Area Conference and Education Committee Selects Shaft Walls, Sprayed Fireproofing, and Construction Contracts

There will be something for every contractor.

The iaWCC Area Conference and Education Committee has now completed the final planning for programs for three joint regional meetings in 1975.

And each meeting will feature a precedent-breaking “Tri-Seminar” format, offering to contractors a series of three-hour presentations in such vital business areas as shaft walls, sprayed fireproofing, and construction contracts.

The first meeting will be held in Des Moines, Iowa, the 30th of July to the 3rd of August. Billed as a joint meeting of the Great Lakes and Mid-West this session will be held at Adventure Land Inn at Des Moines.

The second joint meeting, of the Southeast and Southwest Conferences, will be held August 21-24, at the Hyatt-Regency Hotel, Nashville, Tenn.

Break From Past

And finally the Mid-Atlantic and Northeast Conference will hold their joint meeting at the Hyatt-Regency Hotel in Cherry Hill, N.J., on September 11-14.

In a sharp break from the traditional one-subject educational programming of previous Regional Conferences, the iaWCC Area Conference and Educational Committee, at its planning meeting in Atlanta, Ga., agreed that a selection of subjects would be appropriate this year so as to provide contractors with information in areas that are becoming increasingly important.

“There was considerable discussion on the format,” explained Committee Chairman James E. Biddle of Rochester, “before the go-ahead on a ‘Tri-Seminar’ approach was reached. But the overriding concern was to present a variety of subjects and thus serve the purpose of appealing to different interests.

“As an example, with the successful completion of the new test procedure for field applied fire protection materials by the iaWCC Technical Committee No. 4 on Fire Protection, it was felt that the Regional Conferences were the best means of making contractors familiar with the procedure — and to advance the capabilities of contractors in doing quality work in the fireproofing areas.”

The new test procedure for field applied fire protection materials was approved in April at the iaWCC’s 58th annual convention in Hawaii. It was officially announced to the industry last month in Construction Dimensions magazine in an article by Donald S. Little, of Donalco Services, Inc., Toronto, Ontario, who is chairman of the committee. Continued on page 19

Brief outlines of the program for each seminar appear in the boxes below.

**FIREPROOFING**

(3 Hours)

- Opening Presentation
- Field Testing Procedures
  - Review, distribution of iaWCC Manual
- Design Selection
  - How to read UL Book, manual distribution, Zonolite slide presentation
  - Discussion: “What are the fundamentals in a design?”

**SHAFT WALL**

(3 Hours)

- Introduction
- Performance and Design
- Estimating and Installation
- Potential and Summation
- Sales
- Systems

**CONSTRUCTION CONTRACTS**

(3 Hours)

- “Survival in a Declining Economy”
  - Contracts—Pitfalls
  - Changes and Extras
  - Failures
  - Rights before signing costs
  - Cash flow control
  - Retentions
  - Collections
  - Lien rights
  - Motivation
  - Bidding
  - Insurance (Completed Operations (Hold Harmless))
Preparation for publication of an iaWCC manual is underway now and printed copies will be available for distribution at the Conferences.

"By the same token," Biddle continued, "there is little doubt that shaft walls represent an important growing market for wall and ceiling contractors, and their potential is great enough right now so that any contractor looking for a profitable expansion would find it worthwhile to invest some time to learn more about them."

**Complete Look**

The two technical-marketing seminars are designed to provide contractors with a sophisticated and comprehensive overview of developments in fireproofing and shaft wall, from quality performance and design to the actual selling.

A highlight of the fireproofing seminar will consist of a complete review and distribution of the iaWCC test procedure manual. This session will be conducted by Little, C.J. Coakley, Falls Church, Va., who is vice chairman of Technical Committee No. 4, and by Bob Whittle, St. Louis, Mo., co-chairman of iaWCC's technical committees.

The design selection portion on reading the Underwriters Laboratories book will be complemented with a slide presentation made available by Zonolite Division, W. R. Grace & Company. Manuals, of course, will be distributed to those attending.

A discussion on "What are the fundamentals in a design?" will conclude the fireproofing seminar.

Vern Noble, iaWCC's Technical Consultant, will preside during the shaft wall seminar, and the Gypsum Association will assist in the program with presentations in performance and design as well as to familiarize contractors with the selling aspects of shaft wall.

The estimating and installation section will be given by iaWCC contractors who have extensive experience in the market.

The third seminar, entitled "Survival in a Declining Economy," will consist of a discussion of construction contracts, and particularly the pitfalls of contracts. It will be presented by McNeill Stokes, of Atlanta, Ga., General Counsel for the iaWCC, and a nationally recognized authority on construction contracts.

"Certainly, the selection of subjects should be attractive to any contractor," Biddle concluded. "And it goes without saying that we are hopeful for the customary good attendance at our Regional Conferences."

"The Area Conference and Education Committee has done an excellent job in coming up with a varied, interesting program. I'm confident that the 'Tri-Seminar' approach will provide anyone attending with the kind of information that he can take home and convert into an improved, more profitable business."