

2010 Pipe School

Joining Forces, Winning in the Trenches

Program Details

Get ready to “Join Forces” in Phoenix, Arizona at ACPA’s Pipe School on February 17th-20th, held prior to the 2010 Precast Show. Don’t miss the opportunity to learn from the most experienced and knowledgeable instructors in North America. Attendees will be schooled in the areas of production, quality, safety, sales, marketing, and design. Attendees can select from a variety of courses in 4 different tracks. Also included are plant tours, machinery clinics, round table discussions and the Annual Safety, Chairman’s Safety, and Marketing Award Luncheons.

At this year’s Pipe School, industry peers and professional speakers will provide valuable insight and knowledge about quality, employee safety, workplace efficiencies, management tools, advancement in technologies, SWOT analysis, marketing, and selling techniques. By attending the school, you will reward employers by improving production, design and sales from information learned at the training.

The highlight of the School will be a half-day on Thursday dedicated to a live installation demonstration at the Hanson pipe facility where we will show the differences between concrete pipe and flexible pipe products.

The Pipe School will also offer the opportunity for personnel to become QCast accredited by attending the Quality School track and passing the exam at the end of the course.

Benefits

- Gain knowledge from industry experts
- Interact with small group sessions
- Select from a variety of courses in 4 different tracks
- Receive continuing education units (CEU’s)
- Receive QCast certification by attending the Quality track
- Network with peers and industry professionals
- Experience new products available to the industry at the Precast Show

Who should attend?

Production, engineers, consultants, designers, specifiers, sales, marketing, and management professionals of pipe products for sanitary sewer, storm drain and culvert applications.

Continuing Education

You can receive Professional Development Hours (PDHs) or Continuing Education Units (CEUs) to help fulfill professional requirements

Day 1: 6.58 PDH / .82 CEU hours if attend all sessions

Day 2: 10 PDH / 1.25 CEU hours if attend all sessions

Day 3: 4.41 PDH / .55 CEU hours if attend all sessions

Total for School – 21 PDH or 2.62 CEU

Plant tour only: 5.5 PDH or 1.38 CEU

Some Highlights of the School

- Plant tour with live installation demonstration, 3-edge-bearing test, laser & video inspection and more
- Machinery Clinics
- Reception at the Arizona Science Center
- Free admission to the Precast Show, Feb. 19 – 20
- Awards luncheons
- Round tables

- Keynote Session: "Synergy"

The world in which our industry functions has become an unkind place. The markets we serve are suddenly much smaller, yet the number of sellers products have actually grown. If the level of price competition is an indicator of the seller's lack of control, we need different business strategies. It's much harder to beat a team than a collection of individuals. We intuitively know that. The reason is synergy. Synergy happens when the net result of people working together is more than the sum of what they could accomplish individually. Let's talk about a strategy to begin building synergy in our industry.

Plant Tours

On Thursday, February 19, there will be two plant tours at member plants in the Phoenix area: Hanson Pipe & Precast and Rinker Materials-Concrete Pipe Division (CEMEX). The highlight will be a live installation demonstration.

*Tours depart the hotel at 7:00 a.m.

Registration and Costs

A registration form is included. Registration and complete agenda are also online at www.concrete-pipe.org under Education. Space is limited; early registration closes January 25, 2010.

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 Thursday plant tour ONLY, the fee is \$200.00. Each attendee is responsible for his/her own hotel and travel accommodations.

	<u>by 1/25/2010</u>	<u>after 1/25/2010</u>
Members	\$550	\$600
Professional Member	\$275	\$325
Non-Member	\$1050	\$1,100
Sponsored Guest	\$275*	\$325*
Thursday Plant Tour Only	\$200	\$250

* 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 Sheraton Phoenix Downtown. To make your hotel reservations, contact the hotel and let them know you are an ACPA Pipe School attendee. Room reservations must be made before January 25, 2010 and are available until the room block is full. All reservations made after the deadline will be accepted on a space and rate available basis.

Sheraton Phoenix Downtown Hotel
340 North 3rd Street
Phoenix, Arizona 85004
1-800-325-3535
Group Rate: \$179.00
Cut-off date: January 25, 2010