

2012 SMACNA Collective Bargaining Orientation

Marriott Dallas/Ft. Worth Airport North

February 22, 2012

[Click here](#) to register electronically.

Tentative Schedule

7:00 a.m. Breakfast
7:30 a.m. Introduction
7:45 a.m. Preparing for Bargaining/ Dos and Don'ts
9:15 a.m. Break
9:30 a.m. Legal Framework for Collective Bargaining
11:30 a.m. NPF and Its Collective Bargaining Implications
12:00 p.m. Lunch
12:45 p.m. How to Prepare For and Deal With an Impasse
1:15 p.m. Appearances Before the NJAB
1:45 p.m. Understanding SMACNA's Employment Market Share Numbers
2:30 p.m. Break
2:40 p.m. Negotiating Specialty Addendums
3:20 p.m. Wrap Session
4:00 p.m. Adjourn

Reserve Your Place Now at the 2012 Collective Bargaining Orientation!

February 22, 2012 • Marriott Dallas/Ft. Worth Airport North • 8440 Freeport Parkway, Irving, TX 75063
Phone: (972) 929-8800 • Fax: (972) 929-6501

Name: _____ Company: _____

Address: _____ City/State/Zip: _____

Phone: _____ Fax: _____

Nickname for Badge: _____

Date of Arrival: _____ Date of Departure: _____

Room Rate: \$ 179.00 *Single/Double plus applicable taxes*

PLEASE PROVIDE A CREDIT CARD NUMBER TO GUARANTEE YOUR ROOM. (No Checks)

____ Visa ____ MasterCard ____ Amex Card # _____

Expiration Date: _____ Signature: _____

Print name as it appears on card: _____

REGISTRATION FEE:

Conference: \$249/person _____ (\$ x number of persons) TOTAL: _____

Check Enclosed _____

Please charge to my (circle one): Visa/MasterCard/Amex Card # _____

Expiration Date: _____

Signature: _____ Print name as it appears on card: _____

PLEASE FAX THIS FORM BY **January 23, 2012** TO: (703) 803-3704
SMACNA MEETINGS & CONVENTION DEPARTMENT
PO Box 221230, Chantilly, VA 20153-1209 • (703) 803-2980 • FAX (703) 803-3704