



2016 ACPA EDUCATION CONFERENCE

SEPTEMBER 19-20, 2016

GAYLORD OPRYLAND RESORT & CONVENTION CENTER

NASHVILLE | WWW.CONCRETEPUMPERS.COM

IN COLLABORATION WITH NRMCA'S



CONCRETEWORKS

September 15-20, 2016



GAINING THE EDGE

Pumping
Knowledge

INTO YOUR BUSINESS

THIS YEAR'S EVENT: WHAT CAN YOU EXPECT?

SESSION DESCRIPTIONS

FEATURE SESSION: THE PERFECT POUR

Achieving a perfect pour requires careful planning and coordination on behalf of the entire placement team. Mike Schneider, VP and CPO at Baker Concrete Construction, will focus on how a concrete contractor selects a ready mix concrete supplier, a concrete pumping service and other important teammates. Learning objectives will include:

- How to select as teammates the various services, suppliers and tradesmen
- How to coordinate and lead your chosen teammates to success
- How to duplicate, refine and improve your concrete placement team time over time



FEATURE SESSION: RESULTS OF THE 2015 FINANCIAL BENCHMARK SURVEY

Ok, so you're making money and business is good; but what's wrong with making more? What more can you do to improve your profitability? Using the results from the 2015 Financial Benchmarking Survey, you'll hear the answers to these and many other questions that will help you understand the cornerstones of success and allow you to elevate the quality of your business-making decisions. Featuring Steve Abercrombie of Profit Soup.

HELP WANTED! TIPS FOR FINDING AND HIRING OPERATORS

Ideas on how to recruit potential operators and tools that can help you optimize your search.

DRIVING SALES AND PROFIT

Develop strategies to drive sales volume, define and communicate expectations to sales staff and use accountability and rewards that align with your goals.

NAVIGATING THRU THE COMPLICATED RULES OF DOT HOURS OF SERVICE

In this session, we'll take the complexity out of HOS compliance and help you understand how to implement the rules in order to operate without fear of violation.

REGISTER TODAY!

WWW.CONCRETEPUMPERS.COM

FLEET MANAGEMENT – KEEP YOUR FLEET OPERATING AT MAXIMUM PERFORMANCE

Learn how you can take control to minimize those unexpected costs and keep your pumps pumping for increased profit!

COMPLIANCE – IN AN AUDIT WILL YOU BE FISH OR FOWL?

The consequences of non-compliance can be severe. During this session, we'll walk you through many of the areas where there could be potential gaps in your procedures and reporting.

CONTRACTUAL RISK – WHAT TO LOOK FOR BEFORE YOU SIGN

Know what to sign and what not to sign to protect your business from the worse case scenario. Learn key contract connections between the policy and the job site. Start the contract review on the right foot.

>> Full session descriptions can be found on www.concretepumpers.com

ROUNDTABLE TOPICS

UTILIZING THE RESULTS OF THE 2015 F/S BENCHMARK SURVEY REPORT

How to optimize what you learned from the study results

DEVELOPING A SAFETY CULTURE

A strong safety culture makes the single greatest impact

FIX - BEST PRACTICES OF RUNNING A CP BUSINESS

Forum for Information Exchange (FIX) roundtable. Come share your ideas!

REGISTRATION FEE:

Members - **\$500.00***

Non-Members - **\$650.00***

Non-sponsoring Manufacturers/Distributors - **\$795.00***

** Registration fee includes your choice of one NRMCA education session at no charge.*

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HOTEL & TRAVEL INFORMATION

Gaylord Opryland Resort and Convention Center

2800 Opryland Drive
Nashville, TN, 37214

Reservations:

Call In: (877) 491-7397. When calling, please reference the "American Concrete Pumping Association".

Online: bit.ly/Opryland_Reservations

Discounted Room Rate:

For your convenience, ACPA has contracted a block of rooms at the discounted rate of \$209/night plus applicable taxes. The cut-off date for hotel reservations is August 18, 2016. Individuals are asked to make their own hotel reservations by calling the Gaylord Opryland Resort directly. The block of rooms is limited. Make your hotel reservations as soon as possible.

Room Deposit/Cancellation Policy:

A deposit of the first night's room rate plus tax will be taken at the time your reservation is made. Cancellations occurring at least three days prior to arrival will be refunded.

Airport Information:

Nashville International Airport (BNA) is the closest airport to the Gaylord Opryland. The airport is 8.3 miles north of the hotel and travel to and from the airport will take approximately 15 minutes.

Ground Transportation:

Gaylord Opryland does offer transportation to/from the airport. The shuttle runs every 30 minutes starting at 5:30 am. The cost is \$19/one way or \$30/round trip. You can access the shuttle by following the ground transportation signage at the airport.

The estimated taxi fare to/from the airport is approximately \$30 each way. A Hertz Car Rental is located at the Gaylord Opryland.

Hotel Parking Information:

Gaylord Opryland offers on-site parking for \$24 per day. Valet parking is \$32 per day.

Group Room Rate:

\$209.00 / NIGHT
(plus applicable taxes)



MORE INFO:

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