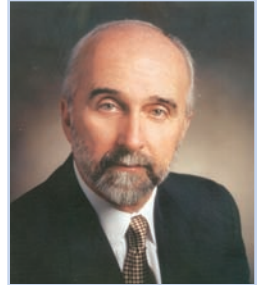


How to Build BIGGER Profits in Your Business

Henry Goudreau

You'll be taken through the ins and outs of developing your money-making markup and be shown not one, but three ways to properly calculate how much profit your business needs. You'll also be shown how to control costs and understand their numbers. Contractors who follow Henry Goudreau's proven business models are making more than 15 percent in net profits after paying themselves a handsome salary!



Henry Goudreau was born and raised in the construction business. His father was a successful contractor with an education in accounting. Goudreau spent his early years watching over his father's shoulders learning by observing.

Goudreau's education is in civil engineering and business. He has worked as a project manager/project engineer for contractors on every conceivable type of construction from residential homes to nuclear power plants, nationally and internationally, before starting his own business.

He is the author of several self-study manuals for contractors, the book *How to Market & Sell Your Construction Services Like Magic* and writes for more than 12 construction trade magazines and newsletters each month.

For the last 10 years he has been presenting his forward-thinking methods and techniques on managing successful construction companies and has helped numerous contractors achieve enormous successes with their companies through his exclusive "Golden Hardhat Program."



Labor Productivity Impacts in the Wall and Ceiling Trades, and the Importance of a Comprehensive Bid Proposal

Gerald H. Williams Jr., Ph.D., P.E.
Construction Research, Inc.



This session will address the need to develop a strategic bidding practice for subcontractors and discuss some common bid clarifications and exclusions, as well as how those contract modifications flow from the bidding strategy that the company adopts. Finally, Gerald H. Williams will discuss the findings of the recently published *Impacts to Labor Productivity in Steel Framing and the Installation and Finishing of Gypsum Wallboard* for the Northwest Wall & Ceiling Bureau and the Northern California Drywall Contractors Association.

Gerald H. Williams has compiled nearly 30 years of experience in the building and construction industry in Oregon. His experience includes engineering design and construction engineering and management along with work in government and academic fields. He owns and operates Construction Research, Inc., a consulting firm focused on research level analysis of construction disputes involving estimating and bidding, scheduling, production and delay impact analysis, task sequencing and construction management. Williams has been a registered professional civil engineer since 1985, he has taught project management, construction law, construction management and construction claims in the civil engineering department at Portland State University. He is the principal author of the Northwest Wall & Ceiling Bureau's Labor Productivity Impact Study, and has lectured on labor productivity, project management and claims in the metal stud framing, drywall and finishing trades, at numerous conferences in the Western United States and Canada.

Developing Future Talent: Hiring, Developing and Keeping “High Potentials”

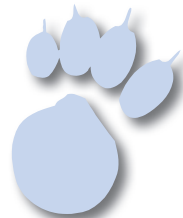
Ron Magnus, FMI

Everyone has heard about the impact of the War for Talent on the construction industry and is searching for the right people to build for future growth. Ron Magnus will tell you how to find, hire, motivate and keep the star talent to help you achieve your profitable growth objectives.

Ron Magnus is managing director of FMI Consulting, management consultants to the construction industry. He specializes in coaching executives and their teams to develop leadership skills through a hands-on mentoring environment.

Prior to joining FMI, Magnus flew fighter aircraft for 12 years for the U.S. Air Force; his distinctions include winning the Top Gun award. He also has 14 years of experience in a wide range of leadership development. He spent more than five years at West Point providing leadership development instruction to cadets and officers at the U.S. Military Academy.

Since joining FMI, Magnus has created the Leadership Institute, which is the premier Leadership Development Program focused on improving the quality of individual and corporate leadership for the construction industry.



INTEX Expo 2010 would like to extend a special thank you to the following sponsors:

(as of 9/30/09)



Family Business: Transitioning From One Generation to the Next

Adam Navratil, J&B Acoustical, Inc., Moderator

Richard Huntley, Wekando Construction, Inc.

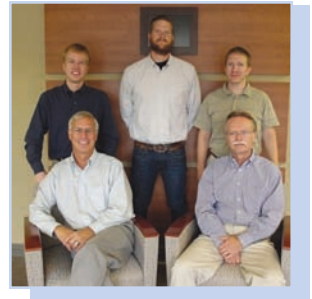
Lee R. Zaretsky, Ronsco, Inc.

Industry leaders discuss the pros and cons of transitioning their businesses from one generation to the next. Hear about their successes and their “war stories” during this exciting panel discussion.

Richard Huntley is president of Wekando Construction in San Juan, Puerto Rico. Huntley started his apprenticeship working in the office and as a mechanic during the summers of his school years. Huntley is a fourth generation contractor, from Homer P. Huntley to Josiah Dale Huntley to Harold Renny Huntley and now Richard Huntley. The Huntley’s companies grew and expanded from being just a plastering company to a specialized company in spray-on fireproofing, exterior metal framing, EIFS, metal lath plaster and specialty wall and finish systems, in which Huntley has been involved as a project manager and supervisor. Huntley is one of the few in Puerto Rico certified as an EIFS Industry Professional by AWCI. Huntley attends educational seminars throughout the year in order to increase his knowledge of the industry and participates on AWCI technical committees.

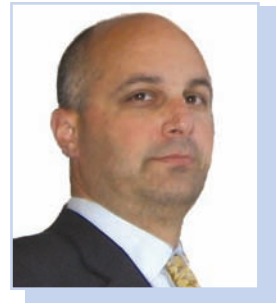


Adam Navratil is vice president of operations for J&B Acoustical Inc., working in the sales and project management side of the business. He has more than 10 years of experience in the construction industry in carpentry, design and management. Navratil is currently on the AWCI Education Committee and participates in developing the AWCI Gypsum—Doing It Right program.



Founded in 1957, J&B Acoustical inc., is a full services interior and exterior specialty finishes contractor. The company was founded by Donald J. Chambers in 1957 as an acoustical ceiling installation business. J&B, which is currently run by Michael L. Chambers and Kenneth P. Navratil, has grown to include metal framing, drywall, EIFS, insulation, doors/frames/hardware, glass and glazing and flooring. The company has its third generation of family members working in various management positions. Jonathan M. Chambers, Adam C. Navratil and Joel D. Chambers have been working at the company between 10 and 13 years. This family business is in the beginning of its transition process from second to third generation management/ownership.

Lee R. Zaretsky is the president of Ronsco, Inc., a 50-year-old, New York City-based third generation-family-owned drywall and acoustical specialty subcontractor. Ronsco was awarded AWCI's Excellence in Construction Safety Award in 2006, 2008 and 2009. Zaretsky sits on the AWCI board of directors as well as the board of the Association of Wall-Ceiling & Carpentry Industries of New York, where he chairs the Safety & Sustainability Committee. In addition, Zaretsky is co-chairman of AWCI's Safety & Insurance Committee, an instructor for AWCI's Ceilings—Doing It Right program, a member of the U.S. Green Building Council and Urban Green and collaborates on local curriculum.



How to Jumpstart Your Business— Tips for Maximizing Your Business

Henry Goudreau

Another powerful business-building session with Henry Goudreau. He will show you the most powerful tips straight from his book, *101 Powerful Tips to Jumpstarting Your Construction Business*. Recognized by *Commercial Magazine* as the #1 Leading Expert in Business Development for Contractors, you couldn't ask for a better expert to help you survive and thrive in this dismal economy!

See speaker photo and bio on page 4.

Clashes in BIM

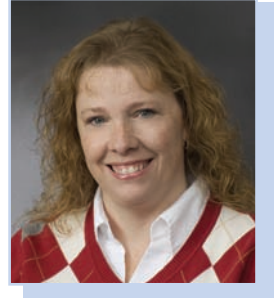
Join us for a panel discussion and demonstration of the BIM I-Room. The panel will be composed of a mechanical contractor, electrical contractor, general contractor and our very own BIM guru, John Rapaport from Component Assembly Systems as the drywall contractor. This group will participate in a clash resolution session using an actual project. Big screen displays will take you through the steps used in identifying and resolving clashes found on the project. This is a not-to-be-missed session and the next step in demystifying BIM.



Hassle Free LEED® Certification for Subcontractors— Save Time, Save Money

Doreen Verdin

So, what does the LEED® certification process really mean to you? As a project manager with the nation's leading green builder, Doreen Verdin will provide a step-by-step road map of the LEED® certification process. This session will encompass such topics as the importance of the LEED certification point system, what subcontractors need to track during preconstruction, construction and post-construction, what is required from your manufacturers/suppliers to earn points, and valuable lessons learned from a recently completed and “certified” project. If a LEED project is in your future, you won't want to miss this opportunity!



Doreen Verdin, LEED® AP, project manager with Turner Construction Company, has 15 years of experience in the construction industry. Working out of Turner's Lathrop office in Toledo, Ohio, Verdin has held the role of estimator and project manager on many significant projects. Most recent projects include two LEED projects: a healthcare project pending LEED® certification and a LEED® certified renovation of the Lathrop corporate office.