



**STEEL ERECTORS
40TH ANNUAL
CONVENTION
& TRADE SHOW**
MARCH 8-10, 2012



Kingston Plantation
**Myrtle Beach
South Carolina**

**CONFERENCE
HIGHLIGHTS:
TEAM BUILDING
EXCHANGE IDEAS
COLLABORATION
DRIVE BUSINESS GROWTH**

TEE UP 

Meet and talk to
Steel Erectors,
Steel Fabricators,
Steel Detailers,
Structural
Steel Engineers,
Architects,
Suppliers, Service
& Manufacturers
of the Steel
Erection Industry

**A MEETING WHERE LIKE PEOPLE, OF
LIKE MINDS, LIKE IDEAS, LIKE INTEREST
ARE COMING TOGETHER FOR COMMON
GOOD OF THOSE INDIVIDUALS**

Stay Connected:
Network with the
most forward-thinking
**leaders in
the industry**

THE EXPOSITION
SHOWCASES THE LATEST EQUIPMENT,
PRODUCTS, SERVICES AND TECHNOLOGIES

Annual Awards Ceremony

BEST OF CLASS
PRE-CONSTRUCTION PLANNING

**BRING YOURSELF
UP TO SPEED ON
NEW SYSTEMS**

AND INSTRUMENTATION
Be Inspired By Our Lectures

**COME HEAR
CUTTING-EDGE
PROGRAMS**

and Gain a competitive
advantage by hearing
case study insights

WIN BIDS

MANAGEMENT TOOLS

**CREATIVE
TECHNOLOGIES
THAT WILL STRETCH
YOUR DOLLARS
AND LEVERAGE
YOUR COMPANY
A CUT-ABOVE
ACHIEVEMENT
AWARDS**

SEE ALL THE LATEST
INNOVATIONS MAKING
**OUR INDUSTRY
GREENER, SAFER
AND MORE PRECISE**

Benefits of improving
the presentation skills
of the managers and
superintendents

**Sporting Clays
and Quail Hunt**

MEETING
AT THE
BEACH 

Breathe In Deeply

**The latest equipment, trends
and innovations in
construction
and much more!**

**40TH ANNUAL
2012 SEAA NATIONAL
CONVENTION & TRADESHOW**



MARKING 40 YEARS

OF PASSION, ENDURANCE, LOYALTY, STRENGTH
TO THE STEEL ERECTION INDUSTRY



MYRTLE BEACH
SOUTH CAROLINA

KINGSTON
PLANTATION
RESORT

Dear Convention Attendees

The 2012 SEAA National Convention & Trade Show in Myrtle Beach, South Carolina from **March 8-10, 2012** gives us the opportunity to **celebrate 40 years** as an association.

SEAA was formed back in 1972 by a group of erectors in Greensboro, North Carolina primarily to discuss whether there might be some advantages for competitors to work together.

Eddie Williams of Buckner Steel participated in this initial meeting and was elected as the group's first president and he continues to serve on the board today. The group has grown from a small group of regional erectors to a nationwide organization with a common interest in finding better ways to perform the business of erecting structural steel.

The face-to-face communications we are able to have in Myrtle Beach will bring immediate benefits and help created a more cohesive industry where we can become both friends and competitors. There is something for everyone, topics this year include both a management and field track and include subjects such as contract language, project management, OSHA, welding productivity, training techniques, and the new crane standard.

We hope you will join us at the Kingston Plantation Resort to participate in networking opportunities, sporting activities and where you can meet fellow professionals, owners and supplier in a casual setting.

In these tough economic times we need to continue to educate our workforce to keep them current on issues that impact the bottom line. That starts with the investment of our time and effort to continually improve our people.

You are invited to be a part of our next 40 years. We're thrilled to announce opening of registration for 40th Annual SEAA Convention at www.seaa.net.



THOMAS UNDERHILL

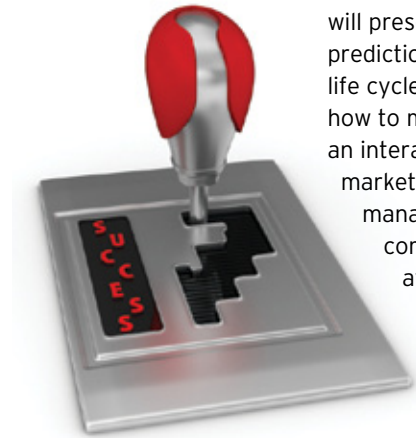
Very truly yours,
Thomas S. Underhill
Steel Erectors Association of America



For more info, visit www.seaa.net

REMEMBER, A CONTRACTOR CAN ONLY CONTROL TWO AREAS ON THE INCOME STATEMENT - OVERHEAD & PROFIT IN THE FIELD

Keynote Speaker: Martha-Ann Marley "Stuck In Neutral"



STUCK IN NEUTRAL is an educational seminar on how to maneuver your company during economic volatility. Martha-Ann will present a thorough economic look back as well as forward predictions for commercial construction. She will discuss various life cycles many construction companies are currently facing and how to maneuver through these phases. Martha-Ann will give an interactive case study on how to size your company to the market. She will concentrate on project/financial/organizational management to ensure successful results during a hyper-competitive environment with a significant decrease in the availability of work. She will discuss best practices within the industry that promote profitable results for construction companies, in spite of economic volatility.



MARTHA-ANN MARLEY



EMBASSY SUITES
HOTELS®



Kingston Plantation



Hotel Kingston Plantation Resort

SEAA Group Rate Expires: **February 10, 2012**

Group: Steel Erectors Association of America (SEAA)

Hotel Reservations: 800-876-0010 (Ask for SEAA Group Rate)

MYRTLE BEACH, SOUTH CAROLINA -The SEAA has secured a block with the Kingston Plantation Resort for the 40th SEAA National Convention & Tradeshow, starting on Wednesday March 7th through Saturday, March 10, 2012. From the SEAA website (www.seaa.net) you will find a direct link to the custom hotel page to book your room. After February 10, 2012, the availability of rooms will be at the prevailing rate. The Kingston Plantation Resort is located at: 9800 Queensway Blvd. - in sunny Myrtle Beach, South Carolina 29572.

EMBASSY SUITES

Oceanfront Suites	\$155
Oceanview Suites	\$155

KINGSTON PLANTATION RESORT VILLAS

1 Bedroom Villa	\$125
2 Bedroom Villa	\$145

ACTIVITIES

Sponsorship Opportunities still available. . .
See page 7 for more information



THU



Golf

Pine Lakes Country Club

Cost: \$150 (all inclusive) Lunch: 11:15am Tee Time: 12:30pm - 6:30pm

"THE GRANDDADDY" - a classic reborn; after an extensive renovation to the course and clubhouse, you will experience the Granddaddy as it was in the spirit of the 1920s Scottish theme. The back nine reflects White's original design and the front nine was renovated to enhance the elegant experience golfers from around the world. Includes; shuttle, golf, cart, practice balls, lunch and prizes.

Pine Lakes Country Club: 5603 Granddaddy Drive • Myrtle Beach, SC 29577 • 843-315-7700
Questions contact: executivedirector@seaa.net

*Round-trip Shuttle Provided by SEAA - Reservations Are Required

Sporting Clay & Quail Hunt

Back Woods Quail Club

Cost: \$250 (all inclusive) AM/PM Event

LOOKING FOR SOMETHING DIFFERENT and exciting to offer employees, clients or co-workers? Why not join us at the 4th Annual SEAA Sporting Clays event for Team building, fun competition, a Back Woods "soft adventure" — it's a great way to get your team out of their "comfort zone." Includes; breakfast, lunch, shuttle, shells and prizes. Gun rental and sponsorships are available.

Back Woods Quail Club: 647 Hemingway Lane • Georgetown, SC 29430 • 843-546-1466
Questions contact: Event Chairman Chip Pocock at: chipp@bucknercompanies.com

*Round-trip Shuttle Provided by SEAA - Reservations Are Required

Shopping Spree

Tanger Outlet & Briarcliff Mall

Time: 9:30am - 3:00pm

TANGER OUTLET is famous for its shopping. In Myrtle Beach just minutes away from the Kingston Plantation just off Highway 17 — you'll find over 100 brand-name stores to shop. We'll gather in the hotel lobby at 9:30 AM and take the first hotel shuttle to the mall — we'll meet for lunch and return to the hotel around 3:00 pm. No pre-registration required.

Questions contact: info@seaa.net

FRI



Management & Technical Tracks

Where: Exhibit Hall Time: 8:15am - 4:30pm

The 2012 SEAA Convention Trade Show Exhibit Hall is your chance to personally interact with the key decision-makers in the structural steel industry. When it comes to steel erection and construction, these key industry players come to find out what's new, who's got it, and how it can work for them. Don't be left out. Join other top suppliers and manufacturers in reaching these key industry leaders. Attendees are seeking to maintain a competitive edge for the future — information they can only get at the SEAA Trade Show.

SEAA Trade Show & Convention

Where: Exhibit Hall Time: 7:00am - 4:00pm

Lunch served in the Exhibit Hall: 11:30AM - 1:30PM

Exhibitor Benefits

- Exposure to more than (500) industry professionals
- Sponsorship opportunities
- Two complimentary registrations per booth
- Exhibitor workshop opportunities
- Listing in The SEAA Connector magazine - the Show issue
- Listing and booth location in final program
- Priority line for next year's show
- Post-Conference list of attendees and mailing addresses

Targeted Audience

- Erectors
- Fabricators
- Detailers
- Engineers
- Architects
- Crane & Rigging
- General Contractors
- and other construction professionals



REGISTER ONLINE
www.seaa.net

To register, visit www.seaa.net to complete your Exhibitor Application for the 40th SEAA Convention & Tradeshow set for March 8, 2012 at the Kingston Plantation Resort in Myrtle Beach, SC.

2011 EXHIBITORS

- American Institute of Steel Construction (AISC)
- AceCad Software, Inc.
- Airgas National Welders
- Amerisafe
- Ashley Sling, Inc.
- Carolina Chain & Cable
- Clearspan Construction Products
- Design Data
- Dillon Supply Company
- ESAB Welding & Cutting Products
- Freedom Tools, LLC
- G.W.Y., Inc.
- General Equipment Supply
- Hanes Supply, Inc.
- Hilti, Inc.
- IMPACT
- Indusco Group
- LeJeune Bolt Company
- Lincoln Electric
- Load Systems International
- NCCER
- North American Crane Bureau, Inc.
- Nucor - Vulcraft Group
- Pike Electric
- Preferred Safety Products, Inc.
- Red-D-Arc Welderentals
- Simpson Strong -Tie
- Smiley Lifting Solutions
- Sperian Protection
- Steelmax Tools
- Steel Erectors Association of America
- Tekla, Inc.
- The Caldwell Group, Inc.
- The Crosby Group, LLC
- The SEAA Connector
- Trystar
- United Rentals

ACTIVITIES



Sponsorship Opportunities still available...
See page 7 for more information

REGISTER ONLINE
www.seaa.net

SAT



Association's News and Accomplishments Project of the Year

Time: 8:00am - 12:00pm

OUR SATURDAY AGENDA is a time to share the Association's News, and Accomplishments with members and potential members. Grown in popularity, is the SEAA Project of the Year competition. From a handful of entries in the first year (2004) to over 23 uniquely, qualified complex projects nominated last year; members clearly enjoy having their projects acknowledged in the SEAA Connector magazine.

Hear presentations from these 2010 winners and see why these projects were selected by the judges as the top-construction projects;

Class I: Pioneer Steel, Inc., Southern UTE Cultural Center & Museum, Ignacio, CO

Class II: CSE, Inc., Dulles Jet Center Deconstruction & Aircraft Recovery, Dulles, VA

Class III: Peterson Beckner Industries, Inc., Texas Children's Maternity Center Bridge, Houston, TX

Keynote Address "Stuck In Neutral"

WHEN MARTHA-ANN TAKES THE PODIUM to deliver the keynote address at the 2012 Steel Erectors Association of America Annual Conference & Exposition in Myrtle Beach, next March, it will mark something of a repeat performance. But having previously presented at SEAA's annual Conference in 2009, the influential speaker, best-known for her experience as a surety specialist promises to deliver a much needed "shot in the arm" to help examine your company's strengths and weakness and concentrate on perfecting areas to sustain profitability, regardless of market conditions.

SEAA MANAGING DIRECTOR, Thomas S. Underhill, says that in addition to being extremely knowledgeable about surety bonds, Ms. Marley possesses a captivating speaking style. I know that her presentation will be insightful, engaging and something that all of our members will find quite interesting," I think that her presenting during our 40th anniversary conference will make the event even more special."



Awards Banquet & Gala Dinner

Cocktails: 5:30pm • Dinner: 6:30pm • Awards: 8:00pm

Dress Code: Business/Smart

THE SEAA CONFERENCE will not be complete without the much anticipated Gala Dinner. The SEAA Awards Ceremony & Gala Dinner will bring top industry figures together for an unforgettable evening where guests enjoy a lavish dinner, dazzling live entertainment and unique networking opportunities. Join us Saturday evening, March 10, 2012 to celebrate our 40th Anniversary with your industry peers and clients and to reward outstanding achievements at the Steel Erectors Association of America national gathering and networking event of the construction industry.

SEAA NATIONAL CONVENTION SPONSOR



The SEAA Convention provides worthwhile educational opportunities and networking opportunities for industry constructors and vendors. By becoming a sponsor, your company can help continue the high level of quality programs and events in addition to gaining valuable exposure to a highly concentrated target market. There are numerous sponsorship levels available at any number of events including the golf and fishing tournaments. Sponsorships are sold on a first come first serve basis.

		<i>Signage Throughout Sponsored Event</i>	<i>Sponsor Ribbon on Designated Company Badges</i>	<i>Sponsor Sign at Exhibit Booth</i>	<i>Logo on Cocktail Napkins at Coffee Break Station</i>	<i>Company Provided Literature Inserted in Welcome Bags</i>	<i>Sponsor Name Listed in Full-Page SEAA Connector Magazine Ad</i>	<i>Sponsor Name Listed on SEAA Website</i>	<i>Sponsor Name Listed on Thank You Signage Exiting Exhibit Hall</i>	<i>Hyper-link to Company Homepage From SEAA Website</i>	<i>Sponsor Name Listed in Conference/Gala Program</i>
\$1,500	Conference Lanyards and Badges	✓	✓	✓			✓	✓	✓		✓
\$4,500	Thursday Night Welcome Hospitality Reception	OPEN ★ Please contact Pamela Pocock at 336.294.8880 for details									
\$1,500	Friday Morning Continental Breakfast (3 available)	✓	✓	✓			✓	✓	✓		✓
\$1,200	Friday Morning Coffee Break	✓	✓	✓			✓	✓	✓		✓
\$2,500	Friday Trade Show Luncheon (3)	✓	✓	✓		✓	✓	✓	✓	✓	✓
\$1,200	Friday Afternoon Coffee Break	✓	✓	✓			✓	✓	✓		✓
\$3,600	Saturday Morning Buffet Breakfast	✓	✓	✓			✓	✓	✓		✓
\$1,200	Saturday Morning Coffee Break	✓	✓	✓			✓	✓	✓		✓
\$1,200	Steel Sponsor		✓	✓			✓	✓	✓		✓
\$1,000	Platinum Sponsor		✓	✓			✓	✓	✓		✓
\$750	Gold Sponsor		✓	✓			✓	✓	✓		✓
\$500	Silver Sponsor		✓	✓			✓	✓	✓		✓
\$250	Bronze Sponsor		✓	✓			✓	✓	✓		✓

CONVENTION AT A GLANCE

BRINGING KNOWLEDGE & EXPERIENCE TOGETHER FOR 40 YEARS

MANAGEMENT TRACKS IN **RED**

FIELD TRACKS IN **BLUE**

WED



TIME	SCHEDULED EVENTS
2:00PM - 4:00PM	SEAA REGISTRATION DESK HOURS
4:00PM - 6:00PM	QUARTERLY MEETING: BOARD OF DIRECTORS

THU



TIME	SCHEDULED EVENTS
8:00AM - 5:00PM	SEAA REGISTRATION DESK HOURS
12:00AM - 6:00PM	EXHIBITOR MOVE-IN
7:30AM - 4:00PM	SPORTING CLAYS/QUAIL HUNT Shuttle Provided Backwoods Quail Club 843.546.1466 647 Hemingway Lane Georgetown, SC 29430
12:30PM - 6:30PM	SEAA CONVENTION GOLF OUTING Shuttle Provided Pine Lakes Country Club 843.315.7700 5603 Granddaddy Drive Myrtle Beach, SC 29577
9:30AM - 3:00PM	SHOPPING SPREE Hotel Shuttle Tanger Outlet Briarcliffe Mall
7:00PM - 8:00PM	WELCOME RECEPTION
8:00PM - 11:30PM	MEMBERS NETWORKING SOCIAL

FRI



TIME	SCHEDULED EVENTS
7:30AM - 4:00PM	TRADESHOW Crane Rodeo Hands-on Demonstrations
7:30AM - 8:00AM	CONTINENTAL BREAKFAST IN EXHIBIT HALL
8:00AM - 5:00PM	SEAA REGISTRATION DESK HOURS
8:00AM - 8:15AM	OPENING COMMENTS BY CHARLIE JOHNSON
8:15AM - 8:45AM	SPECIAL SESSION - REGISTER TO WIN AN IPAD!!!
8:45AM - 9:45AM	OSHA IS ALIVE AND WELL AFTER 42 YEARS Frank L. Kollman, Kollman & Saucier, PA
8:45AM - 9:45AM	TRAINING THE GOOGLE GENERATION Bryan McClure, Training Manager, LPR Construction Company
9:45AM - 10:15AM	MORNING BREAK
10:20AM - 11:30AM	DICTION OR COLLABORATION: EFFECTIVE STRATEGY AT THE START OF A PROJECT Gregg Schoppman, FMI

CONVENTION AT A GLANCE

MANAGEMENT TRACKS IN **RED**

FIELD TRACKS IN **BLUE**

BRINGING KNOWLEDGE & EXPERIENCE TOGETHER FOR 40 YEARS

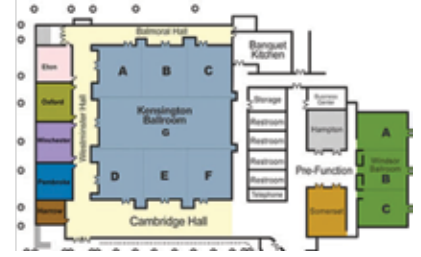


TIME	SCHEDULED EVENTS
10:20AM - 11:30AM	NEW WELDING REQUIREMENTS FOR STEEL ERECTORS Duane Miller, P.E., Lincoln Electric
11:30AM - 1:30PM	TRADESHOW LUNCHEON
1:35PM - 2:55PM	THE POT OF GOLD: HOW TO GET PAID FOR CHANGE ORDERS AND RETENTION Terry L. Salazar, Quilling, Selander, Lownds, Winslett & Moser, P.C.
1:35PM - 2:55PM	HORIZONTAL LIFELINE ENGINEERING (HLL) Mark A. Miller, P.E. RNF Consultants, Inc.
3:00PM - 3:15PM	AFTERNOON BREAK
3:20PM - 4:30PM	PICS OR IT DIDN'T HAPPEN: USING PHOTOS TO DOCUMENT PROJECTS Gregory L. Shelton, Horack Talley Pharr Lowndes
3:20PM - 4:30PM	SUBPART CC: HOW DOES IT AFFECT ERECTORS? Chip Pocock, Buckner Companies & Steve Miller, Miller Safety Consulting, Inc.
4:00PM - 8:00PM	EXHIBITOR MOVE-OUT
	ADJOURNMENT
7:00PM - 11:00PM	SEAA NETWORKING HOSPITALITY



TIME	SCHEDULED EVENTS
8:00AM - 12:00PM	SEAA REGISTRATION DESK HOURS
8:30AM - 9:30AM	PROJECT OF THE YEAR (Presentations by 2010 winners: Peterson Beckner Industries, CSE, Inc., Pioneer Steel)
9:30AM - 9:45AM	BREAK
9:45AM - 10:15AM	CHARLIE JOHNSON, SEAA PRESIDENT'S ADDRESS
10:15AM - 11:30PM	STUCK IN NEUTRAL, KEYNOTE ADDRESS Martha-Ann Marley, Gardner Associates, Inc.
11:30AM - 12:00PM	INDUSTRY HOT TOPIC
12:00PM	ADJOURNMENT
12:00PM	MOVE-OUT SEAA REGISTRATION DESK
5:30PM - 6:30PM	PRE-GALA COCKTAIL RECEPTION
6:30PM - 12:00AM	40TH ANNIVERSARY GALA & AWARDS CEREMONY

SPEAKERS & PRESENTATIONS



MANAGEMENT TRACKS

OSHA IS ALIVE AND WELL AFTER 42 YEARS

Richard Nixon signed OSHA into existence in 1970. Forty-two years later, it is a significant factor in bidding, estimating, and completing steel erection jobs. Under President Obama's Secretary of Labor, Hilda Solis, OSHA has taken on new life, and the influence of organized labor on OSHA regulations and interpretations has never been greater. Online access to safety and health histories has affected the ability of steel erectors to get jobs from general contractors and fabricators, and OSHA reporting requirements can affect insurance premiums. Yes, OSHA is alive and well. Frank Kollman, who has practiced OSHA law for 35 of those 42 years, believes that employers can do more to prevent OSHA from affecting their businesses. In this workshop, he will report on recent OSHA activity and trends in enforcement, as well as give tips on how to minimize the effect OSHA can have on your business. Frank, who has addressed SEAA many times on this and other labor issues, promises to cover new ground and innovative ways to deal with OSHA's new, more anti-business approach to safety regulation. Preparation now rather than defense later will pay off in many ways, economically and emotionally.

Frank L. Kollman

Kollman & Saucier, PA • Timonium, MD, 21093
(410) 727-4300 • fkollman@kollmanlaw.com • www.kollman-saucier.com

"PICS OR IT DIDN'T HAPPEN" USING PHOTOGRAPHS TO DOCUMENT THE PROJECT

Photographs provide the finder of fact (whether judge, jury, or arbitrator) with a wealth of information about a construction dispute. The owner may criticize a contractor for not performing work on a clear sunny day, but if the contractor presents photographs of the site covered in several feet of snow from a storm the day before; the contractor's lack of action may be more understandable. So many things can be documented by a camera: manpower, equipment, access to the work, condition of the site, condition of work before its turned over to another contractor, interference, survey work (layout, elevations, etc.), defective work, weather; the list goes on. When giving lectures on the topic, I make it a point to have the audience think of themselves as historians. You are recording the history so that someone else doesn't do it for you. To make your historical record more credible, adopt some simple procedures to make your photos count.

Gregory L. Shelton, Special Counsel

Horack Talley Pharr Lowndes, PA • Charlotte, NC, 28202
(704) 377-2500 • gshelton@horacktalley.com

MANAGEMENT TRACKS

"DICTATION OR COLLABORATION" DEVELOPING AN EFFECTIVE STRATEGY AT THE START OF A CONSTRUCTION

The beginning of most construction project is a time of hope and exuberance. New plans, new relationships, new margin enhancing opportunities. Unfortunately hope gives way to despair all too often due to poor planning and effective collaboration. More often than not, projects begin with little to no formalized planning and disorganized communication across the construction team leading to missed deadlines, eroding margins and disappointed customers. Effective preconstruction collaboration involves more than a simple "dump" or "hand-off" of documents and budgets. In essence, collaborative preconstruction planning is strategic planning on a project level. Best of class contractors have developed proactive tools and processes to improve communications internally and externally, develop tactics to improve the budget; schedule; safety, leverage technology and ultimately create a better finished product. In this session, you will learn the following:

- The role of preconstruction planning and the "myths" surrounding so-called "hand-offs and dumps"
- Understand the right steps in the process to enhance margin and create a ensure the team on the front line is bought in
- Examine the role of trade partners and suppliers and how they can employ similar tactics whether as part of a construction team or simply to improve their own profitability

Gregg Schoppman

FMI Corporation • Tampa, FL, 33606
(813) 636-1364 • gschoppman@fminet.com • www.fminet.com

"THE POT OF GOLD" - HOW TO GET PAID FOR CHANGE ORDERS AND RETENTION

The project has been substantially complete for a couple of months; yet you still have outstanding changes that haven't been billed and release of retention is not even being considered. What can you do to speed up the process of finalizing and billing change orders and getting your retention released? This presentation will examine the typical problems encountered in resolving outstanding changes on projects and collecting retention. We will discuss the contractual provisions that govern this process and identify the tools and practical solutions available for your use to increase the likelihood of timely resolution and payment for changes and release of retention.

Terry Salazar, Attorney At Law

Quilling, Selander, Cummiskey, Lownds • Dallas, TX, 75201
(214) 880-1857 • tsalazar@qsclpc.com • www.qsclpc.com

SPEAKERS & PRESENTATIONS

FIELD TRACKS

NEW WELDING REQUIREMENTS FOR STEEL ERECTORS

In 2010, AISC and AWS issued new codes and specifications that contained a variety of welding-related requirements that will impact steel erection. This session will address changes and new provisions in AWS D1.1:2010 and AISC 360-10. Considerable focus will be placed on Chapter N of AISC 360-10 which deals with Quality Control and Quality Assurance. Compliance with these new requirements will necessitate changes in how some steel erectors go about their business. In addition to the code changes, the welding requirements for seismic projects as contained in AISC 341-10, AISC 358-09a, and AWS D1.9:2009 will be reviewed.

Duane K. Miller, P.E.

Lincoln Electric • Cleveland, OH, 44117-1199
(216) 383-2196 • duane_miller@lincolnelectric.com • www.lincolnelectric.com

HORIZONTAL LIFELINE ENGINEERING

In this session we will cover, History, OSHA Standards, Engineering Calculations, Proper Installation and Hardware.

Mark Miller, P.E.

RNF Consultants, Inc. • Golden, CO, 80401
(303) 986-1546 • mam@rnfconsultants.com • www.rnfconsultants.com

SUBPART CC - THE NEW OSHA CRANE STANDARD - HOW DOES IT AFFECT ERECTORS?

OSHA's Crane and Derrick standard, Subpart CC went into effect in 2010. It governs the use of cranes & derricks on construction sites and has been the subject of much discussion and broad interpretation by Contactors nationwide. How does this standard effect the daily crane operations of your company and what do you need to know to comply? This presentation will be presented from a Steel Erectors perspective to let you know what's new and how OSHA is interpreting the standard, and what you and your company need to do in order to be compliant with Subpart CC. We'll cover everything from Assembly/Disassembly, Overhead power lines, Operator Certification, Inspections, Signal person and rigger qualifications, training requirements and more. Attend this seminar to help you understand the "Who, What, Where & How" of this new regulation 29 CFR 1926.1400.

Chip Pocock, Safety & Risk Manager

Buckner Companies • Graham, NC, 27253
(336) 376-8888 • chipp@bucknercompanies.com • www.bucknercompanies.com

FIELD TRACKS

TRAINING THE GOOGLE GENERATION

Here's your opportunity to take the founding principles of what made L.P.R. Construction Co the 2010 AGC National Craft Training Program of the year and incorporate them in your own training sessions. On October 24, 2011 Peter Cappelli wrote an article for the Wall Street Journal titled "Why Companies Aren't Getting the Employees They Need." Even though the United States is still recovering from the greatest economic downturn since the Great Depression, the U.S. still ranks third behind only Japan and India in a poll of employers reporting difficulty filling positions. The same article ranked skilled trades as the most difficult job in the United States for employers to fill. Complicating an already tenuous situation, for the first time in modern history the U.S. work force will have four and soon to be five generations working alongside one another. Training has been and still is the direct link between attracting new employees and retraining existing employees. In this session you will learn the following:

- Effective craft / safety training techniques to reach multi-generational adult learners
- How to incorporate active learning in the classroom
- How to train productive, safe performers using deliberate practice teaching methods
- The incorporation of "edutainment" in the modern classroom and how to use it to spice up your training sessions

Bryan McClure, Training Manager

LPR Construction Company • Loveland, CO, 80537
(800) 577-1844 • bmccclure@lprconstruction.com • www.lprconst.com

SATURDAY

GENERAL SESSION INDUSTRY HOT TOPIC

KEYNOTE ADDRESS: "STUCK IN NEUTRAL"

Stuck in Neutral is an educational seminar on how to maneuver your company during economic volatility. Martha-Ann will present a thorough economic look back as well as forward predictions for commercial construction. She will discuss various life cycles many construction companies are currently facing and how to maneuver through these phases. Martha-Ann will give an interactive case study on how to size your company to the market. She will concentrate on project/financial/organizational management to ensure successful results during a hyper-competitive environment with a significant decrease in the availability of work. She will discuss best practices within the industry that promote profitable results for construction companies, in spite of economic volatility.

Martha-Ann Marley

Gardner Associates, Inc. • Huntersville, NC, 28117
(704) 258-7178 • mamarley@gardner-ins.com • www.gardner-insurance.com



INFO

Airport Options

- Myrtle Beach Airport, SC (MYR)
- Florence Regional Airport, SC (FLO)
- Wilmington, NC (ILM)
- Raleigh-Durham International, NC (RDU)
- Savannah/Hilton Head Airport, GA (SAV)

Transportation

No Shuttle services are provided by the Kingston Plantation Resort, however, (MYR) is serviced by these major rental car agencies:

- Ace • Alamo • Avis • Budget
- Hertz • Sears • Thrifty

Accommodations

For your convenience, SEEA has reserved a block of rooms at the Kingston Plantation Resort.

- SEEA Group Name: "SAA"
- Hotel Suite: \$155
- Villas/Lodges: \$135-\$145
- KP's toll free number: 800.876.0010
- Group rate expiration date: **February 10, 2012**
- Completed forms should be faxed to 843-497-1017

Dress Code

Business casual attire is recommended for all workshops, breakout sessions. Gala Conference Dinner: Business/Smart

Weather

Myrtle Beach has a mild climate and average highs in the mid-sixties during the month of March. However the evenings and ocean air can be cool, so be prepared.

Payment Policies

Payment is due at time of registration. The attached registration and activity sheets detail costs and payment options available to attendees. All cancellation requests must be made in writing and faxed or mailed to the SEEA office. No refunds will be issued after 1/31/12. There is no fee for attendee name substitution.



2012 PROJECT OF THE YEAR

The SEEA Project of the Year is open from January 1, 2012 through December 31, 2012



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