

# NORTH/EAST ROOFING CONTRACTORS ASSOCIATION

92<sup>nd</sup> Annual Convention and Trade Show

Seaport World Trade Center • Boston, MA

## March 28-29, 2018

*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!*



### NERCA's Annual Business Meeting & Luncheon

**Sponsor: ABC Supply Company, Inc.**

**Thursday, March 29, 2018, 11:30 a.m. to 1:00 p.m.**

**Ticketed Event - \$50.00 per person**

Jimmy Tingle is a comedian, commentator, activist and entrepreneur. He is a 2010 graduate of the Harvard Kennedy School of Government and was that year's graduate school commencement speaker. He has worked as a humorist and commentator for "60 Minutes II" and MSNBC and has appeared on "The Tonight Show," CNN, "Late Night with Conan O'Brien," "Fresh Air" with Terry Gross and in his own HBO half-hour comedy special. Theatrical credits include writing, performing and producing four one-person shows. He also wrote and produced the documentary film, "Jimmy Tingle's American Dream," which aired on over 60 stations nationwide on PBS.



**Jimmy Tingle**  
Guest Speaker

Tingle has the rare distinction of winning Boston Magazine's "Best of Boston" in both the Stand-Up Comedy category and for Best Alternative Theater as the producer and artistic director of Jimmy Tingle's OFF BROADWAY Theater in Somerville, MA.

More information at [www.jimmytingle.com](http://www.jimmytingle.com).

**Presentation of the Clarence J. Carr Roofing Industry Annual Award to NERCA's 2017 Outstanding Member**

**21st Annual Thomas S. Gunning, Membership Recruitment Award**

**Election of Officers & Board of Directors**

**Greetings and Updates from NRCA**

*Jim Barr, NRCA President*

### Accommodations:

NERCA will be using the Seaport Hotel as this year's headquarter hotel. To reserve your room log onto: [nerca.org](http://nerca.org)

**Seaport Hotel Special Convention Rates**  
**Single/Double \$279.00 per night**

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

### Happy Hour Reception

**Wednesday, March 28, 2018, 4:00 p.m. - 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.

### Roofing Industry Night

**Laugh Boston, Located at the Westin Hotel**

**Thursday Evening, March 29, 2018, 7:30 p.m. - 10:30 p.m.**

**Ticketed Event - \$75.00 per person**

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

Join us at Laugh Boston, one of the city's newest club scenes! Enjoy some cocktails while being entertained by an hour of Improv. Challenge yourself or your colleagues to different video games, beer pong tables, VR bikes or just 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!



### EDUCATIONAL SEMINAR - 3 Hour Program

#### Selling and Marketing Construction Products and Services

**Speaker: Kevin Dougherty, Construction Industry Consultant**

**Thursday, March 29, 2018, 8:00 a.m. to 11:00 a.m.**

Are your customers getting what they want from you? Today's sales professionals must go beyond social relationships with customers, to develop mutually beneficial professional alliances. Sales managers, inside and outside salespeople, and business owners will benefit strongly from this hard-hitting and thought-provoking look at your relationship with your contracting customers.

For over 20 years, Kevin Dougherty has been a leading construction industry consultant. Kevin represents a changing industry - aggressive, realistic, and open-minded. Kevin's work and education experience enables him to relate to today's problems and provides tangible solutions in an easy-to-listen style. He has taught thousands of people in various seminars. In addition to speaking and writing articles, Kevin has served as sales manager and corporate trainer for a multimillion-dollar mechanical contractor. Kevin's humorous and energetic speaking style has made him a convention favorite. Kevin's ability to entertain audiences and hold their interest while getting his message across consistently makes him one of the industry's top speaking talents. He provides realistic, open-minded tangible solutions to today's problems.

**Member: \$50.00**

**Non-Member: \$75.00**

**NORTH/EAST ROOFING CONTRACTORS ASSOCIATION, INC.**

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## FREE EDUCATIONAL SEMINARS

### Contract Documents Every Roofing Contractor Should Have and Use

**Speaker:** Stephen Phillips Esq., Hendrick, Phillips, Salzman and Siegel P.C.

**Sponsor:** Boston Roofing Contractors Association

**Wednesday, March 28, 2018, 11:00 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 what residential and commercial roofing contractors should develop and use in their daily operations; a proposal/contract form to submit to potential customers, a purchase order form when ordering materials, a commercial or residential roofing warranty to issue upon completion of a job and a subcontract to use when retaining a subcontractor.

Roofing contractors should use each of these documents to establish and preserve legal rights and establish terms that will govern relationships with others and allocate liability. During this program, Mr. Phillips will discuss some of the key terms that should be included in these documents from the roofing contractor's perspective. (This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of the Construction Supervisors License (CSL) requirement.)

### Vegetative Roof Systems

**Speaker:** Thomas Hanzely, National Sales Manager, Firestone Building Products SkyScape Vegetative Roof System

**Wednesday, March 28, 2018, 1:30 p.m. to 3:30 p.m.**

With the focus on sustainable design growing in the commercial building and construction sectors, vegetative roof systems offer an easy way to incorporate sustainability into a commercial building envelope. What are the benefits of a vegetative roof system, and what are the necessary design considerations? In this seminar, Thomas Hanzely, national sales manager for Firestone Building Products' SkyScape™ Vegetative Roof System, provides an overview of the features, benefits and considerations needed to execute a high-performing vegetative roof system, including:

- How vegetative roof systems can aid in meeting your storm water management needs
- How to calculate retention volumes and how to enhance retention without increasing the overall weight of the assembly
- Modular or built-in-place (BIP)—which system is best for your project?
- Plant options—which work best?
- Hardscape options and more

Tom has more than 15 years' experience and is a subject matter expert on vegetative roofing. Tom was part of a team that developed the first patented green roof modular system available in the U.S. in 2001 (US Patent 8,555,545) and has designed, sold and installed acres of vegetative roof systems throughout North America. He also is a LEED Accredited Professional and Green Roof Professional. (This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of the Construction Supervisors License (CSL) requirement.)

### 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 Siegel P.C.

**Robert W. Therrien**, President, The Melanson Company Inc.

**Sponsor:** Lincoln Equipment Associates, Inc.

**Wednesday, March 28, 2018, 3:30 p.m. to 5:00 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. Rob Therrien, President of The Melanson Company Inc., past President of NERCA & NRCA will give practical advice as seen through the eyes of a roofing contractor reinforced by his years of experience as a member of NRCA's Technical committee.

We encourage contractors, manufacturers and roofing partners to debate the issues that are affecting the roofing industry with our experts.

### Personal Fall Arrest Systems – Making them Work!

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

**Sponsor:** NorthStar Construction Services Corp.

**Thursday, March 29, 2018, 9:00 a.m. to 11:00 a.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 from those fall hazards and in most cases, at some point, they will include the Personal Fall Arrest System (PFAS). 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! (This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of the Construction Supervisors License (CSL) requirement.)

### Building Code Update

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

**Sponsor:** G. Brouillette & Son, Inc.

**Thursday, March 29, 2018, 1:30 p.m. to 3:30 p.m.**

The International Code Council (ICC) has just published the new 2018 editions of their I-codes, which include The International Building Code, 2018 Edition and International Energy Conservation Code, 2018 Edition. Individual states and local jurisdictions can begin the process of adopting the new I-codes in 2018.

In this presentation, Mark S. Graham, Vice President, Technical Services, National Roofing Contractors Association will provide an overview of the roofing-related changes to the building, residential, existing building, energy conservation, fire and plumbing codes. Time will be allocated for questions from the audience on code-related issues. (This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of the Construction Supervisors License (CSL) requirement.)

### Drone Demonstration on Show Floor

**Wednesday, March 28<sup>th</sup> & Thursday, March 29<sup>th</sup>, 4:30 p.m.**

### Exhibit Hall Open

**Wednesday & Thursday, 1:00 p.m. - 6:00 p.m.**

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