural aluminum division for canopies and covered walkways for fall protection.

## Network Thermostat

**BOOTH# 1121**

PO Box 3161  
Grapevine, TX 76099  
214-270-1974

[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.

## Oasis International

**BOOTH# 814**

222 E. Campus View Blvd.  
Columbus, OH 43235  
800-646-2747

[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.

## ONICON Incorporated & Air Monitor Corporation

**BOOTH# 915**

11451 Belcher Road S.  
Largo, FL 33773  
727-447-6140

[www.onicon.com](http://www.onicon.com) [www.airmonitor.com](http://www.airmonitor.com)

ONICON Incorporated and Air Monitor Corporation are manufacturers of water flow, airflow & energy meters for HVAC applications. These meters are ideal for campus energy, central plant, mixed use facilities, multi-family residential buildings, etc. Retrofit kits are available for installation without shutdown, and communications protocols are available with all meters.

## Optiview

**BOOTH# 1212**

5211 Fairmont St.  
Jacksonville, FL 32207  
904-805-1581

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

Optiview has been in the surveillance and security industry for 20 years. We provide expertise and equipment to customers throughout the US through our dealer network. Optiview offers access control, surveillance, solar solutions, and weatherproof enclosures, as well as an in-house technical support team, a knowledgeable sales team and much more.

## Orion Energy Systems

**BOOTH# 913**

2210 Woodland Drive  
Manitowoc, WI 54220  
800-331-2216

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

Orion is a provider of enterprise-grade LED lighting and energy project solutions. Orion manufactures and markets connected lighting systems encompassing LED solid-state lighting and smart controls. Orion systems incorporate patented design elements that deliver significant energy, efficiency, optical and thermal performance that drive financial, environmental, and work-space benefits for a wide variety of customers, including nearly 40% of the Fortune 500.

## Palm Beach R & D Inc.

**BOOTH# 1018**

320 S. Flamingo Road 297  
Pembroke Pines, FL 33027  
561-586-7772

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

Today's air conditioning equipment does not have any preventative measures. If one of the sub components fails during operation the system may continue to operate but will eventually lead to towards another sub component failure causing the owner to purchase a costly Air Conditioning Unit. The KUNNE Total A/C Protector System prevent further damages to the Air conditioning equipment by disabling the A/C.



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# Exhibitor Listings

## Passero Associates, LLC

**BOOTH# 725**

4730 Casa Cola Way, Suite 200  
St. Augustine, FL 32095  
904-224-7080  
[www.passero.com](http://www.passero.com)

Engineering, Architect and Drone Imaging & Visualization.

## PlanGrid

**BOOTH# 1116**

2111 Mission St.  
San Francisco, CA 94110  
404-561-9672  
[www.plangrid.com](http://www.plangrid.com)

PlanGrid replaces paper blueprints, brings the benefits of version control to field workers, and is a collaborative platform for sharing construction information like field markups, progress photos, RFIs, and issues tracking.

## Planned Companies

**BOOTH# 1218**

150 Smith Road  
Parsippany, NJ 07054  
973-739-0080

[www.plannedcompanies.com](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.

## Powerboss Floor Cleaning Equipment

**BOOTH# 1400**

14N845 Hwy 20  
Hampshire, NC 60140  
704-877-9770

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

PowerBoss is an industry leader in the floor cleaning equipment industry. We provide innovative floor care technologies for industrial and commercial floor care. Facilities around the world use PowerBoss Equipment for cleaning parking garages, interior hallways and event spaces, warehouses & distribution centers, retail, healthcare, and manufacturing applications. Service is available nationally.

## Powerhouse

**BOOTH# 1417**

812 S. Crowley Road, Suite A  
Crowley, TX 76036  
936-522-7779

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

National rollouts, construction services and facility maintenance (interior and exterior service provider).

## Precision Concrete Cutting

**BOOTH# 1421**

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

## Prime Communications, Inc.

**BOOTH# 703**

22145 W. Maple Road  
Elkhorn, NE 68022  
402-289-4126

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

Physical security solutions and structured cabling services.



## ProFM Credential Program

**BOOTH# 800**

2975 Lone Oak Drive, Suite 180  
Eagan, MN 55121  
1-866-642-2757

[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# 1118**

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

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

PropertyTRAK is a CMMS solution designed for managers interested in improving operational excellence. Realize immediate, measurable ROI by organizing technicians/vendors; reducing maintenance costs; extending asset life; providing the ability to submit service requests to multiple departments like facilities, fleet, IT and housekeeping; Mobile Apps for easy access to work order details, floorplans, room reservations, inventory and emergency plans.

## PS Flood Barriers

**BOOTH# 824**

1150 S. 48 St.  
Grand Forks, ND 58201  
701-795-6526  
[www.psfloodbarriers.com](http://www.psfloodbarriers.com)

PS Flood Barriers' products are made from structural materials that are engineered to meet the requirements of the International Building Code – the same structural expectations as your building itself. Whether you're dealing with coastal flooding from hurricanes or flash flooding from heavy rainfall, we have passive-, active- and rapid-deployment products designed to handle virtually every type of flooding situation.



*Healthy Buildings, Healthy People*

## Pure Air Control Services, Inc.

**BOOTH# 1013**

4911 Creekside Drive, Suite C  
Clearwater, FL 33760  
800-422-7873

<https://www.pureaircontrols.com>

Pure Air Control Services is a national provider of indoor environmental services which include: IAQ/mold investigations, building diagnostics services, environmental laboratory services, HVAC system cleaning/restoration, including duct cleaning, and mold remediation.

## R&B Tech Co. Ltd.

**BOOTH# 1019**

960 Rand Road, Suite 217  
Des Plaines, IL 60016  
[www.rnbtechgroup.com](http://www.rnbtechgroup.com)

R&B's core product, BeOP, is a cloud-based software platform powered by a proprietary AI engine. Perfectly integrated with domain knowledge, BeOP has been specifically designed and developed to provide expertise and decision-making support to property owners, facility managers, and service providers.

## RectorSeal

**BOOTH# 1320**

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

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

Founded in 1937, RectorSeal is a leading manufacturer of chemical specialty sealant and other related products designed for professional tradesmen. A primary product, SureSeal a waterless trap barrier that prevents sewer odors and insects from entering living or working areas. SureSeal meets and surpasses ASSE1072 and will open with 4oz or less of water and not reduce nominal drain flow.

## Reliable Controls

**BOOTH# 924**

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

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

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

## RUNNUR: Tablet Carrying Solutions

**BOOTH# 919**

1704 S. Congress  
Austin, TX 78704  
512-657-7057

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

Planning on deploying tablets in your facility? Consider this: tablets and hammers are about the same size and weight. You would not deploy a hammer to everyone in the field and expect them to carry it in their hands all day. You should not expect them to carry a tablet in their hands either.

## Safe Zone

**BOOTH# 1115**

6631 Fairway Cove Dr.  
Orlando, FL 32835  
877-944-7626

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

Gunfire Detection System.

## Safe-T-Nose

**BOOTH# 1315**

1640 Salem Industrial Drive NE  
Salem, OR 97305  
1-855-723-6673

<http://www.safetynose.com>

Safe-T-Nose® UL listed Luminous Egress Path Markers "Glow-in-the-dark" nosings, signage, exit path and safety products. Safe-T-Nose® is the industry's only safety nosing with a construction cover that is simply snapped off and recycled once the project is complete to reveal the untarnished nosing extrusion and glow-in-the-dark striping. Additional information 855-723-6673



## Schluter Systems

**BOOTH# 1112**

194 Pleasant Ridge Road  
Plattsburgh, NY 12901  
518-324-5639

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

Schluter®-Systems creates and manufactures

installation systems specifically designed for tile and stone. Our innovative systems combine state-of-the-art technology, practical experience, and attention to detail, in order to protect the integrity of every tile installation and allow for the application of this ideal surface covering on virtually any surface.

## Scotch Corporation

**BOOTH# 1414**

1255 Viceroy Drive  
Dallas, TX 75247  
214-938-3966

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

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



## SEAM Group

**BOOTH# 1200**

6210 Technology Center Drive  
Indianapolis, IN 46278  
800-242-6673

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

SEAM Group services are provided by four supporting areas of focus: Safety Services, Facility Services, Asset Management and Condition Monitoring. ViewPoint, the award-winning predictive maintenance software and mobile platform, ViewPoint On-Demand, bring leading-edge solutions to help clients manage their programs and sustain success. For more information visit [www.seamgroup.com](http://www.seamgroup.com).

## SELECT Hinges

**BOOTH# 1313**

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

[www.select-hinges.com](http://www.select-hinges.com)

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

## Sensi Multiple Thermostat Manager

**BOOTH# 713**

8100 W. Florissant Ave.  
St. Louis, MO 63136  
314-956-0902

<https://sensi.emerson.com/en.us/products/multiple-thermostat-manager>

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.

## SolX Energy International Inc.

**BOOTH# 1012**

1007 NE 7th Terrace, Suite 5  
Cape Coral, FL 33909  
888-764-7659

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

SolX Energy International developed and patented ThermX, the world's leading energy efficiency solution for HVAC and refrigeration systems; capable of reducing overall cooling costs by 30-50%. ThermX integrates into new and existing HVAC/R systems and works by harnessing free thermal energy from the sun to massively reduce compressor system workload. From residential to Industrial applications, no system is too large for ThermX.

## Standing inOvation

**BOOTH# 809**

1057 W. 5th Ave.  
Columbus, OH 43212  
844-746-3375

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

Standing inOvation's retro-fit kits are the only systems that can transform your existing panel system into a height adjustable sit-stand desk with up to 26 inches of travel and over 260lbs of lift. The patented retro-fit design works universally with all major cubicle systems, meaning Standing inOvation allows you to keep your office layout and reuse your existing work surfaces.

## Stanley Access Technologies

**BOOTH# 1425**

113 Brickhouse Dr  
Queenstown, MD 21658  
443-597-8060

[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.

# Exhibitor Listings

## **Steril-Aire Inc.**

**BOOTH# 908**

**2840 N. Lima St.  
Burbank, CA 91504  
612-859-4242  
[www.steril-aire.com](http://www.steril-aire.com)**

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

## **Sunbelt Rentals Inc.**

**BOOTH# 1201**

**2341 Deerfield Drive  
Fort Mill, SC 29715  
800-667-9328  
[www.sunbeltrentals.com](http://www.sunbeltrentals.com)**

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

## **Sunline Office, LLC**

**BOOTH# 901**

**313 W. 4th St.  
Bridgeport, PA 19405  
610-272-2050  
[www.arnoldsofficefurniture.com](http://www.arnoldsofficefurniture.com)**

Few projects can transform your office's atmosphere and set the tone of your building like new office furniture. A stylish reception area aims to please visitors, while colorful cubicles can lift employees' spirits as they take on the day's challenging tasks. That's why Sunline Office offers an array of styles, sizes, colors and features suited to meet your particular goals.

## **SureCrete**

**BOOTH# 1213**

**15017 US Hwy. 301  
Dade City, FL 33523  
352-834-2007  
[www.surecretedesign.com](http://www.surecretedesign.com)**

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

## **Swiftspace Inc.**

**BOOTH# 707**

**825 Trillium Dr.  
Kitchener, ON N2R 1J9  
519-573-5673  
[www.swiftspaceinc.com](http://www.swiftspaceinc.com)**

Swiftspace provides mobile furniture that arrives assembled and takes only minutes to install. Every station is MOBILE – no tool assembly, no professional outside labor required, minutes to install and can be re-configured to meet the changing needs of your organization. We provide: panel based workstations, benching, conference rooms, training tables, library furniture, architectural /engineering workstations, walls and panels, counter system, interview stations and more.

## **TerraCycle Regulated Waste**

**BOOTH# 906**

**2200 Ogden Ave., Suite 100  
Lisle, IL 60532  
708-707-1627  
[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# 1318**

**9615 SW Allen Blvd., Suite 104  
Beaverton, OR 97005  
503-520-9197  
[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.

## **Thompson Innovation**

**BOOTH# 1208**

**2300 7th St.  
Sioux City, IA 51105  
712-224-3846  
[www.thompsoninnovation.com](http://www.thompsoninnovation.com)**

Thompson conducts Arc Flash Risk Assessments, implements preventative maintenance programs, helps to ensure your electrical systems.

## **TMA Systems**

**BOOTH# 912**

**1876 Utica Square, Third Floor  
Tulsa, OK 74114  
800-862-1130  
[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 completion of the job.

## **Topaz Lighting**

**BOOTH# 1021**

**925 Waverly Ave.  
Holtsville, NY 11780  
800-666-2852  
[www.topaz-usa.com](http://www.topaz-usa.com)**

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

## **TownSteel Inc.**

**BOOTH# 818**

**17901 Railroad St.  
City of Industry, CA 91748  
626-965-8917  
[www.townsteel.com](http://www.townsteel.com)**

TownSteel is at the forefront of manufacturing security hardware. We provide superior, commercial-grade locks, and access control systems. A BHMA-certified architectural hardware manufacturer, TownSteel drives quality and excellence. TownSteel's new series of electronic locks and access control solutions are making a difference in keyless Security. We are pleased to introduce the All New TownSteel Electronics Total Security Solutions.

## **Transcendent Solutions, LLC**

**BOOTH# 1117**

**333 Douglas Ave.  
Oldsmar, FL 34677  
727-734-9175  
[www.transcendent.ai](http://www.transcendent.ai)**

Learn about the advantages of Transcendent EAM CMMS to track assets, improve workflow and reduce facility costs.

## **Trystar**

**BOOTH# 1000**

**2917 Industrial Drive  
Faribault, MN 55021  
507-331-4465  
[www.trystar.com](http://www.trystar.com)**

Trystar is the leading U.S. manufacturer of generator and 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. Coating Specialists

**BOOTH# 1312**

**7410 S. US HWY 1  
Port St. Lucie, FL 34952  
772-521-6412**

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

U.S. Coating Specialists is one of Florida's premier industrial coatings applicator specializing in spray foam roofing and silicone roof coatings. Our innovative roof system technologies can be applied to virtually any existing substrate, effectively restoring weathered roofs while providing protection against extreme weather, ultraviolet rays and resistance to permanent ponding water.

## U.S. Department of State

**BOOTH# 813**

**1701 N. Ft. Myer Drive  
Arlington, VA 22209  
703-875-4523**

[www.state.gov/obo/](http://www.state.gov/obo/)

The U.S. Department of State is recruiting facility managers with a college degree for exciting and challenging work worldwide. Foreign Service Facility Managers oversee large holdings of U.S. government owned and leased properties at U.S. Embassies and Consulates, and maintain them to accepted U.S. standards using industry best practices.

## Universal Lighting Technologies Inc.

**BOOTH# 917**

**51 Century Blvd  
Nashville, TN 37214  
615-316-2539**

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

Universal Lighting Technologies is the global leader in ballasts and controls for commercial lighting applications —including LED, electronic linear fluorescent, HID, compact fluorescent solutions and more. Universal Lighting Technologies is a wholly owned subsidiary of Panasonic Corporation Eco Solutions Company and part of the Panasonic family of companies.

## Versico Roofing Systems

**BOOTH# 1420**

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

<https://www.versico.com>

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

a complete line of insulation and accessory products, with warranty options ranging from five to thirty years.

## VFS Fire & Security Services

**BOOTH# 1120**

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

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

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

## Viconics Technologies Inc.

**BOOTH# 507**

**7262 Rue Marconi, 3rd floor  
Montreal, QC H2R 2Z5  
514-321-5660**

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

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

## Victaulic

**BOOTH# 925**

**86202 Coastline Drive  
Yulee, FL 32097  
617-824-0601**

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

Victaulic is the leading producer of mechanical pipe joining solutions. We build technologies and provide engineering services that address the most complex piping challenges faced by engineers, site owners, contractors, and distributors. Engineered with confidence, our solutions put people to work faster, while increasing safety, ensuring reliability and maximizing efficiency.

## Viega LLC

**BOOTH# 900**

**585 Interlocken Blvd.  
Broomfield, CO 80021  
303-489-8141**

[www.viega.us](http://www.viega.us)

Viega LLC is the recognized leader in press technology, providing complete systems that work together with consistent, reliable excellence. Whatever the project, Viega offers a system solution that is engineered and easy to install. Products include

ProPress®, MegaPress®, PureFlow®, MegaPress® CuNi and SeaPress®, radiant heating and cooling and flushing system technology.

## WaterSignal

**BOOTH# 914**

**510 Staghorn Court  
Alpharetta, GA 30004  
844-232-6100**

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

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

## Whittaker Co., RE

**BOOTH# 1409**

**302 S. Croton Ave.  
New Castle, PA 16101  
724-658-8568**

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

Consistently Cleaner Carpet. Smart Service.™ Whittaker is committed to ensuring carpet adds beauty to each facility as its designer, manufacturer and installer intended. Our low-moisture carpet cleaning machines – including our exclusive three-brush TRIO – makes carpet care as simple as possible.

## Wilson Bohannon Lock Co.

**BOOTH# 1009**

**621 Buckeye St.  
Marion, OH 43302  
800-382-3639**

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

The Wilson Bohannon Company has been Manufacturing Solid Brass Padlocks made in the USA Since "1860". "WB" padlocks are built to with stand the toughest weather conditions for a lifetime. WB padlocks are available Keyed Alike, Keyed Different, Master Keyed and even keyed to your existing Manufactures Key in most cases.

# Exhibitors by Product Category

## Acoustical Solutions/Sound Masking

Swiftspace Inc. ....707

## ADA Products

Big John Products, Inc. ....1314  
G-FORCE Parking Lot Striping .....825  
Marks USA .....1412  
Oasis International .....814  
Precision Concrete Cutting .....1421  
Safe-T-Nose .....1315  
Stanley Access Technologies .....1425  
Swiftspace Inc. ....707  
TownSteel Inc. ....818

## Air Systems

Airius LLC .....806  
American Louver .....1424  
BESTORQ .....401  
E+E Elektronik .....916  
Fresh-Aire UV/Triatomic .....1321  
Multitherm Coils, LLC .....1500  
ONICON Incorporated &  
Air Monitor Corporation .....915  
SolX Energy International Inc. ....1012  
Steril-Aire Inc. ....908

## Architectural and Engineering Services

4tell Solutions .....709  
Benjamin Moore .....1101  
Easi File .....1007  
Electrical Safety Specialists, LLC .....1324  
Herzig Engineering .....1416  
Mitchell and Lindsey, LLC .....408  
PS Flood Barriers .....824  
Sunline Office, LLC .....901  
Transcendent Solutions, LLC .....1117

## Back-up Power

N1 Critical Technologies .....918  
Nationwide Power .....801

## Benchmarking

ProFM Credential Program .....800  
U.S. Department of State .....813

## Bird/Pest Control

Avian Flyaway Inc./Bird Relocation .....1407

## Boilers/Water Heaters

Multitherm Coils, LLC .....1500  
Test Products International .....1318

## Building Automation/System Integration

ABB Inc. ....1107  
Chetu Inc. ....1119  
CopperTree Analytics .....502  
Corrigo Incorporated .....1214  
E+E Elektronik .....916

Facilities Management Express .....1020  
iLobby Corp. ....1219  
Johnson Controls .....1113  
KEYper Systems .....1401  
Network Thermostat .....1121  
ONICON Incorporated &  
Air Monitor Corporation .....915  
Optiview .....1212  
Reliable Controls .....924  
Sensi Multiple Thermostat Manager .....713  
Transcendent Solutions, LLC .....1117  
Viconics Technologies Inc. ....507

## Building Restoration

Altyno/KI USA .....1403  
American Technologies, Inc. ....1520  
COIT Cleaning & Restoration Services Inc. ...812  
Duro-Last Roofing Inc. ....816  
Fresh-Aire UV/Triatomic .....1321  
Greenflow Distribution, Inc. ....815  
Krystal Klean .....1413  
Light Efficient Design .....309  
Microguard .....717  
SELECT Hinges .....1313  
Sunbelt Rentals Inc. ....1201  
SureCrete .....1213  
U.S. Coating Specialists .....1312  
Versico Roofing Systems .....1420

## Building Service Contracting

COIT Cleaning & Restoration Services Inc. ...812  
EagleHawk .....721  
Flagship Facility Services .....1419  
Greenflow Distribution, Inc. ....815  
Monroe Infrared Technology .....715  
The A.D. Morgan Corporation, Inc. ....1216

## Carpet/Carpet Fiber/Carpet Care

COIT Cleaning & Restoration Services Inc. ...812  
Whittaker Co., RE .....1409

## Ceilings

American Louver .....1424

## Chemicals: Maintenance/Cleaning

Greenflow Distribution, Inc. ....815  
Powerboss Floor Cleaning Equipment .....1400  
Scotch Corporation .....1414  
SureCrete .....1213  
Whittaker Co., RE .....1409

## Communications Technology

AkitaBox .....1325  
archSCAN/AerieHub .....1508  
iLobby Corp. ....1219  
PlanGrid .....1116  
Planned Companies .....1218

## Construction Support Services

Corzan® Piping Systems .....1221

MC Group .....506  
Precision Concrete Cutting .....1421  
The A.D. Morgan Corporation, Inc. ....1216  
VFS Fire & Security Services .....1120

## Consulting

archSCAN/AerieHub .....1508  
Electrical Safety Specialists, LLC .....1324  
Herzig Engineering .....1416  
Kee Safety Inc. ....1512  
Mitchell and Lindsey, LLC .....408  
Monroe Infrared Technology .....715  
ProFM Credential Program .....800  
Pure Air Control Services, Inc. ....1013  
SEAM Group .....1200

## Control Systems

E+E Elektronik .....916  
Johnson Controls .....1113  
KEYper Systems .....1401  
Network Thermostat .....1121  
Palm Beach R & D Inc. ....1018  
Reliable Controls .....924  
Sensi Multiple Thermostat Manager .....713  
Viconics Technologies Inc. ....507

## Detection/Diagnostic Equipment

Alert Labs .....1017  
HID Global .....1319  
Monnit .....1124  
Monroe Infrared Technology .....715  
WaterSignal .....914

## Document Scanning

archSCAN/AerieHub .....1508  
Easi File .....1007

## Doors/Door Hardware

Altyno/KI USA .....1403  
Big John Products, Inc. ....1314  
CyberLock Inc. ....808  
DICTATOR U.S. INC. ....1502  
IDN-ARMSTRONG'S INC. ....803  
Marks USA .....1412  
PS Flood Barriers .....824  
SELECT Hinges .....1313  
Stanley Access Technologies .....1425  
TownSteel Inc. ....818

## Drain Cleaning

Electric Eel Mfg. Co. Inc. ....1418  
Rectorseal .....1320  
Scotch Corporation .....1414

## Electrical Distribution

Mitchell and Lindsey, LLC .....408  
N1 Critical Technologies .....918

## Elevators/Escalators

Altyno/KI USA .....1403  
Test Products International .....1318

# Exhibitors by Product Category

## Energy - Renewable

Airius LLC.....	806
Orion Energy Systems .....	913

## Energy Management Systems

Alert Labs.....	1017
CopperTree Analytics.....	508
Network Thermostat.....	1121
Orion Energy Systems .....	913
R&B Tech Co. Ltd. ....	1019
Sensi Multiple Thermostat Manager.....	713
U.S. Department of State.....	813

## Energy Monitoring

Alert Labs.....	1017
American Energy Services.....	1307
Monnit.....	1124
ONICON Incorporated & Air Monitor Corporation.....	915
R&B Tech Co. Ltd. ....	1019

## Energy Products and Services

Airius LLC.....	806
American Energy Services.....	1307
BESTORQ .....	401
Light Efficient Design.....	309
MC Group .....	506
N1 Critical Technologies.....	918
Nationwide Power.....	801
Net Zero USA, LED Advantage.....	921
Pure Air Control Services, Inc. ....	1013
SolX Energy International Inc. ....	1012
Steril-Aire Inc.....	908
Topaz Lighting.....	1021
Universal Lighting Technologies Inc.....	917

## Environmental Services/Products/IAQ

American Technologies, Inc.....	1520
DGC Environmental Services, Inc. ....	819
Fresh-Aire UV/Triatomic.....	1321
Pure Air Control Services, Inc. ....	1013
The Garland Company, Inc.....	1415
WaterSignal.....	914

## Exit Signs

Safe-T-Nose.....	1315
Topaz Lighting.....	1021

## Exterior Building Systems

Avian Flyaway Inc./Bird Relocation.....	1407
DICTATOR U.S. INC. ....	1502
Duro-Last Roofing Inc. ....	816
PS Flood Barriers.....	824
Versico Roofing Systems.....	1420

## Filtration

Oasis International.....	814
--------------------------	-----

## Fire Safety

AGF Manufacturing Inc.....	1317
VFS Fire & Security Services.....	1120
Victaulic.....	925

## Fleet Management

Chetu Inc.....	1119
----------------	------

KEYper Systems.....	1401
RUNNUR: Tablet Carrying Solutions.....	919
Sunbelt Rentals Inc.....	1201
TMA Systems.....	912

## Flooring

Benjamin Moore.....	1101
Schluter Systems.....	1112
Sunbelt Rentals Inc.....	1201
Whittaker Co., RE.....	1409

## Furniture/Furnishing Materials

Easi File.....	1007
Standing inOvation.....	809
Sunline Office, LLC.....	901
Swiftspace Inc. ....	707

## Generators

Herc Rentals Inc. ....	1316
Nationwide Power.....	801
U.S. Department of State.....	813

## Housekeeping Products Equip.

Powerboss Floor Cleaning Equipment.....	1400
Whittaker Co., RE.....	1409

## HVAC

ABB Inc. ....	1107
Aceto Corp.....	1506
Airius LLC.....	806
American Louver.....	1424
BESTORQ .....	401
Corzan® Piping Systems .....	1221
E+E Elektronik.....	916
Fresh-Aire UV/Triatomic.....	1321
Johnson Controls.....	1113
Monnit.....	1124
Multitherm Coils, LLC.....	1500
ONICON Incorporated & Air Monitor Corporation.....	915
Palm Beach R & D Inc. ....	1018
Pure Air Control Services, Inc. ....	1013
Sensi Multiple Thermostat Manager.....	713
SolX Energy International Inc. ....	1012
Steril-Aire Inc.....	908
Test Products International.....	1318
U.S. Department of State.....	813
Viconics Technologies Inc. ....	507
Viega LLC.....	900

## HVAC Commissioning Services

ABB Inc. ....	1107
CopperTree Analytics.....	502
Multitherm Coils, LLC.....	1500
Viconics Technologies Inc. ....	507

## Insulation

Versico Roofing Systems.....	1420
------------------------------	------

## Internet Of Things

Alert Labs.....	1017
ARC.....	1106
Chetu Inc.....	1119
HID Global.....	1319

I-CON Systems, Inc.....	1206
Monnit.....	1124
Network Thermostat.....	1121
Optiview.....	1212
PropertyTrak.....	1118
R&B Tech Co. Ltd. ....	1019
Reliable Controls .....	924
WaterSignal.....	914

## Internet Services/E-Commerce

PlanGrid.....	1116
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## Landscape/Grounds Care Products

Avian Flyaway Inc./Bird Relocation.....	1407
DGC Environmental Services, Inc. ....	819

## Lifts/Ladders

Ahern Rentals.....	1220
Herc Rentals Inc. ....	1316
JLG Industries Inc.....	1001
Lift-Rite.....	1207

## Lighting

American Energy Services.....	1307
Light Efficient Design.....	309
MC Group .....	506
Net Zero USA, LED Advantage.....	921
Orion Energy Systems .....	913
TerraCycle Regulated Waste .....	906
Topaz Lighting.....	1021
Universal Lighting Technologies Inc.....	917

## Maintenance Products/Services

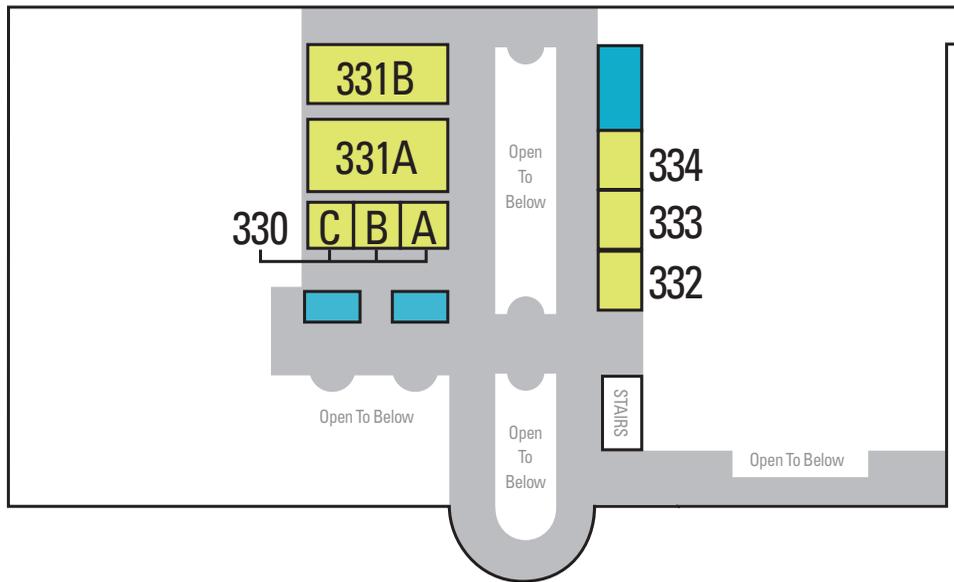
4tell Solutions.....	709
Aceto Corp.....	1506
AkitaBox.....	1325
American Louver.....	1424
C+S Companies / Q Ware.....	820
CopperTree Analytics.....	502
Corrigo Incorporated.....	1214
DGC Environmental Services, Inc. ....	819
EagleHawk.....	721
Easi File.....	1007
Electric Eel Mfg. Co. Inc. ....	1418
Electrical Safety Specialists, LLC.....	1324
ePIPE Restoration.....	817
Facilities Management Express.....	1020
Flagship Facility Services.....	1419
Greenflow Distribution, Inc. ....	815
HID Global.....	1319
Hog Technologies .....	606
I-CON Systems, Inc.....	1206
JLG Industries Inc.....	1001
Kee Safety Inc.....	1512
KEYper Systems .....	1401
Levrack.....	821
Light Efficient Design.....	309
Palm Beach R & D Inc. ....	1018
Planned Companies .....	1218
Powerboss Floor Cleaning Equipment.....	1400
Precision Concrete Cutting .....	1421
PropertyTrak.....	1118
Rectorseal.....	1320

# Exhibitors by Product Category

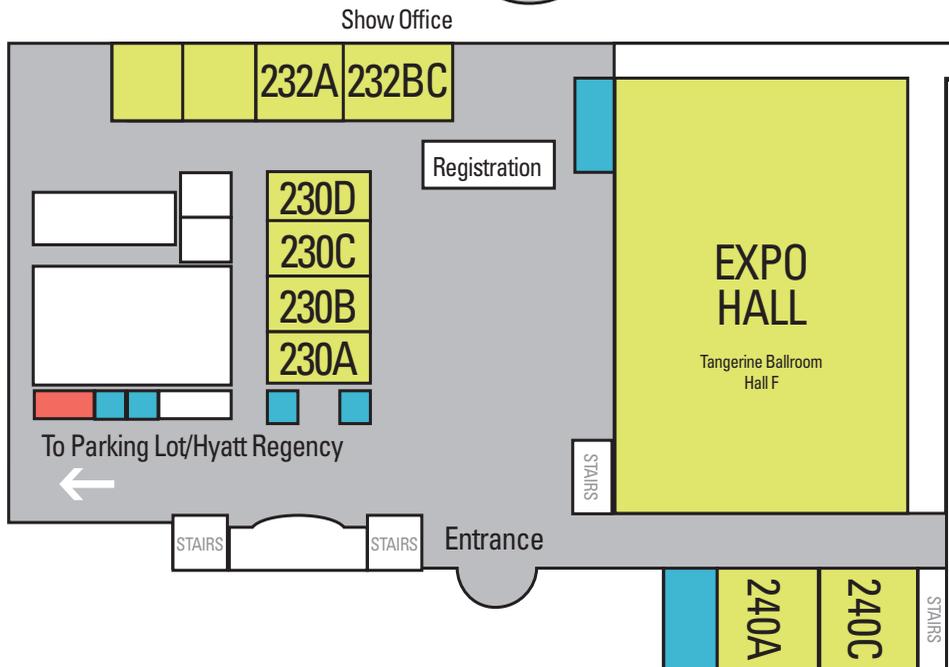
SEAM Group.....	1200	WaterSignal.....	914	Planned Companies.....	1218
SELECT Hinges.....	1313	<b>Portable Heating/Cooling</b>		Reliable Controls.....	924
SoiX Energy International Inc.....	1012	Herc Rentals Inc.....	1316	SELECT Hinges.....	1313
Stanley Access Technologies.....	1425	<b>Power &amp; Hand Tools</b>		Stanley Access Technologies.....	1425
Sunbelt Rentals Inc.....	1201	RUNNUR: Tablet Carrying Solutions.....	919	TownSteel Inc.....	818
TerraCycle Regulated Waste.....	906	<b>Power Distribution/Generation</b>		VFS Fire & Security Services.....	1120
Test Products International.....	1318	Connectrac.....	1306	Wilson Bohannan Lock Co.....	1009
The Garland Company, Inc.....	1415	N1 Critical Technologies.....	918	<b>Signage</b>	
TMA Systems.....	912	Nationwide Power.....	801	Directional Systems.....	807
Transcendent Solutions, LLC.....	1117	Trystar.....	1000	G-FORCE Parking Lot Striping.....	825
U.S. Coating Specialists.....	1312	<b>Publications</b>		MC Group.....	506
VFS Fire & Security Services.....	1120	<i>Building Operating Management Magazine</i> .....	207	Safe-T-Nose.....	1315
Wilson Bohannan Lock Co.....	1009	<i>Facility Maintenance Decisions Magazine</i> .....	207	<b>Snow &amp; Ice Removal Products</b>	
<b>Material Handling/Storage</b>		<i>ProFM Credential Program</i> .....	800	Viega LLC.....	900
Directional Systems.....	807	<b>Rental Companies</b>		<b>Software</b>	
Herc Rentals Inc.....	1316	Powerboss Floor Cleaning Equipment.....	1400	AkitaBox.....	1325
Levrack.....	821	<b>Restroom Products/Systems</b>		ARC.....	1106
Lift-Rite.....	1207	I-CON Systems, Inc.....	1206	C+S Companies / Q Ware.....	820
<b>Motors Drives</b>		Microguard.....	717	Chetu Inc.....	1119
BESTORQ.....	401	RectorSeal.....	1320	Corrigo Incorporated.....	1214
<b>National Distributors</b>		<b>Roofing</b>		CyberLock Inc.....	808
Optiview.....	1212	Duro-Last Roofing Inc.....	816	EagleHawk.....	721
Sunline Office, LLC.....	901	EagleHawk.....	721	Facilities Management Express.....	1020
<b>Operational Support Services</b>		FiberTite Roofing Systems.....	701	PlanGrid.....	1116
archSCAN/AerieHub.....	1508	Kee Safety Inc.....	1512	PropertyTrak.....	1118
C+S Companies / Q Ware.....	820	Monroe Infrared Technology.....	715	R&B Tech Co. Ltd.....	1019
Corrigo Incorporated.....	1214	The Garland Company, Inc.....	1415	The A.D. Morgan Corporation, Inc.....	1216
Hog Technologies.....	606	U.S. Coating Specialists.....	1312	TMA Systems.....	912
Levrack.....	821	Versico Roofing Systems.....	1420	Transcendent Solutions, LLC.....	1117
PropertyTrak.....	1118	<b>Safety Products</b>		<b>Training/Education</b>	
SEAM Group.....	1200	AGF Manufacturing Inc.....	1317	American Institute of Facility Engineers and Technology.....	404
The A.D. Morgan Corporation, Inc.....	1216	Ahern Rentals.....	1220	<i>Building Operating Management Magazine</i> .....	207
<b>Paints and Coatings</b>		AkitaBox.....	1325	<i>Electrical Safety Specialists, LLC</i> .....	1324
Altyno/KI USA.....	1403	Avian Flyaway Inc./Bird Relocation.....	1407	<i>Facility Maintenance Decisions Magazine</i> .....	207
Benjamin Moore.....	1101	Big John Products, Inc.....	1314	Herzig Engineering.....	1416
G-FORCE Parking Lot Striping.....	825	DICTATOR U.S. INC.....	1502	National Fenestration Rating Council (NFRC).....	920
Krystal Klean.....	1413	Directional Systems.....	807	ProFM Credential Program.....	800
Microguard.....	717	Herzig Engineering.....	1416	SEAM Group.....	1200
SureCrete.....	1213	JLG Industries Inc.....	1001	<b>Water Treatment</b>	
The Garland Company, Inc.....	1415	Kee Safety Inc.....	1512	Aceto Corp.....	1506
U.S. Coating Specialists.....	1312	Mitchell and Lindsey, LLC.....	408	Oasis International.....	814
<b>Paving/Concrete Repair</b>		Net Zero USA, LED Advantage.....	921	<b>Windows/window technology</b>	
G-FORCE Parking Lot Striping.....	825	Palm Beach R & D Inc.....	1018	Krystal Klean.....	1413
Hog Technologies.....	606	PS Flood Barriers.....	824	National Fenestration Rating Council (NFRC).....	920
Precision Concrete Cutting.....	1421	RUNNUR: Tablet Carrying Solutions.....	919	<b>Wiring &amp; Cabling</b>	
SureCrete.....	1213	Safe-T-Nose.....	1315	Connectrac.....	1306
<b>Plumbing</b>		Wilson Bohannan Lock Co.....	1009		
AGF Manufacturing Inc.....	1317	<b>Security/Access Control</b>			
Big John Products, Inc.....	1314	CyberLock Inc.....	808		
Corzan® Piping Systems.....	1221	DICTATOR U.S. INC.....	1502		
Electric Eel Mfg. Co. Inc.....	1418	HID Global.....	1319		
ePIPE Restoration.....	817	iLobby Corp.....	1219		
I-CON Systems, Inc.....	1206	Johnson Controls.....	1113		
Oasis International.....	814	Levrack.....	821		
RectorSeal.....	1320	Marks USA.....	1412		
Scotch Corporation.....	1414	Optiview.....	1212		
Viega LLC.....	900				

# Conference Map

## Level III



## Level II



# Ad Index

Advertiser	Booth #	Page #
COIT Cleaning & Restoration Services Inc.	812	Inside Cover
Flagship Facility Services	1419	13
Lyme School District	No Booth	Back Cover
NFMT Membership	206	14
ProFM Credential	400	23
SEAM Group	1200	15

# Expo Hall Map

## Expo Hall Hours and Activities

### WEDNESDAY

- 11:30 AM – 3:30 PM Expo Hall Open
- 12:00 PM – 2:20 PM Learning Labs in Booth #1125
- 2:30 PM – 3:30 PM Networking Party
- 3:15 PM \$1,000 Daily Cash Drawing

Sponsored by:



### THURSDAY

- 11:30 AM – 2:30 PM Expo Hall Open
- 12:00 PM – 1:50 PM Learning Labs in Booth #1125
- 2:15 PM \$1,000 Daily Cash Drawing

Sponsored by:



### EXPO FLOOR HIGHLIGHTS

- Main Stage – Booth #200
- NFMT Membership Lounge – Booth #206
- Charging Stations – Booth #509
- Learning Lab Sessions – Booth #1125
- NFMT Café Tables
- ★ Drop-off Enter to Win

### PAVILIONS

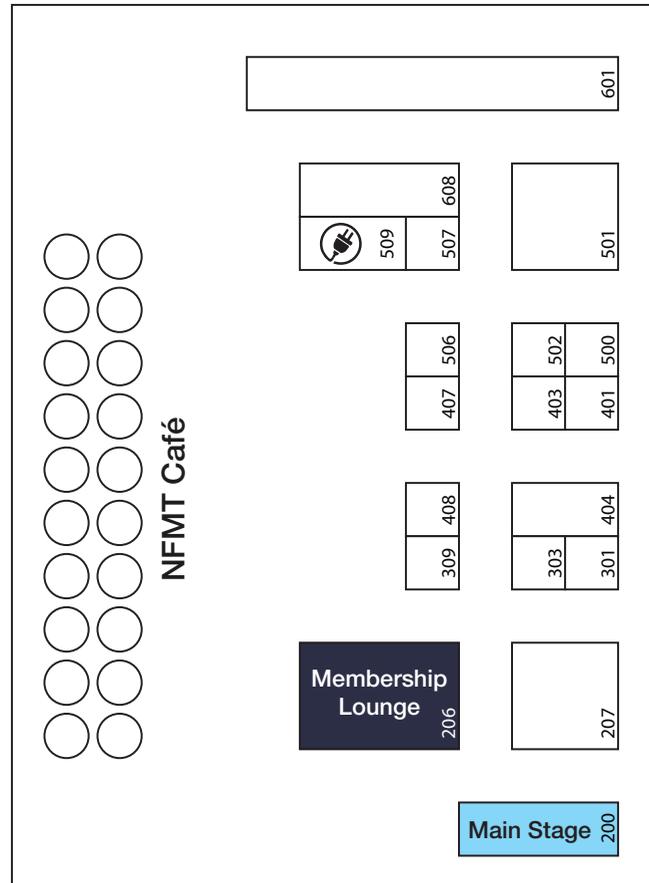
- Building Maintenance
- GreenTech
- Internet of Things

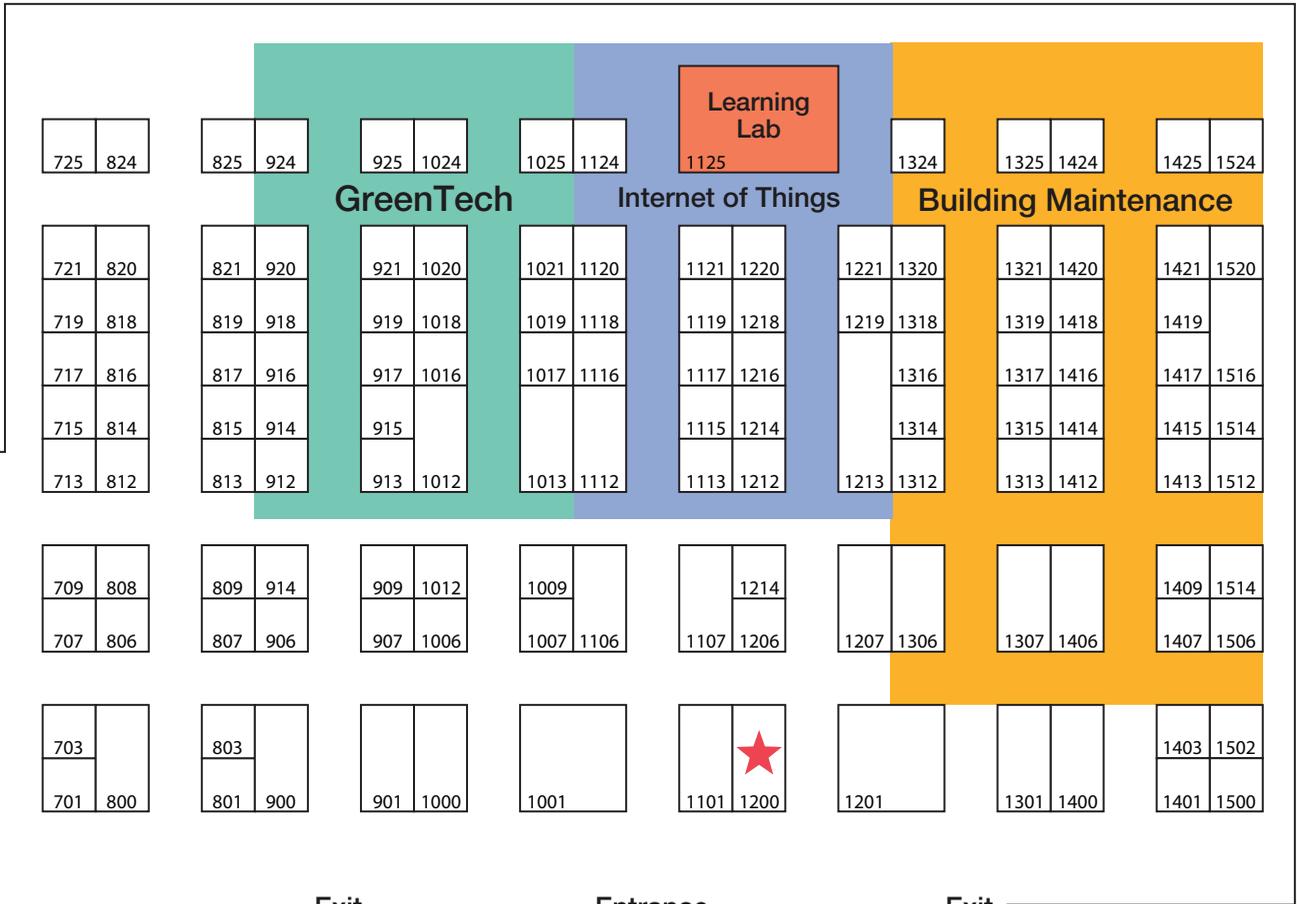
### SPONSORS

Seam Group: Booth #1200

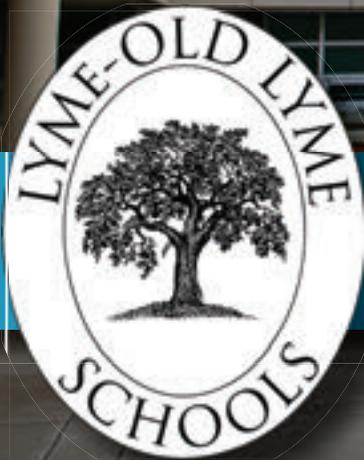
ProFM: Booth #800

NFMT, *Building Operating Management* and *Facility Maintenance Decisions* Magazines: Booth #207





# *Join the best school district in Connecticut.*



## **WE'RE HIRING!**

### **We are Lyme-Old Lyme**

**A private school experience in a public school setting**

## **POSITION TITLE:** Director of Facilities and Technology

### **JOB GOAL:**

The Director of Facilities and Technology is responsible for the development and improvement to facilities and technology including, but not limited to, student and staff health and safety standards, energy efficiency, building security, building, grounds and athletic field operation, maintenance and repair, and supporting the evolution of digital learning.

### **QUALIFICATIONS:**

Bachelor's Degree in engineering, architecture or related field; advanced degree desirable; at least five years experience in plant and facility management and maintenance oversight; experience with school or municipal construction projects preferred; strong technology background; excellent communication skills required.

### **RESPONSIBILITIES:**

- Determine short- and long-term facility and technology needs.
- Develop and administer preventive maintenance and equipment replacement programs.
- Prioritize and coordinate facilities and technology projects.
- Prepare and administer the annual facilities and technology budget.

- Administer the bid and hiring process for professional services, contractors, equipment and supplies.
- School liaison for Board of Education to professional services, architectural, construction, equipment and supply firms.
- Oversee building projects and act as the primary contact to architects, contractors and Connecticut's Office of School Construction Grants & Review.
- Serve as ex-officio member of the Building, Technology and Facilities Committees.
- Develop, implement and evaluate policies regarding buildings, grounds, technology and equipment, and safety.
- Ensure compliance with local and state fire codes, building codes, OSHA and other regulations.
- Supervise, recommend for hire, evaluate and train maintenance, technology and custodial staff.
- Communicate facility and technology conditions and needs to the Superintendent, Board of Education and associated committees as required in a timely manner.

### **COMPENSATION:**

In the range of \$140,000-\$160,000 commensurate with experience.

*To apply, visit [region18.org/district-information/employment-opportunities](http://region18.org/district-information/employment-opportunities)*