



# 2018-2019 Class Schedule

## 2018

### October 9 – 12, Silver Spring, MD CCSP Module I: Concrete 101

Overview of ready mixed concrete technical concepts and operations for industry sales and all non-QC staff.

### October 16 – 18, Glendora, CA Ready Mixed Concrete Safety Course

Participants learn about electrical safety, machine guarding, fall protection, hazard communication, confined spaces, personal protective equipment, fire fighting and evacuation, chute handling, fleet safety, pre-trip inspection and more.

### October 17 – 18, Milwaukee Insulating Concrete Forms (ICFs) Roundtable & Site Tour

Learn how ICFs are helping apartment developers and other building owners provide high-performance concrete buildings at a competitive first cost and low operating cost.

### November 5 – 9, Silver Spring, MD **Sold Out** Concrete Technologist Training & Certification (Short Course)

Intense workshop on materials, standards, codes, specifications, mix design calculations for industry technical service reps, QC personnel, and materials suppliers.

### November 14 – 15, Fort Worth, TX Insulating Concrete Forms (ICFs) Roundtable & Site Tour

Learn how ICFs are helping hotel operators, school districts, churches, apartment building owners and other developers provide high-performance concrete buildings at a competitive first cost and low operating cost.

### November 27 – 29, 2018, Orlando, FL Environmental Certification Course

This course presents the first real alternative for concrete producers hungry for real “hands-on” information on the rules and regulations that they need to follow. The course, geared for everyone within the concrete industry, from upper management to environmental specialists to plant personnel, has been held all over the country for the past decade.

### December 4 – 6, Silver Spring, MD CCSP Module II: Customer Business Knowledge

Overview of how contractor’s business works, types of markets, and expectations to help sales reps, sales managers, and area managers not only produce better bids but also provide service value. Includes blue print reading and take-off exercises.

### December 11 – 14, Austin, TX **Sold Out**

#### Plant Manager Certification Course

This course is the only one that exists which is specifically designed for plant managers. The course is three days of instruction plus four hours of exam time. Course instruction covers and tests on five individual modules: Plant Safety, Operations, Production Knowledge, Environmental, Business Concepts.

## 2019

### January 8 – 10, Orlando, FL

#### Dispatcher Training Course

Give dispatchers, schedulers, shippers and managers the practical, technical, ready mixed concrete-specific, customer-centered skills to help them succeed.

### January 15 – 17, Silver Spring, MD

#### CCSP Module III: General Business Knowledge

General Business Knowledge Broad applications overview of critical business concepts used in the RMC business for sales reps and all area managers, focusing on RMC job cost analysis and anti-trust concerns.

### January 15 – 18, Tucson, AZ

#### Plant Manager Certification Course

See above for course description.

### January 22 – 24, Orlando, FL

#### Effective RMC Supervisor Course

Operations and technical supervisors learn to use various leadership styles for the appropriate situation to motivate their front line. Basic management skills, along with ideas and principles that help set goals through open communication channels are covered.

### February 19 – 22, Charlotte, NC

#### Plant Manager Certification Course

See above for course description.

### February 27, Milwaukee, WI

#### Handling Concrete Specifications

This one-day course will get into the code and specification requirements (ACI 318, 301, ASTM C94) governing ready mixed concrete, including the new ACI Building Code 318-08 exposure categories. It will suggest specification revisions for all around benefits in performance and cost based on a specification guideline document.

### March 19 – 21, Silver Spring, MD

#### CCSP Module IV: Professional Sales Skills

Professional Sales Skills Mid-level staff learns to apply consultative, team-based, cross-selling methods in ready mixed concrete situations.

### Registration Information:

Contact: Meghan Callahan at  
240-485-1135  
or mcallahan@nrmca.org

### Course Information:

Contact: Shawnita Dickens at  
240-485-1154  
or sdickens@nrmca.org

## Upcoming Conferences

### October 23 – 24, Springfield, MA

Regional ConcreteWorks  
Northeast Region

### October 30, Okemos, MI

Regional ConcreteWorks  
Great Lakes Region

### March 5 – 7, Tampa, FL

NRMCA Annual Convention 2019

### October 5 - 7, Kissimmee, FL

NRMCA's ConcreteWorks 2019



# Registration Form

# 2018-2019

Please select the course(s) you wish to register for:

\*Higher fee for non-members.

## On-Site Courses 2018

- October 9-12, Silver Spring, MD, \$995\***  
*CCSP Module I: Concrete 101*
- October 16 – 18, Glendora, CA**  
*Ready Mixed Concrete Safety Course*
- October 17 – 18, Milwaukee**  
*Insulating Concrete Forms (ICFs) Roundtable & Site Tour*
- November 14 – 15, Fort Worth, TX**  
*Insulating Concrete Forms (ICFs) Roundtable & Site Tour*
- November 27 – 29, 2018, Orlando, FL**  
*Environmental Certification Course*
- December 4 – 6, Silver Spring, MD**  
*CCSP Module II: Customer Business Knowledge*

## On-Site Courses 2019

Please select which course you would like to receive more information about once registration becomes available.

- January 8 – 10, Orlando, FL**  
*Dispatcher Training Forum*
- January 15 – 17, Silver Spring, MD**  
*CCSP Module III: General Business Knowledge*
- January 15 – 18, Tucson, AZ**  
*Plant Manager Certification Course*
- January 22 – 24, Orlando, FL**  
*RMC Effective Supervisor Course*
- February 19 – 22, Charlotte, NC**  
*Plant Manager Certification Course*
- March 19 – 21, Silver Spring, MD**  
*CCSP Module IV: Professional Sales Skills*

See individual class registration forms for exact cut-off and cancellation dates ([www.nrmca.org/seminars](http://www.nrmca.org/seminars)). NRMCA reserves the right to close registration in order to not exceed capacity so early registration is encouraged. Submit separate form for each registrant. Save a copy for your files.

\_\_\_\_\_  
Name/Title

\_\_\_\_\_  
Company

\_\_\_\_\_  
Address (No PO Boxes)

\_\_\_\_\_  
City/State/Zip

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Phone/Fax/E-mail

\_\_\_\_\_  
Emergency Contact Name/Phone

\_\_\_\_\_  
Supervisor Name/Title

\_\_\_\_\_  
Address

\_\_\_\_\_  
City/State/Zip

Dietary requirements/special needs.

Please provide e-mail addresses for all requesting to receive registration confirmations: (notification does not guarantee that class will run)

\_\_\_\_\_  
Email address

### 2 ways to register:

- ◆ Fax: NRMCA Meetings Dept. (301) 565-8200
- ◆ Online: [meetings@nrmca.org](mailto:meetings@nrmca.org)

### Payment Method:

- Check (make check payable to NRMCA)  
Mail registration form and check to:  
**SunTrust Bank, c/o NRMCA, P.O. Box 79433, Baltimore, MD 21279**

Please note: payment by check will cause a delay in registration.

- VISA    MasterCard    AMEX

### Card Number

### Exp. Date/CVV#

### Name on Credit Card (print)

### Signature

### For credit card payment, fax form to:

Meetings Dept., NRMCA, (301) 565-8200  
Credit card or check must accompany registrations.

**Important:** NRMCA reserves the right to cancel these events at anytime. If cancelled, NRMCA will notify registrants via fax or e-mail. NRMCA will refund the entire registration fee but is not responsible for airline and hotel reservation fees.

**Cancellation Policy:** Full cancellation refunds (**less an administrative fee for courses and webinars, fee varies by course**) will be extended until 3 weeks prior to each course. All cancellations after that date will not be refunded. Fee cancellations cannot be transferred to a future class. Registration cancellations must be made in writing to: NRMCA Meetings Dept., 900 Spring Street, Silver Spring, MD 20910 or [meetings@nrmca.org](mailto:meetings@nrmca.org) or faxed to (301) 565-8200 For additional registration information, contact: Meghan Callahan, (240) 485-1135 or by e-mail at [mcallahan@nrmca.org](mailto:mcallahan@nrmca.org)