

CONVENTION 2018

Celebrate St. Patrick's
Day with FCICA on
March 17!



IN IT TO WIN IT

Commercial Flooring Trade Show with Happy Hour, educational sessions, industry networking opportunities,
optional tours including Explore Biloxi, Lunch with the Chef, and Fantastic Florals



Commercial Flooring Trade Show & Annual Convention

March 18-20, 2018 • Pre-Convention events on March 17, 2018
Beau Rivage Resort & Casino • Biloxi, MS

TENTATIVE PROGRAM AT A GLANCE

Saturday, March 17, 2018

ST. PATRICK'S DAY

10:00 am – 4:00 pm

Optional Event – Golf at Fallen Oak – \$219

10:00 am – 4:00 pm

Optional Event – FCICA hospitality tent at St. Patrick's Day Grillin' on the Green – \$62

Sunday, March 18, 2018

COMMITTEE MEETINGS

9:00 am – 10:30 am

Attendee Breakfast

10:15 am – 4:00 pm

Optional Event – Explore Biloxi – \$99

11:00 am – 3:30 pm

Registration

12:15 pm – 1:45 pm

Associates Committee Meeting with lunch

12:15 pm – 1:45 pm

Attendee Networking Lunch

2:00 pm – 3:30 pm

Committee Meeting – Education

3:45 pm – 5:30 pm

Committee Meeting – Membership

6:30 pm – 8:30 pm

Welcome Reception

Monday, March 19, 2018

7:30 am – 4:30 pm

Registration

8:00 am – 9:00 am

Attendee Breakfast

8:00 am – 9:00 am

Successor Task Force Meeting with Breakfast (invite only)

9:00 am – 9:45 am

Opening Session

10:00 am – 10:45 am

General Membership Meeting

10:45 am – 11:00 am

Break

11:00 am – 12:15 pm

Trade show set-up

11:00 am – 12:15 pm

Educational Session 1

12:00 pm – 3:00 pm

Optional Event – Lunch with the Chef – \$89

12:30 pm – 3:00 pm

Demonstrations with lunch – GCP Applied Technologies, MAPEI Corporation, Sponge Cushion, Inc. and TRAXX Corporation

3:00 pm – 7:00 pm

**Commercial Flooring Trade Show
(with happy hour 6 – 7 pm)**

7:00 pm – 8:00 pm

Trade show tear-down

Tuesday, March 20, 2018

EDUCATIONAL OPPORTUNITIES

7:30 am – 4:00 pm

Registration

8:00 am – 9:00 am

Attendee Breakfast

8:00 am – 9:00 am

Successor Breakfast (40 and under)

9:15 am – 10:30 am

Educational Session 2

10:30 am – 11:00 am

Break

1:15 pm – 4:00 pm

Optional Event – Fantastic Florals – \$45

11:00 am – 12:15 pm

Educational Session 3

12:30 pm – 1:45 pm

Attendee Lunch

12:30 pm – 1:45 pm

Contractor Meeting with Lunch

2:00 pm – 3:15 pm

Educational Session 4

3:15 pm – 3:45 pm

Break

3:45 pm – 5:00 pm

Educational Session 5

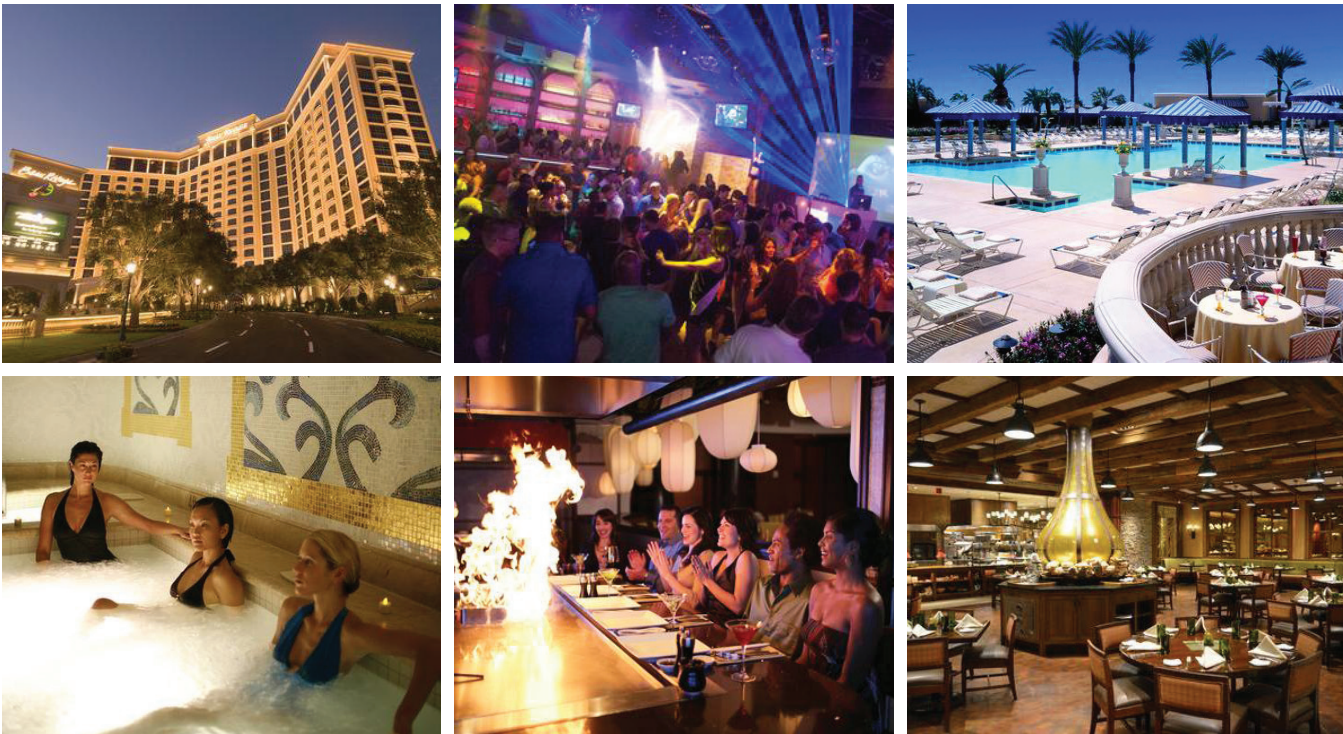
6:00 pm – 9:00 pm

Closing Dinner

Wednesday, March 21, 2018

8:00 am – 10:30 am

**Board of Directors and Wrap-up Breakfast Meeting
(invite only)**



Registration Info

REGISTRATION HOURS

Registration will be located in the Magnolia Foyer. Stop by to register, for information, to purchase merchandise and tickets, or to just say “hi!” Registration packets, including badges and optional ticket tours, will be available at the registration desk.

Sunday, March 18, 2018 - 11:00 am to 3:30 pm
 Monday, March 19, 2018 - 7:30 am to 4:30 pm
 Tuesday, March 20, 2018 - 7:30 am to 4:00 pm

REGISTRATION FEES

- Members prior to January 18, 2018 \$695
- Members on/after January 19, 2018 \$795
- Additional company representative prior to 1/18/18 \$495
- Additional company representative on/after 1/19/18. . . . \$595
- Successor (40 and under) prior to January 18, 2018 \$495
- Successor (40 and under) on/after January 19, 2018 \$595
- 1st time Successor (40 and under) prior to 1/18/18 \$395
- 1st time Successor (40 and under) on/after 1/19/18. . . . \$495
- CIM prior to January 18, 2018 \$425
- CIM on/after January 19, 2018 \$525
- Spouse/companion prior to January 18, 2018 \$295
- Spouse/companion on/after January 19, 2018 \$395
- Non-members prior to January 18, 2018 \$875
- Non-members on/after January 19, 2018 \$975
- One day rate prior to January 18, 2018 \$399+
- One day rate on/after January 19, 2018. \$499+
- Trade Show only (3 attendees per company) prior to January 18, 2018 \$49
- Trade Show only (3 attendees per company) on/after January 19, 2018 \$69

*One-day rates do not include evening functions. Special event tickets for those functions would need to be purchased separately.

CANCELLATION POLICY

No refunds after March 1, 2018 will be accepted. A 50% cancellation fee will apply to all registration refunds requested prior to February 28, 2018. All cancellations must be made in

writing. No refunds will be made for no-shows. Registration fees are not deductible as charitable contributions. Registration fees may be deductible as ordinary or necessary business expenses. Consult your tax advisor for more information.

CERTIFIED INSTALLATION MANAGER PROGRAM AND CEU'S

Convention 2018 offers you a chance to work on the CIM program modules and assessments while on location for Convention. See the website for dates and times for the CIM computer lab.

To earn continuing education credits (CEUs), you must attend the entire educational session. Those working on their Certified Installation Manager CEUs will receive a maximum of 8 credits by attending FCICA's educational sessions 1 - 5, all 4 demonstrations, and the Commercial Flooring Trade Show at Convention 2018.

LOCATION AND ACCOMMODATIONS

Beau Rivage Resort & Casino

875 Beach Blvd.
 Biloxi, MS 39530
 (228) 386-7111

Southern hospitality defines Beau Rivage. With 1,740 elegantly appointed guest rooms, including 95 luxurious suites offering panoramic views; you'll love this southern beauty. They have distinctive dining, superstar entertainment and endless excitement.

SPECIAL NOTE

FCICA has reserved blocks of rooms for the Run of House rate of \$119 single or double rooms weekday nights and Friday and Saturday \$159 single or double rooms. Please make your reservation by using the link on the FCICA website by **Friday, March 2, 2018**. Listed room rates do not include the 12% per night room tax and \$12 per night resort fee, which provides wireless internet access, daily newspaper, 2 bottled waters per room, pool and fitness facility access, complimentary parking, and printing of boarding passes.

FCICA CONVENTION SCHEDULE

Saturday, March 17, 2018

ST. PATRICK'S DAY

10:00 am - 4:00 pm

Optional Event: Golf at Fallen Oak - \$219

Designed by legendary course architect, Tom Fazio, Fallen Oak raises the bar for luxury resort golf in this region. The 18-hole, par-72 championship layout unfolds in a majestic, almost cinematic, invitation to all who love the game. Cost: \$219, includes transportation.

10:00 am - 4:00 pm

Optional Event: St. Patrick's Day with FCICA - \$62

Experience St. Patrick's Day Biloxi-style! As a sponsor of Biloxi's 12th Annual Grillin' on the Green festival, FCICA has secured a hospitality tent for our Convention attendees to enjoy the events of the day, including live entertainment, the St. Patrick's Day parade, and the premier grilling competition! Our tent will have unlimited water, soft drinks and beer, and each attendee will receive \$20 worth in Grillin' on the Green bucks to spend at any of the festival's food vendors. Cost: \$62

Sunday, March 18, 2018

COMMITTEE MEETINGS

9:00 am - 10:30 am

Attendee Breakfast

10:15 am - 4:00 pm

Optional Event: Explore Biloxi - \$99

Starting with a 70-minute shrimping boat excursion, this unique and historical trip will take you along the protected waters of the Gulf's shoreline and show you all the creatures, including shrimp, which inhabit the coastal waters. For lunch, enjoy a dockside shrimp boil on the harbor overlooking the Gulf of Mexico. Feast on succulent shrimp, red potatoes and corn on the cob, as well as Cajun chicken and sausage jambalaya. Next, you'll tour the City of Biloxi, including the Biloxi Lighthouse and Biloxi Visitor's Center Museum, followed by a guided tour of the historic Beauvoir Mansion and Confederate Cemetery. You'll also have a chance to visit the Presidential Library and browse the gift shop. Cost: \$99

11:00 am - 3:30 pm

Registration

12:15 pm - 1:45 pm

Associates Committee Meeting with Lunch

This meeting is open to all associate members of the association.

12:15 pm - 1:45 pm

Attendee Networking Lunch

2:00 pm - 3:30 pm

Committee Meeting - Education

3:45 pm - 5:30 pm

Committee Meeting - Membership

6:30 pm - 8:30 pm

Welcome Reception - Flavors of the Beau Rivage

Monday, March 19, 2018

7:30 am - 4:30 pm

Registration Open

8:00 am - 9:00 am

Attendee Breakfast

8:00 am - 9:00 am

Successor Task Force Meeting with Breakfast

Invite only

9:00 am - 9:45 am

Opening Session

10:00 am - 10:45 am

General Membership Meeting

10:45 am - 11:00 am

Break

11:00 am - 12:15pm

Trade show set-up

Commercial Flooring Trade Show Exhibitors (as of 11-28-17)

Advanced Adhesive Technologies	Gondola Train	Schönox, HPS North America
Artistic Finishes Inc.	H.B. Fuller Construction Products	Sika Corporation
Capri cork	KOSTER American Corporation	Sponge Cushion, Inc.
Ceramic Tool Company	Leister Technologies	Spray-Lock, Inc.
Chilewich Sultan LLC	Loba-Wakol, LLC	Sz15
DriTac Flooring Products LLC	MAPEI Corporation	Tarkett
Federated Insurance	Mats Inc.	Tek Stil Concepts, Inc.
FlashCove	RFMS	TRAXX Corporation
FLEXCO	Roberts	UZIN
GCP Applied Technologies	Roppe Corporation	Wagner Meters

11:00 am – 12:15 pm

Educational Session 1 – ASTM F710 & ACI 302.2R-06

Presented by Sonny Callaham, H.B. Fuller & Jeff Johnson, MAPEI Americas

ASTM F710 – Standard Practice for Preparing Concrete Floors to Receive Resilient Flooring is one of the most useful documents we have in the floor covering industry. Chances are, if you submit a complaint to a manufacturer, you will be judged by this document. Join us as we go through F710 and learn what the flooring contractor and the general contractor are responsible for. This document has been widely accepted and adopted by manufacturers of many types of flooring, not just resilient.

We will also take a comprehensive walk through the ACI 302.2R-06 Guide for Concrete Slabs that Receive Moisture-Sensitive Flooring Materials. This document contains some very important and valuable information for the flooring contractor who works on a concrete substrate. Knowing more about the material on which you work will empower you to make better installation decisions, work with general contractors on more of a fact base, and be able to understand why concrete acts the way that it does. This session includes an interactive Q&A.

12:00 pm – 3:00 pm

Optional Event: Lunch with the Chef – \$89

Enjoy a delicious wild mushroom risotto with blackened snapper and jumbo asparagus squash while an experienced banquet chef demonstrates how to prepare the risotto. Includes ice tea and a paired wine. Cost: \$89

12:30 pm – 3:00 pm

Demonstrations with lunch

- 12:45 pm – 1:15 pm Demonstration #1 – DriTac Flooring Products LLC
- 1:20 pm – 1:50 pm Demonstration #2 – GCP Applied Technologies
- 1:55 pm – 2:25 pm Demonstration #3 – MAPEI Corporation
- 2:30 pm – 3:00 pm Demonstration #4 – TRAXX Corporation

Thank you to Protect-All Flooring for protecting the demonstration areas.

3:00 pm – 7:00 pm

Commercial Flooring Trade Show

The only trade show dedicated to the commercial flooring industry, now including a Happy Hour from 6 – 7 p.m. Meet with technical representatives from leading commercial flooring manufacturers and service providers to learn about new products and solutions. View product marketing materials for premier exhibitors via the AttendeeHub mobile app.

7:00 pm – 8:00 pm

Trade show tear-down

Tuesday, March 20, 2018

EDUCATIONAL OPPORTUNITIES

7:30 am – 4:00 pm

Registration

8:00 am – 9:00 am

Attendee Breakfast

8:00 am – 9:00 am

Successor Breakfast

For those 40 and under.

9:15 am – 10:30 am

Educational Session 2 – Communication & Ramifications of Specifications

Presented by Cherise Lakeside & Eric D. Lussier, Let's Fix Construction

- Did you know that architectural specifications are a Contract?
- Do you understand the requirements outside of your Division 9 flooring section to which you are bound?
- Do the flooring manufacturers know how to provide a spec to the Architect that limits risk?
- Do you know where to look to close the gaps, communicate effectively, minimize your company's risk and make the overall process more collaborative and efficient?

Join the Let's Fix Construction duo of Cherise Lakeside, (a spec writer) and Eric D. Lussier (a flooring contractor and product rep) as they identify common issues in the documents, the office and on the jobsite. They will help flooring manufacturers and contractors demystify specifications and recognize contractual roles, responsibilities and requirements. Make sure to bring your specification questions for the interactive Q&A.

10:30 am – 11:00 am

Break

1:15 pm – 4:00 pm

Optional Event: Fantastic Florals – \$45

Design the floral centerpieces for FCICA's closing dinner! This interactive experience begins with a staging presentation from the floral manager, who will then assist you in creating your own themed arrangement. Cost: \$45

9:15 am – 10:30 am

Educational Session 3 – Auditing Your Flooring Project

Presented by a Certified Installation Manager

In this session, we will dive deeper into the 8th CIM Program module, Closing Out the Job, by focusing on the importance of a job audit to assess the entire flooring project at completion. The session will discuss crucial topics such as how to perform an internal and external autopsy, determining hard and soft costs, margin erosion, revenue enhancement, and prospecting your next project. To wrap it up, lessons learned and best practices will be discussed, in addition to an open Q&A segment.

FCICA CONVENTION SCHEDULE

12:30 pm – 1:45 pm

Attendee Lunch

12:30 pm – 1:45 pm

Contractor Meeting with Lunch

2:00 pm – 3:15 pm

Educational Session 4 – How to Implement Your Ideas & See Results: “Effectively Driving, Achieving & Sustaining Positive Change”

Presented by Rhonda Robinson, Robinson Enterprises

At the conclusion of this session, you will have a broad-scope understanding and practical working knowledge of how to:

- Identify the Need for Change
- Identify the People Who Will Lead the Change
- Write the Change Plan
- Execute the Components of Change
- Assign Ownership of the Change Processes
- Achieve Buy-In and Follow Through with Constant Improvement

3:15 pm – 3:45 pm

Break

3:45 pm – 5:00 pm

Educational Session 5 – Innovations in Multilayer Flooring – A Panel Discussion

Moderated by Pat Kelly, Synergy Flooring. Panelists include Beth Steel, Six Degrees; Bill Treiber, Artistic Finishes; David Altman, Metroflor; and Don Styka, Tarkett

Increase your knowledge and understanding of the ever-expanding Multilayer flooring category. This panel session will focus on techniques for installation, acclimation, construction and adhesives. Participants from Artistic Finishes, Metroflor, Six Degrees and Tarkett will lead the discussion, answer your questions, and interact openly about current information related to the vital techniques expected of today’s flooring contractor.

6:00 pm – 9:00 pm

Closing dinner

Wednesday, March 21, 2018

8:00 am – 10:30 am

Board of Directors and Wrap-up Breakfast Meeting

Invite only

FCICA Platinum Sponsors (as of 11-20-17)

ARDEX Americas	Loba-Wakol, LLC
Artistic Finishes Inc	MAPEI Corporation
Bona US	Metroflor Corporation
Bostik	Michael Halebian & Co., Inc.
Capri cork	Nora systems, Inc.
Construction Specialties	Protect-All Flooring
Custom Building Products	RFMS
Federated Insurance	Roberts
FlashCove	Roppe Corporation
FLEXCO	Royal Adhesives & Sealants
Fuse Commercial Flooring Alliance	Schönox, HPS North America Inc.
GCP Applied Technologies	Shaw Industries
Gondola Train	Spray-Lock, Inc.
Greater New York Floor Coverers Association, Inc	STAUF USA, LLC
H.B. Fuller Construction Products	Tarkett
INSTALL	Tek Stil Concepts, Inc.
KOSTER American Corporation	TRAXX Corporation
Leister Technologies	UZIN/ A Division of UFLOOR Systems

FCICA Gold Sponsors (as of 11-20-17)

Allied Construction Technologies Inc
Chilewich Sultan LLC
Commercial One
Ecore Commercial Flooring
Laticrete International Inc.
LATICRETE SUPERCAP LLC
Sika Corporation
Sponge Cushion, Inc., A Leggett & Platt Co.
Starnet
Tramex Ltd
Wagner Meters
WE Cork



Name _____
 Spouse/Companion _____
 Spouse Email/Cell # _____
 Company _____
 Address _____
 City/State/Zip _____
 Phone _____
 Cell # _____
 Fax _____
 Email _____

Cancellation Policy:

No refunds after March 1, 2018 will be accepted. A 50% cancellation fee will apply to all registration refunds requested prior to February 28, 2018. All cancellations must be made in writing. No refunds will be made for no-shows. Registration fees are not deductible as charitable contributions. Registration fees may be deductible as ordinary or necessary business expenses. Consult your tax advisor for more information.

Note:

Hotel reservations can be made online through March 2, 2018. Please do not call the hotel. Reserve your room today at <https://aws.passkey.com/e/49394567>

Questions:

Is this your first FCICA convention?
 Yes No

Are you an Installation Manager?
 Yes No

Are you an Additional Company Representative?
 Yes No

Are you a Certified Installation Manager?
 Yes No

Are you a Successor?
 Yes No

Date of Birth
 ___ / ___ / ___

Register with this form or online at:

FCICA
 7439 Millwood Drive
 West Bloomfield,
 Michigan 48322
 Phone: 248-661-5015
 Fax: 248-661-5018
 Web Site: www.fcica.com

REGISTER BY JANUARY 18, 2018 AND SAVE!!!

	Prior to Jan 18, 2018	After Jan. 19, 2018	Amount
Member	\$695	\$795	_____
Additional Company Rep	\$495	\$595	_____
Successor (40 and under)	\$495	\$595	_____
1st Time Successor (40 and under)	\$395	\$495	_____
Certified Installation Manager	\$425	\$525	_____
Spouse/Companion	\$295	\$395	_____
Non-Member	\$875	\$975	_____
One-Day Rate	\$399	\$499	_____
Trade show-only (company rate with 3 attendees)	\$49	\$69	_____

Spouse/Companion Includes: Welcome Reception/Breakfast Buffets/Breaks/Lunches/ Reception & Dinner

Check here if you require any special assistance or have special meal requirements

Optional activities

	Ticket Price	# Attending	Amount
SATURDAY, MARCH 17, 2018			
<input type="checkbox"/> Golf at Fallen Oak	\$219	_____	_____
<input type="checkbox"/> St. Patrick's Day with FCICA	\$62	_____	_____
SUNDAY, MARCH 18, 2018			
<input type="checkbox"/> Explore Biloxi	\$99	_____	_____
MONDAY, MARCH 19, 2018			
<input type="checkbox"/> Lunch with the Chef	\$89	_____	_____
TUESDAY, MARCH 20, 2018			
<input type="checkbox"/> Fantastic Florals	\$45	_____	_____
<input type="checkbox"/> Help support FCICA purchase 50-50 Tickets	(1 for \$50/5 for \$200)	_____	_____
TOTAL AMOUNT DUE			_____

Check American Express Mastercard Visa Discover

Account Number _____

Signature _____

Expiration Date _____ Security Code _____

Name on Card _____



7439 Millwood Drive
West Bloomfield, MI 48322

FCICA CONVENTION 2018



IN IT TO
WIN IT

**Commercial Flooring
Trade Show & Annual
Convention**
March 18-20, 2018
Pre-Convention events on
March 17, 2018
Beau Rivage Resort
& Casino, Biloxi, MS