



Climbing the Ladder of Success!

NORTH/EAST ROOFING CONTRACTORS ASSOCIATION

91st Annual Convention and Trade Show

Harrah's Resort • Atlantic City • New Jersey

March 29-30, 2017

Join us and experience one of the largest regional roofing tradeshow in the country. This year's show continues to deliver quality education and will feature near 200 booths displaying products and services designed for you — the roofing professional!

Register online at nerca.org

NERCA's Annual Business Meeting & Luncheon

Sponsor: ABC Supply Company, Inc.

Thursday, March 30, 2017, 11:30 a.m. - 1:00 p.m.

Ticketed Event - \$40.00

"If F. Scott Fitzgerald had envisioned Adam Greenberg, he might never have said, "There are no second acts in American lives." - Willie Weinbaum, ESPN

If there was ever a person that epitomized perseverance, it's Adam Greenberg, famous for the one pitch that changed his life forever. A 94 mph first-pitch fastball to the back of the head on his Major League debut with the Chicago Cubs gave Adam the record for being one of only two players in history to have an official at-bat without ever taking the field. After seven years of continued hustle to get back, Adam signed a one day contract with the Miami Marlins in 2012.



Guest Speaker
Adam Greenberg

Adam Greenberg is an All-State native of Connecticut and an All-American standout at the University of North Carolina who has transformed himself into a dynamic business leader of a successful dietary supplement company. He also enjoys traveling the country, sharing his secrets of success and empowering others to persevere and follow their own dreams. He is the co-author of *Get Up: The Art of Perseverance*.

Presentation of the Clarence J. Carr Roofing Industry Annual Award to NERCA's 2016 Outstanding Member

20th Annual Thomas S. Gunning, Membership Recruitment Award

Election

Board of Directors

Greetings and Updates from NRCA

Reid Ribble, NRCA CEO

Dennis Conway, NRCA President

Roofing Industry Night

The Pool at Harrah's, Located at Harrah's Resort

Thursday Evening, March 30, 2017, 7:00 - 11:00 p.m.

Ticketed Event - \$75.00 per person

Sponsors: Beverages by Beacon Sales Company, Quality Roofing Supply Company and Carlisle SynTec Systems

Join us at the Pool at Harrah's. When you walk into the outdoor oasis, you'll feel like you've entered a tropical hideaway, after dark it is home to the hottest club scene in Atlantic City! Enjoy some cocktails and listen to music, 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

Wednesday, March 29, 2017, 4:00 - 6:00 p.m.

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

Accommodations:

NERCA will be using Harrah's Resort as this year's Headquarter hotel. To reserve your room log-on to: <https://aws.passkey.com/go/SHO3NR7>

You may also reserve your room by phone at 888/516-2215. Please reference Group Code SHO3NR7 and name listed in the system is: NORTH/EAST ROOFING CONTRACTORS

Harrah's Resort SPECIAL CONVENTION RATES:

Tuesday, March 28	Single/Double	\$109.00
Wednesday, March 29	Single/Double	\$109.00
Thursday, March 30	Single/Double	\$109.00

Register online at nerca.org

NORTH/EAST ROOFING CONTRACTORS ASSOCIATION, INC.

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FREE EDUCATIONAL SEMINARS

Legal Challenges Facing the Roofing Contractor

Speaker: Stephen Phillips Esq., Hendrick, Phillips, Salzman and Flatt

Sponsor: Boston Roofing Contractors Association

Wednesday, March 29, 2017, 11:30 a.m. to 1:00 p.m.

Stephen Phillips, Esq. has been defending the interests of the roofing contractor for many years with consistent successful results. He has conducted multiple seminars and webinars for NERCA members that demonstrate his expertise and reputation as one of the top legal professionals in the country. Stephen will highlight some of the toughest legal, business and employment issues facing the roofing industry today. He'll assist contractors with contract language, employee relations, regulatory compliance, payment provisions, insurance and safety coverage, warranties, delay claims, OSHA citations and other legal challenges facing your business. Construction litigation is on the increase and Mr. Phillips has the expertise to help employers avoid some of those costly and avoidable legal headaches. (This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of the Construction Supervisors License requirement.)

Personal Fall Arrest Systems - Making them Work!

Presented by: Peter Shackford, Director of Safety & Risk Control Services, Hettrick, Cyr & Associates, Inc.

Wednesday, March 29, 2017, 1:30 p.m. to 3:00 p.m.

Implementing an effective Fall Protection Program remains one of the most significant safety challenges we face. Falls from heights is far and away the leading cause of fatalities in our industry. Many roofing contractors utilize multiple options in an attempt to protect workers from those fall hazards and in most cases, at some point; they will include the Personal Fall Arrest System (PFAS). As a form of "active" fall protection, a PFAS is the most dynamic and complex fall protection option available, however, it is an option we in the industry must at times use to ensure employee safety as well as OSHA compliance. As a result of these complexities the system is often found used incorrectly. A failure of any component within the system may result in employee injury. This presentation aims to review the many challenges and common deficiencies found with PFAS usage. It will also provide a comprehensive review of products and options available for complex situations. Fall Protection Industry terms such as "Fall Restraint", "Fall Clearance", "Free Fall Distance", "Pendulum Hazards", "Horizontal Lifelines" and more will be discussed. Finally, tools and resources will be provided that your firm can implement to better train, equip, and make the Personal Fall Arrest System work!

Technical Issues in the Roofing Industry Panel

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

Stephen Phillips Esq., Hendrick, Phillips, Salzman and Flatt

Brian Chamberlain, Sr. Project Analyst, Design Services, Carlisle Construction Materials

Moderator: Robert W. Therrien, President, The Melanson Company Inc.

Wednesday, March 29, 2017, 3:15 p.m. to 4:45 p.m.

There's no easier way to keep abreast of technical developments and updates in the roofing industry! 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, Mark S. Graham, NRCA's Associate Executive Director of Technical Services, who will provide information about current technical issues in the roofing industry and provide answers to your questions. Stephen Phillips, Esq., who constantly has the pulse of the legal issues facing the roofing industry, will cover the spectrum

of issues that protect roofing contractors in today's litigious world. Brian Chamberlain will offer his 29 plus years of experience in working with architects, consultants and specifiers in developing special engineered roofing systems across the globe. He has experience in design issues, energy efficiencies, photovoltaic systems, moisture vapors and multiple other technical issues facing the roofing industry. We encourage contractors, manufacturers and roofing partners to debate the issues that are affecting the roofing industry with our experts. This expert panel will educate you about how to limit your liability and protect yourself from a number of legal, technical and relationship problems, including such topics as moisture in concrete roof decks, field uplift testing, impact-resistant asphalt shingles, analyzing insulation R-values, and much more.

Crane Safety, Crane Certification, State Crane license requirements, Crane regulations and the "Anatomy of a Crane Accident"

Speaker: Jay Sturm, President, Sturm Corporation

Sponsor: NorthStar Construction Services Corp.

Thursday, March 30, 2017, 8:30 a.m. to 10:30 a.m.

Mr. Sturm will review the state license requirements in all NERCA states, discuss compliance issues, review the operator's responsibilities, the company's responsibilities and certification requirements. The presentation on crane accidents is highly recommended for all owners of any type of crane. You'll be impressed with the information that's provided and the potential headaches that can be avoided. The Sturm Corporation is recognized by USDOL OSHA in Massachusetts as an independent Crane Inspector and Safety Trainer, the Crane Institute Certification (CIC) Practical Examiner #LU-48167, Commonwealth of Massachusetts Hydraulics Engineer #087796, Mobile Crane Inspector Certification by Crane Institute of America #04-3463, Transportation Worker Identification Credential (TWIC), Certified Crane Surveyor by Crane Certifiers Association of America, Air Brake, Air Brake ABS and Foundation Brake by Massachusetts Motor Transportation Association, Mobile Air Conditioning Repair and Design by the Mobile Air Condition Society.

Building Code Update

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

Sponsor: Lincoln Equipment Associates, Inc.

Thursday, March 30, 2017, 1:30 p.m. to 3:30 p.m.

Mark Graham, NRCA's Associate Executive Director, Technical Services, will provide an overview of the roofing-related changes incorporated into the International Building Code, International Residential Code, the International Energy Conservation Code, the 2 International Green Construction Code and International Fire Code. He will discuss the new construction methods and technologies that are incorporated into the codes along with compliance requirements specifically applicable to roof assemblies.

Individual state and federal government agencies generally are free to adopt their own codes meaning possible changes to the applicable codes prevailing in your state, city or town. Keep your companies abreast of the latest changes affecting the roofing industry! (This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of the Construction Supervisors License requirement.)

Exhibit Hall open

Wednesday & Thursday • 1:00 p.m. – 6:00p.m.

Register online at nerca.org

After each seminar we will award a \$100 Casino Chip to one lucky attendee by drawing a name from those who participated in the seminar from start to finish.