



# Spring Training

**ACPA 2012 Pipe School**  
February 28 - March 2, 2012 Orlando, Florida

## Benefits

- In-depth interactive program on benefits of Continuous Improvement
- Gain knowledge from industry experts
- Interact with small group sessions
- Select from a variety of courses in 5 different tracks
- Receive continuing education units (CEU's)
- Receive QCast accreditation by attending the Quality track
- Network with peers and industry professionals
- Experience new products available to the industry at the Precast Show
- Free Admission to the Precast Show, March 1-3

## Some Highlights of the School

- Keynote Session: "Continuous Improvement: Everybody, Everyday"
- Learn from your customer (DOTs) about their needs on quality, durability, cost, and installation issues as well as producer-DOT relations, communications, and more during the DOT Panel Discussion.
- Learn Time Management, Critical Thinking, and Continuous Process Improvement offered by Manufactured Extension Partnership (MEP).
- Plant Tour with Post Installation Inspection Demonstration
- Opportunity to attend and participate in Manufacturing and Quality and Marketing Committee meetings.
- Machinery Clinics
- Beer and Pretzel Batting Practice - Round Tables
- Team Building Reception at World Bowling Center

## Plant Tours

The Plant Tours, held Wednesday, Feb. 29, will travel to Rinker Materials-Concrete Pipe Division CEMEX and Hanson Pipe and Precast. For the Engineer's and Marketing attendees, the highlight of this year's school will be a half-day dedicated to a Demonstration on the Evaluation of Cracks in Concrete Pipe. Learn how to avoid "strike-outs" over cracks in concrete pipe by attending our RCP cracking evaluation and post installation demonstration. We will discuss proper measurement and reasonable evaluation techniques for cracks in RCP. Being able to properly share knowledge about the structural nature of cracks and how to differentiate cracks that require no repair from cracks that may require sealing or structural repair will greatly benefit you and your company in areas where stringent post installation inspections are being utilized.



Tours depart the hotel at 7:00 AM.

**Hanson Pipe & Precast  
Winter Haven, FL**

**Rinker Materials Concrete Pipe Division  
CEMEX  
Apopka, FL**



# Registration and Costs

A registration form is attached. Registration and complete agenda are also online at [www.concrete-pipe.org](http://www.concrete-pipe.org) under Education. Space is limited; early registration closes February 4, 2012. The registration fee includes training courses, course materials, receptions, lunch, refreshment breaks, plant tour and free admission to the Precast Show. If you wish to attend the Wednesday plant tour ONLY, the fee is \$325.00. Each attendee is responsible for his/her own hotel and travel accommodations.

	<u>by 2/4/2012</u>	<u>after 2/4/2012</u>
Members	\$625	\$725
Non-Member	\$1,075	\$1,175
Wednesday Plant Tour Only	\$325	\$425
Speaker Fee	\$325	\$325
Sponsored Guest*	\$125/day or \$325 entire school	\$150/day or \$425 entire school

\* Guest registration is restricted to non-pipe producing companies and must be sponsored and authorized by an ACPA member company and obtain member company authorization to attend. Otherwise non-member fees apply.

# Hotel Information

ACPA has offered a rate of \$179.00 at the Hilton Orlando Lake Buena Vista. To make your hotel reservations, contact the hotel and reference The American Concrete Pipe Association. Room reservations must be made before February 4, 2012 or sooner, once the room block is full. All reservations made after the deadline will be accepted on a space and rate available basis.

## **Hilton Orlando Lake Buena Vista**

1751 Hotel Plaza Boulevard, Lake Buena Vista, Florida 32830

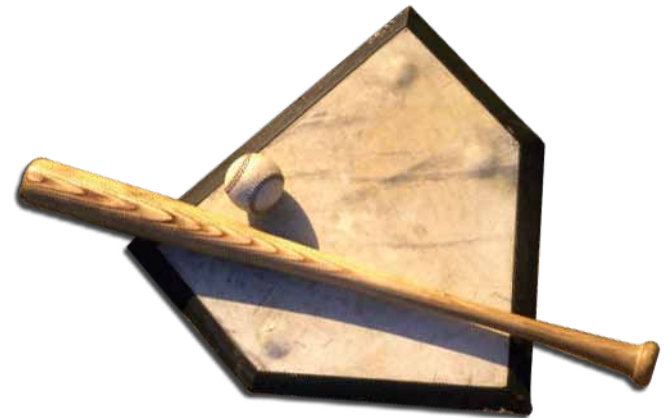
407-827-4000

Group Rate: \$179.00

Cut-off date: February 4, 2012

# More Info

Visit our website at [www.concrete-pipe.org](http://www.concrete-pipe.org).



# Pipe School Schedule

**TUESDAY, FEB. 28**

	Quality School*	Production	Machine Clinics	Marketing	Technical
7:00 AM - 4:00 PM	Registration				
8:00 AM - 8:30 AM	Chairman's Welcome				
8:30 AM - 9:15 AM	Keynote Speaker - Vince Bussio - Continuous Improvement: Everybody, Everyday				
9:15 AM - 9:35 AM	Break				
9:35 AM - 11:05 AM	Introductions & Cementitious Materials (Gary Knight)	Continuous Improvement : Everybody, Everyday (MEP)		Sales Model - Have a Plan (P <sup>3</sup> ) (Oliver Delery)	Joint Design (Eric Carleton)
11:10 AM - 12:10 PM	Aggregates (Vartan Babakhanian)			Developing a Sales Identity (P <sup>3</sup> ) (Peg Meyer)	ACPA Research Past, Present and Future (Kim Spahn)
12:10 PM - 1:10 PM	Awards Lunch				
1:15 PM - 2:45 PM	Reinforcement (Mel Marshall)	Continuous Improvement : Everybody, Everyday (Cont.) (MEP)		Building a Persuasive Presentation (P <sup>3</sup> ) (Randy Wahlen)	Load Rating Pipe and Box Culvert (Josh Beakley)
2:45 PM - 3:05 PM	Break				
3:05 PM - 4:05 PM	Admixtures (Ed Mansky)	Pinch Points: Protecting Your Hands (Doug Sommers)	Mixers, Batch Plants & Controls (Columbia/Skako)	Sales & Marketing - The Difference (P <sup>3</sup> ) (Grant Lee)	Jacking Pipe Design (Al Tenbusch)
4:10 PM - 5:30 PM	Concrete Technology/ Concrete 101 (Gary Knight)	Fall Protection (Vince Healey)	Hawkeye	RCP Evaluation Matrix (Hank Gottschalk)	Updates in North American Standards for Competitive Products (Nathalie Lasnier & Josh Beakley)
6:00 PM - 9:00 PM	Reception - World Bowling Center				

# WEDNESDAY, FEB. 29

	Quality School*	Production	Machine Clinics	Marketing	Technical
7:00 AM - 4:00 PM	Registration				
7:00 AM - 12:45 PM	Plant Tours Hanson Pipe & Precast and Rinker Materials Concrete Pipe Division CEMEX			Evaluating Cracking of RCP (Installation and Inspection Requirements - P <sup>3</sup> ) (Don McNutt/Al Hogan)	
				- Demonstration of Post Installation Inspection RCP and HDPE - Hydrostatic Test Demonstration (Doug Holdener & Al Hogan)	
	Plant Tour				
1:00 PM - 2:15 PM	Self Consolidating Concrete (Ed Mansky)	Joints /Gaskets (Hamilton Kent)	Reinforcing (Jim Wright)	A Sales Model – Prospecting (Mike Kusch)	H <sub>2</sub> S Design Issues and Remedies (Jim Joyce)
2:15 PM - 2:35 PM	Break				
2:35 PM - 3:35 PM	Mix Design (John Kallemeyn)	Safety Made Simple - The Cretex Way (Randy Reisberg)	Vibrators (Tom Umek)	Rule Makers – Why, What, and How (Rick Traylor)	PipePac / 3EB (Tyson Hicks)
3:40 PM - 4:40 PM	Concrete Production - Mixing, Batching, and Transport (Chuck Curry)	Prioritizing and Delegating (Al Iagnemma)	BESSER	Developing a Toolkit for Rule Makers (Al Hogan)	Box Culvert Installation (Walt Catlett)
4:45 PM - 6:30 PM	Beer and Pretzel Batting Practice (Round Tables) - <b>1.</b> Continuous Improvement, <b>2.</b> Let's Talk Pipe <b>3.</b> The Customer is Always Right, <b>4.</b> Owner's Expectations, <b>5.</b> Fiber Reinforced Concrete Pipe, <b>6.</b> Pipe Appearance				

# THURSDAY, MAR. 1

	Quality School*	Production	Machine Clinics	Marketing	Technical
8:00 AM - 9:00 AM	Consolidation (Ryan Kistler)	Form Maintenance (Andre Geurts)	MBK	Talking Points About RCP & Competitive Products (Don McNutt)	UTA Evaluation of HDPE (Dr. Abolmaali)

9:00 AM - 9:20 AM	Break				
9:20 AM - 10:55 AM	Curing (Mel Marshall)	Advanced Mix Design Workshop (Gary Knight)	Let's Talk Production (Tom Umek)	How Technical Knowledge Can Make You a Better Sales Rep (Pat Dry)	Engineered Installations / HDPE & PVC Pipe Design (Paul Imm)
11:00 AM - 12:00 PM	Pre / Post Pour Inspection (Ryan Kistler)	Pipe Appearance Solutions (John Witte)	Pedershaab	Life Design (Oliver Delery)	East TX Fish Hatchery (Doug Holdener)
12:00 PM - 1:00 PM	Safety Awards Lunch & Chairman's Safety Award PPT				
1:10 PM - 2:10 PM	Testing (Paul Krauss)	Taylor Fork Lift	Curing (Johnson Gas)	Turning Objections Into Opportunity (Returning the Painful Phone Call) (Jeff Peck)	Critical Issues Facing the Industry (Florida DOT)
2:15 PM - 3:30 PM	DOT Panel Discussion (FLDOT, MODOT, NVDOT, NCDOT)				
3:30 PM - 8:00 PM	Trade Show Opening and Reception				
<b>FRIDAY, MAR. 2</b>					
	Quality School*	Production	Machine Clinics	Marketing	Technical
8:00 AM -9:00 AM	Repairs and Finishing (Chuck Curry)	So Many Jobs, So Little Time (Rolf Dahl)	M/Q Committee Meeting - <b>All Are Welcome</b>	Marketing Committee Meeting - <b>Join Us!</b>	
9:05 AM - 10:35 AM	Qcast Certification (Paul Krauss)	What Happens Monday Morning? Workshop (Tom Umek)			
10:45 AM	Quality Test				
12:00 PM - 6:00 PM	Trade Show				
*If you plan to become a Quality accredited personnel, all courses in the Quality School track MUST be attended and test passed.					
<b>SATURDAY, MAR. 3</b>					
11:00 PM - 3:00 PM	Trade Show				

**For course descriptions, please go to [www.concrete-pipe.org](http://www.concrete-pipe.org) and click under the education tab.**



# Registration Form

FEBRUARY 28 - MARCH 3 | ORLANDO, FL



- Register online or download a blank registration form at: [www.concrete-pipe.org](http://www.concrete-pipe.org) or
- Fax completed registration form with payment information to: 972-506-7682 or
- Mail to: **ACPA Pipe School 2011 - 8445 Freeport Pkwy., Ste. 350 Irving, TX 75063-2595**

Name: \_\_\_\_\_  
 Badge Name: (If different from above) \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
 E-mail: \_\_\_\_\_

## PAYMENT PROCESSING

Payment Enclosed \_\_\_ MasterCard/Visa \_\_\_ American Express  
 TOTAL AMOUNT \$ \_\_\_\_\_  
 Name (as appears on card) \_\_\_\_\_  
 Card Number: \_\_\_\_\_ Expires: \_\_\_\_\_  
 Security Code: \_\_\_\_\_ Signature: \_\_\_\_\_  
 Send receipt to: \_\_\_ Same as above \_\_\_ Other:  
 Name: \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_

## REGISTRATION INFORMATION

EARN OVER 25 PDHS | CEUS!

	by 2/4/2012	after 2/4/2012	Number	Amount
Members	\$625	\$725	_____	\$ _____
Non-Member	\$1,075	\$1,175	_____	\$ _____
Wednesday Plant Tour Only	\$325	\$425	_____	\$ _____
Speaker Fee	\$325	\$325	_____	\$ _____
Sponsored Guest*	\$125/day or \$325 entire school	\$150/day or \$425 entire school	_____	\$ _____
Days attending: ___ Tues, ___ Wed, ___ Thur, ___ Fri			_____	\$ _____
			TOTALS:	\$ _____

\*Guest registration is restricted to non-pipe producing companies and must be sponsored and authorized by an ACPA member company and obtain member company authorization to attend. Otherwise non-member fees apply.

**For Guests:** \_\_\_\_\_  
 Sponsoring ACPA Member Company: \_\_\_\_\_  
 Contact Name: \_\_\_\_\_ Phone: \_\_\_\_\_

## AIR TRANSPORTATION DISCOUNT

American Airlines authorization number is 9322AZ. Fares will be discounted 5% when you book online at [www.aa.com](http://www.aa.com) or call 800-433-1790.

## RENTAL CARS

Interested parties should call AVIS at 800-222-2847 and use the AVIS World-wide Discount (AWD) number D005028 for the best car rental rates.

## SPECIAL SERVICES

Please check here if you require special accommodations to fully participate. Please describe:

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

## CHECK ACPA MEMBERSHIP

Production  Sales/Marketing  Technical  Non-Member/Guest

## ARE YOU A FIRST TIME ATTENDEE?

(Please check one)  Yes  No

## WILL YOU BE ATTENDING THE RECEPTION?

(Please check one)  Yes  No

## WILL YOU BE ATTENDING THE ENTIRE QUALITY TRACK TO BECOME ACCREDITED FOR YOUR PLANT?

(Please check one)  Yes  No

## SIGN UP FOR THE ADVANCED MIX DESIGN WORKSHOP.

Bring a calculator and mixes to solve. (Space is limited.) (Please check one)  Yes  No



American **Concrete Pipe** Association

[www.concrete-pipe.org](http://www.concrete-pipe.org)

