



Market Sector Forums

ARCHITECTURAL FORUM



International Training Institute's New Soldering Certification Program Safety and Productivity Through Innovative Fall Protection Systems

The forum will include presentations on iTi's *new* (under development) soldering certification program and an overview of innovative fall protection systems that improve both worker safety and productivity.

Michael T. Harris, iTi's Program Administrator, will present the new soldering certification program based on the recently released AWS B2.3 *Specification for Soldering Procedure and Performance Qualification*. A panel of SMACNA architectural contractors will discuss how to promote the benefits of soldering certification to architects and customers.

A consultant from the fall protection systems industry will review technological innovations in fall protection systems—a constant safety concern of every architectural sheet metal contractor.

HVAC CONTRACTORS FORUM



BIM in Practice

Presenter:

Stephen A. Jones, Senior Director, Business Development
McGraw-Hill Corporation

Building Information Modeling (BIM) is transforming the construction industry. In December 2008, McGraw-Hill Construction published *SmartMarket Report on Building Information Modeling (BIM)* which surveyed BIM users about BIM adoption, implementation, value and impact within their firms. The next SmartMarket Report on BIM (target publication date is October 2009) will focus on the business aspects of BIM implementation. In this session, Steve Jones will review the key findings of that new report and focus on the business aspects of BIM in construction including ROI, contract arrangements, and impact on productivity.

RESIDENTIAL CONTRACTORS FORUM



Best Practices to Increase Sales, Margins, and Close Rates

Presenter:

Tom Piscitelli
T.R.U.S.T.® Training and Consulting



The best sales practices of the best HVAC in-home sales professionals are well-known and consistently executed by top performers. Tom will share the specific tools and strategies that will not only deliver the highest job selling prices, but also the highest close rates and gross profit margins. This will be a free-flowing session where all questions will be discussed and answered. Be prepared to find out how to sell over \$1,500,000 per year in the residential add-on/replacement market.

Tom Piscitelli founded T.R.U.S.T.® Training and Consulting and began teaching his acclaimed System Selling in-home sales training seminar series. This highly successful program has helped boost the sales of over 7,000 HVAC contractor sales-professional graduates. He is active in bringing cutting-edge training methods to the HVAC industry.

INDUSTRIAL CONTRACTORS FORUM



This forum will include a presentation on market opportunities in the Power Generation Market, specifically the nuclear market. The presentation will address the expanding opportunities, qualifications and available resources for SMACNA members in these markets. iTi's Advanced Welding Programs and a summary of welding safety and health issues, with an emphasis on preventing overexposure to welding fumes, will be addressed. Discussion items include proper use of respirators, effective engineering controls, and a regulatory update to include hexavalent chromium. The forum will conclude with an open discussion among council members and attendees to address industrial issues such as service/maintenance in industrial plants. Additional discussion items will include updates and changes to the Steel Stack Guide.