

**REGISTER NOW**

**North/East Roofing Contractors Association**

**NEW BEGINNINGS**  
NERCA 2012



**86th Annual Convention & Trade Show**

**March 20-22, 2012**

at MGM GRAND AT FOXWOODS

**FREE REGISTRATION!!!**

Register online at

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

**North/East Roofing Contractors Association**

100 Grossman Drive • Suite 300 • Braintree, MA 02184  
Phone 781/849-0555 • Fax 781/849-3223 • [www.nerca.org](http://www.nerca.org)

# NERCA invites you to join

Join us in Mashantucket, Connecticut at the MGM Grand at Foxwoods and experience the largest regional roofing tradeshow in the country. This year's show will feature 200 booths displaying products and services designed for you – the roofing professional!

## FREE REGISTRATION!!!

Neck Cords  
Heritage  
Wholesalers, Inc.

Membership Directory  
Guide  
ABC Supply Company, Inc.

Badges  
ABC Supply Company, Inc.

Welcome Signs  
Hunter Panels  
RK Hydro-Vac PA Inc.

Aisle Signs  
Hunter Panels

General Convention Sponsors  
JT Cazeault & Sons of Plymouth  
Gorman Roofing Inc.  
Marshall Roofing & Sheet Metal Company Inc.  
John F. Shea Company Inc.  
Silver Roofing Inc.  
Max Sontz Roofing Services Inc.

## 2012 Convention Program

	Monday • March 19	Tuesday • March 20	Wednesday • March 21	Thursday • March 22
<b>Registration</b>	12:00 p.m. - 5:00 p.m. For Exhibitors Only	8:00 a.m. - 6:30 p.m.	8:00 a.m. - 6:30 p.m.	9:00 a.m. - 12:00 p.m.
<b>Large Equipment Move in</b>	12:00 p.m. - 2:00 p.m. Exhibitors will be notified			
<b>Exhibitor Move in</b>	2:00 p.m. - 5:00 p.m.	8:00 a.m. - 12:00 p.m.		
<b>Educational Sessions</b>		<p>8:30 a.m. – 5:00 p.m. 10 Hour OSHA Roofing Safety Training Course</p> <p>10:00 a.m. – 11:30 a.m. Safety Seminar 1 – Safety, It's a Crucial Part of a Company's Culture <i>Sponsored by NorthStar Construction Services Corp.</i></p> <p>12:00 p.m. – 1:30 p.m. Safety Seminar 2 - How to Be Legally Prepared to Deal with OSHA <i>Sponsored by Boston Roofing Contractors Association</i></p>	<p>8:30 a.m. – 5:30 p.m. 8 Hour for Foreman Only Class</p> <p>8:30 a.m. – 12:00 p.m. 10 Hour OSHA Roofing Safety Training Course, continued</p> <p>10:00 a.m. – 11:30 a.m. Building Code Seminar - New I Codes <i>Sponsored by G. Brouillette &amp; Son, Inc.</i></p> <p>1:30 p.m. – 3:00 p.m. Technical Issues in the Roofing Industry Panel <i>Sponsored by Lincoln Equipment Associates, Inc.</i></p>	
<b>Trade Show Hours, Meetings and Events</b>		<p>1:30 p.m. - 6:30 p.m. Trade Show Grand Opening</p> <p>4:30 p.m.– 6:30 p.m. Happy Hour Reception on Trade Show Floor <i>Sponsored by Polyglass USA Inc.</i></p> <p>6:30 p.m. – 12:00 a.m. Exhibitor Hospitality</p>	<p>11:30 a.m.– 1:00 p.m. Annual Business Meeting and Luncheon Guest Speaker – Steve DeOssie</p> <p>Carr &amp; Gunning Awards</p> <p>1:30 p.m. - 6:30 p.m. Trade Show Open</p> <p>7:00 p.m. - 11:00 p.m. Industry Night Party – High Rollers Club Luxury Lanes &amp; Lounge <i>Bar &amp; Beverages Sponsored by Beacon Sales Company, Quality Roofing Supply Company and Carlisle SynTec, Inc.</i></p>	<p>9:30 a.m. - 12:00 p.m. Trade Show Open</p> <p>9:30 a.m. - 11:00 a.m. Appreciation Breakfast Buffet on Trade Show Floor <i>Sponsored by TAMKO Building Products</i></p>

# Join us for our 86th Annual Convention

## NERCA'S Annual Member Luncheon and Business Meeting

Wednesday, March 21, 2012  
Ticketed Event - \$40.00 per person  
Guest Speaker: Steve DeOssie

NERCA is pleased to have Steve DeOssie, a former National Football linebacker and special teams long snapper. His career featured playing for three legendary coaches Tom Landry in Dallas, Bill Belichick in New England and Bill Parcells in New York. He holds a Super Bowl ring for his play with the New York Giants in the 1991 win over the Buffalo Bills. Steve holds a unique place in the history books of the NFL – he and his son Zak are the only father-son combination to win Super Bowl rings with the same franchise. Steve is currently doing commentary on "The Real Postgame Show" on Sundays and the bi-weekly "Big Show" during the football season.

**Presentation of the Clarence J. Carr Roofing Industry Annual Award to NERCA's 2011 Outstanding Member!**

**15th Annual Thomas S. Gunning Membership Recruitment Award will be presented to the individual who recruits the most new members for the 2011 calendar year.**

Lunch - Business Meeting  
Election of Officers and Board of Directors  
Greeting and Update from NRCA – Kent Tolley, President NRCA

## Roofing Industry Night

High Rollers Luxury Lanes & Lounge, Located in Grand Pequot Tower  
Wednesday Evening, March 21, 2012  
7:00 p.m. – 11:00 p.m.  
Ticketed Event - \$60.00 per person

Sponsors: Beverages by Beacon Sales Company, Quality Roofing Supply Company & Carlisle SynTec, Inc.

Join us at the High Rollers Luxury Lanes & Lounge. Characterized by a retro-chic feel coupled with 21<sup>st</sup> century cutting-edge technology, High Rollers is an experiential boutique bowling complex and state-of-the-art dining & entertainment destination located in the heart of Foxwoods Resort Casino. The 35,000 square foot venue, with two full service bars, features 20 bowling lanes, four professional billiard tables, two-level lounge with a piano, a 50 seat marble bar and more than 60 big-screen high definition televisions. Enjoy some cocktails, try your hand at bowling or billiards, or sit and chat with some old friends. There will be plenty of food and refreshments for your pleasure. Roofing Industry Night is a wonderful time for all!

## Happy Hour Reception

Exhibit Hall Floor  
Tuesday Afternoon, March 21, 2012  
4:30 p.m. – 6:30 p.m.  
Sponsored by Polyglass USA Inc.

Join us for complimentary beer, wine & soft drinks. Enjoy a light snack as you visit with the exhibitors on the show floor.

## Appreciation Breakfast Buffet

Exhibit Hall Floor  
Thursday Morning, March 22, 2012  
9:30 – 11:00 a.m.  
Sponsored by TAMKO Building Products

Be our guest for a free breakfast on the last day. Enjoy a Mimosa or a Bloody Mary, have breakfast on us as you visit with the exhibitors on the show floor one last time.

## Convention Registration—Register Online

Enclosed is an advance registration form for NERCA's 86th Annual Convention and Trade Show to be held March 20 - 22, 2012 at the MGM Grand at Foxwoods, Mashantucket, Connecticut.

It is requested that all attendees advance register – this will facilitate picking up convention badges and tickets when the convention opens.  
Admission Price: Free for members  
Free for non-members

Register on-line at [www.nerca.org](http://www.nerca.org) or complete the advance registration form and return it to the association office either by mail, fax, or e-mail.

NERCA  
100 Grossman Drive, Suite 300  
Braintree, MA 02184  
Telephone: 781/849-0555  
Fax: 781/849-3223  
E-mail: [psweeney@nerca.org](mailto:psweeney@nerca.org) or [tramondi@nerca.org](mailto:tramondi@nerca.org)

No reservations will be accepted over the phone. There will be no billing for registrations or tickets bought at the convention so take advantage of the opportunity to advance register.

**Don't forget to order your tickets for NERCA's Member Lunch and Industry Night.**

**Deadline for Advanced Registration is Monday, March 12, 2012.**

## Accommodations

NERCA will be using the MGM Grand at Foxwoods as this year's headquarters hotel.

To take advantage of the special convention rates, your reservations must be made directly to the MGM Grand at Foxwoods Resort. To reserve your room online log onto their website:

<https://resweb.passkey.com/go/nerca2012>

You may also reserve your room by phone at 800/369-9663. Please provide agent with the group code – M13468.

Reservations can also be made online by logging on to <http://www.nerca.org> click on conventions and follow the link provided.

The cut-off date to receive the discounted rate is March 5, 2012. Any reservation made after the cut-off date is on a space availability basis and subject to prevailing rates.

All reservations must be guaranteed and accompanied by a first night's room deposit, guaranteed with a major credit card.

Cancellation policy at the hotel requires rooms to be cancelled 48 hours prior to the day of arrival in order to avoid a cancellation penalty. Failure to give proper notification will result in the first night's room rate being charged to the guest. A valid cancellation number is necessary to avoid a no-show charge.

**MGM GRAND AT FOXWOODS SPECIAL CONVENTION RATES:**

Single/Double \$150.00

All room rates are per room per night and are subject to all state and city taxes, and include an association fee.

**Register online at [www.nerca.org](http://www.nerca.org)**

# Convention and Trade Show!

## Free Educational Sessions

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### **SAFETY SEMINARS PART 1 of II** **Safety – It's a Crucial Part of a** **Company's Culture**

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#### Speakers

William Hettrick, *President*  
*Hettrick, Cyr & Associates, Inc.*

Peter Shackford, *Roofing Safety Consultant*  
*Hettrick, Cyr & Associates, Inc.*

Tuesday, March 20, 2012

10:00 a.m. – 11:30 a.m.

*Sponsored by NorthStar Construction Services Corp.*

What's the safety philosophy in your company? Are the superintendent, foreman, project manager & workers all abiding by the same procedures? Are they all accountable? It's imperative that the message directed out of the main office is exactly the same as the one used on the rooftop! Your success depends on it, your employees' lives depend on it and your customers demand it! The days of simply having a written safety manual to protect your workers is not enough. During this seminar, Mr. Hettrick, whose company is an industry leader in roofing contractor safety, will discuss the development of an effective safety culture. He'll converse on safety procedures, conducting internal safety audits, and techniques to insure key personnel are all working to create the same safety culture for all employees.

### **SAFETY SEMINARS PART II of II** **How To Be Legally Prepared to** **Deal with OSHA**

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#### Speaker

Stephen Phillips Esquire  
*Hendrick Phillips Salzman & Flatt*

Tuesday, March 20, 2012

12:00 p.m. – 1:30 p.m.

*Sponsored by Boston Roofing Contractors Association*

Mr. Phillips, counsel for the National Roofing Contractors Association and the National Roofing Legal Resource Center, will present a program intended to assist roofing contractors with the legal process upon receiving an OSHA citation. The program will cover current OSHA policies with regard to issuance of repeat and willful citations, preparation for an OSHA informal conference and appealing a citation to an administrative law judge of the Occupational Safety and Health Review Commission. Mr. Phillips will discuss the most serious safety hazards, applicable OSHA standards and OSHA citations faced by roofing contractors in recent years. He will also focus on the often frustrating situation when the roofing contractor has provided safety training, equipment and instructions to employees, but OSHA nevertheless finds that roofing personnel on the job were not in compliance with an OSHA safety standard. He will describe what a contractor must do and prove in order to pursue successfully an "unforeseeable employee misconduct" defense to vacate an OSHA citation.

### **Building Code Seminar –** **New I Codes**

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#### Speaker

Mark Graham,  
*Associate Executive Director of Technical Services*  
*National Roofing Contractors Association*

Wednesday, March 21, 2012

10:30 a.m. – 11:30 a.m.

*Sponsored by G. Brouillette & Son Inc.*

The International Code Council (ICC) will have new additions for the industry in the first quarter of 2012. Where do you start? The International Building Code (IBC)? The International Residential Code (IRC)? The International Energy Conservation Code (IECC)? The International Green Construction Code (IGCC)? Your individual state code or local city or town codes? How does the National Fire Protection (NFPA) 5000 Building and Construction Safety Code impact the roofing industry? What is ASTM's role in the roofing industry? Mr. Graham, one of the roofing industries leading technical experts will filter through the ever changing code world and differentiate what is currently required, what is proposed and how these changes will affect installation and performance of roofing systems.

### **Technical Issues in the** **Roofing Industry panel**

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#### Panelists

Mark Graham  
*Associate Executive Director of Technical Services*  
*National Roofing Contractors Association*

William Hettrick, *President*  
*Hettrick, Cyr & Associates, Inc.*

Stephen Phillips, *Esquire*  
*Hendricks Phillips Salzman & Flatt*

Robert W. Therrien Jr.  
*President, The Melanson Co.*

Wednesday, March 21, 2012

1:30 p.m. – 3:00 p.m.

*Sponsored by Lincoln Equipment Associates, Inc.*

Tradition dictates that NERCA offers employers the opportunity to discuss and deliberate on the technical issues found within the roofing industry. NERCA is proud to have panelists like Mark Graham, NRCA, William Hettrick, safety consultant, Stephen Philips, Esquire and Rob Therrien, contractor & president of the Melanson Company as our industry experts. We encourage contractors, manufacturers and roofing partners to debate the issues affecting the roofing industry.

# ADVANCE REGISTRATION FORM Advance Registration Closes March 12, 2012.

Company Name \_\_\_\_\_

Company Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

## BADGE TYPE Please Check All That Apply

- Roofing Contractor    
  Architect/Engineer/Consultant    
  Manufacturer  
 Distributor    
  Exhibitor    
  Media

REGISTER ONLINE AT [WWW.NERCA.ORG](http://WWW.NERCA.ORG)

## Please Advance Register The Following Individuals:

NAME(S)	REGISTRATION BY 3/12/12			LUNCHEON MEETING	INDUSTRY NIGHT	OSHA 10 HOUR ROOFING SAFETY TRAINING PROGRAM IN ENGLISH		8 HOUR PROGRAM - FOR FOREMAN ONLY, LEVEL 1 CLASS		SUBTOTAL
	MBR	NON MBR	SPOUSE	\$40	\$60	Member	Non Member	Member	Non Member	
	FREE	FREE	FREE			\$240	\$290	\$240	\$290	
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**NEREF Donation** Optional donation to the North East Roofing Educational Foundation (NEREF).

## PAYMENT INFORMATION

- Check Enclosed (US Funds Only)    
  Mastercard    
  Visa  
 American Express    
  Discover

Credit Card Number: \_\_\_\_\_ Name on Card: \_\_\_\_\_

Mailing Address of Credit Card Statement: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Signature: \_\_\_\_\_

Security Code # \_\_\_\_\_

FOR OFFICE USE ONLY:
Received Date:
ID Number:
Entered:

All Exhibitors Must Advance Register

**TOTAL**

Return completed form with registration fees to:

**NERCA**  
 100 Grossman Drive  
 Suite 300  
 Braintree, MA  
 02184

Fax to  
 781/849-3223  
 if paying by credit card.

# 10 HOUR PROGRAM – OSHA 10 HOUR ROOFING SAFETY TRAINING PROGRAM IN ENGLISH

Presented by:  
Hettrick, Cyr & Associates Inc.

Tuesday, March 20, 2012  
8:30 a.m. – 5:00 p.m.

Wednesday, March 21, 2012  
8:30 a.m. – 12:00 p.m.

This 10-hour course, developed by Hettrick, Cyr & Associates, will provide workers, supervisors and key personnel with the awareness of the safety and health concerns in the roofing industry. All attendees will become familiar with the safety and health standards applying to roofing including fall protection, fire safety and basic roofing safety.

Course graduates will receive an OSHA Safety Training Completion Card.  
This course's curriculum is OSHA approved and taught by OSHA authorized instructors.

**This course is required for many state and federal funded jobs!**

**Please Note** – Attendees must be present for all 10 hours of classroom instruction over the two days

Participants receive:

1. 10 hours of classroom training
2. Continental Breakfast on both days
3. Lunch & Coffee break on Tuesday.
4. A Certificate upon completion of the course
5. OSHA training literature.

Registration Fee for this special session is \$240.00 member/ \$290.00 non-member and includes seminar, continental breakfast, lunch, handouts, and admittance to the NERCA trade show and educational programs. To register for this course go to [www.nerca.org](http://www.nerca.org). or use the enclosed advance registration form.

# 8 HOUR PROGRAM – FOR FOREMAN ONLY, LEVEL 1 CLASS

Presented by:  
NRCA University Instructors

Wednesday, March 21, 2012  
8:30 a.m. – 5:30 p.m.

Take a proactive approach to employer education by sending your field mangers to this class, which focuses on communication and management skills. Foremen often have excellent roof system application skills but may not posses strong communication and management abilities that would help them be more effective managers. This course teaches your foreman how to communicate effectively and work well with all types of people. He will learn how to handle tough situations tactfully, especially when disciplinary action is needed. He also will discover how to establish credibility, build rapport with his crew members and motivate them to improve job-site productivity.

**Please Note** – Attendees must be present for all 8 hours of classroom instruction.

Participants receive:

1. 8 hours of classroom training
2. Course materials & handouts
3. Continental Breakfast, Lunch & Coffee break

Registration Fee for this special session is \$240.00 member/ \$290.00 non-member and includes seminar, continental breakfast, lunch, handouts, and admittance to the NERCA trade show and educational programs. To register for this course go to [www.nerca.org](http://www.nerca.org). or use the enclosed advance registration form.

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NERCA 2012

