

NFCA

National Fireproofing
Contractors Association

January 12, 2010

Greetings to all of my fellow fireproofing contractors;

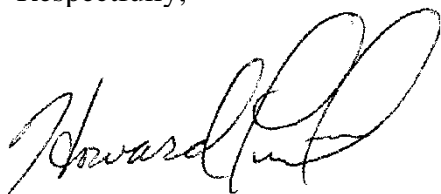
Well I hope this finds all of you and your families both healthy and preparing for success in 2010 and beyond. As you all know, we not only entered a new year but also a new decade. There have been some positive things happen for our industry in the past decade and there have been some negative ones. We should all hope and aspire that the changes for the future will have a good impact on our industry and help us all achieve success.

One way we can help facilitate this is to be an active participant in our association. Our association's annual education conference and business meeting is coming up in March and I would urge each of you to be represented at this important event. We use this annual meeting to review our past accomplishments and make decisions on where to steer our future efforts to improving our industry and helping to educate the membership and public on matters we feel are important to positive industry growth. Your input is vital to the success of this mission. I know that no two (or more) individuals are ever going to agree all of the time but from congenial disagreements usually emerges a common ground. This common ground will provide the path upon which our association can move forward and provide us a unified effort to affect the changes of our industry in our favor.

I know that there has been some dissatisfaction in the past regarding the UL Qualified Contractor program and the appearance that the program is all the association is about. I would like to let you know that is not the case. The program is still an important part of our industry and will come to fruition eventually, however our association is about the entire fireproofing industry. We need to unify our efforts to developing strategies for working with general contractors, construction managers, architects and building owners in the ever evolving construction market. We can't afford to let our customers dictate contract issues that circumvent the performing of our work correctly and profitably, but we will only combat these issues with a good set of national industry standards.

Thanks to all of you for your continued support and I look forward to seeing all of you in Tempe in March.

Respectfully,



Howard Towler, President

P. O. Box 1571 Westford, MA 01886 866-250-4111 Fax 978-250-9788
www.nfca-online.org



NFCA Educational Conference and Business Meeting
March 24-26, 2010
The Buttes Resort
Tempe, AZ

Since its inception, the NFCA has worked toward providing a forum where the fireproofing industry could come together and achieve an agreement on many of the issues that affect our business. While working towards this agreement, it has allowed us to develop a set of uniform information to further our industries' causes. Further development, dissemination and implementation of these industry standards can only improve all of our companies' work experience. This year we completed and put in place a third party inspection training program on our web site. This action is in support of the goal to have more competent inspectors conducting proper inspections of industry applications. In addition, the NFCA has provided assistance to obtaining UL approval of a contractor's Qualified Management Manual as part of their becoming a UL Qualified Contractor. We hope to be able to share a UL approved manual at this meeting.

The focus of the Educational Conference has been to provide a varied set of presentations that can assist our membership in every day operational activities as well as motivate our membership. This year we have assembled presentations that continue these goals. Following are summaries of programs to be presented in Tempe. A copy of the detailed conference program is attached.

“2010 Construction Industry Overview”

This program by Fails Management Institute will provide information on construction this year and in future years. The underlying causes of construction and non-construction issues that influence the market will be discussed. The specific building types that affect our industry will be reviewed.

“Code and UL Interpretations”

Interpretations of installation actions are critical to our actions in the field as well as in estimating. Both ICC code issues and UL issues will be discussed.

“EDGE Estimating Software for Fireproofing”

Providing application information to field employees so that they can make the proper product installation continues to be important to the cost effectiveness of your business. EDGE software provides approaches that can improve estimating and field applications. The current software version will be demonstrated.

“DOT Documentation and Regulations”

DOT currently has documentation requirements that every contractor must follow to prevent fines resulting from unannounced visits. Record keeping by many contractors may not be in current compliance. This summer DOT will announce more stringent requirements that will be discussed so that you may become prepared in advance.

“Arbitration”

Arbitration is becoming a daily routine in handling contract disputes. Our presenter will discuss the process, key issues, preparation for arbitration, and creating an advantage.

Committee Meetings

Education Committee – Review the Inspector Training slide presentation with a view toward enhancements.

Technical Committee - Review of current Guidance documents and develop a target list of documents to be prepared by the committee.

Standards Committee – Conduct a review of current NFCA standards and make modifications as required. The committee will also develop a list of new standards that need to be developed by the NFCA.

Optional Programs

As part of the Education Conference program, we are offering optional programs for our attendees. A golf tournament on Wednesday March 24 starting at 10:30AM will be held on the Las Sendas golf course. All golfers are urged to participate with a fun day in the sun. On Thursday March 25, a guided tour and lunch will be available to the guests of conference attendees going to Sedona and the Red Rock Country. Details and registration forms for both of these programs are attached.

Hotel

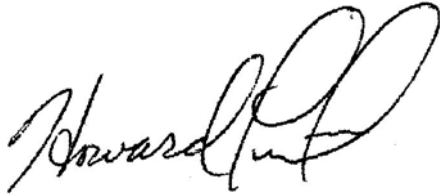
This year, the meeting is being held at The Buttes Resort located in Tempe, AZ. Room rates at the hotel are \$189 for both standard and double. Taxes are added at the rate of 12.07%. Reservations can be made by calling 888-867-7492 and requesting group rates for the “NFCA”. You can also contact the hotel at 602-225-9000. **Reservation cut off date is February 22, 2010.** After that date, the rooms will be at local rates and on a first come first served basis.

As an added benefit, the NFCA is now accepting MasterCard, VISA and American Express credit cards as your payment method. Should you wish to pay by this method, please complete the credit card form attached and fax to the NFCA or you can email to htdud@aol.com. The NFCA does not maintain a record of your credit card information once the transaction has been completed.

Make plans to come to this exciting program and renew friendships from around the country. Complete your reservation and optional activities forms and return the completed forms and your payment to the NFCA office by March 15, 2010. **Remember that one attendee from your company registers FREE of charge for the conference but must pay for optional activities.**

See you in Tempe.

Regards,

A handwritten signature in black ink, appearing to read "Howard Towler". The signature is fluid and cursive, with a large, stylized initial "H" and "T".

Howard Towler, President

2010 NFCA Educational Conference & Meeting - The Buttes Resort, Tempe, AZ

Wednesday March 24, 2010

NFCA Golf Tournament

Las Sendas Golf Club
Mesa, AZ

10:30 AM Tee Time

Registration
Hotel Lobby

6:00 - 7:00 PM

Thursday March 25, 2010

7:00 AM **Hotel Continental Breakfast**
 8:00 AM **Welcome**
 Mr. Howard Towler, President
 8:15 PM **"2010 Construction Industry Overview"**
 Mr. Gregg Schoppman
 Fails Management Institute
 Tampa, FL
 9:15 AM **"Code and UL Interpretations"**
 Mr. Dave Dratnol, Regional Manager
 Isolatek
 Gilbert, AZ
 10:15 AM **Break**
 10:30 AM **"EDGE Estimating Software for Fireproofing"**
 Mr. Dave Chapman, Senior Consultant
 Advanced Estimating Systems, Inc.
 Delray Beach, FL
 12:00:00 Noon **Lunch**
 1:00 PM **Committee Meetings**
 Education Kurt Neff, Chairman
 Standards Bob DeSilva Chairman
 Technical Jose Lopez, Chairman
 4:00 AM **NFCA Board of Directors Meeting**
 7:00 PM **Reception, Banquet and Awards**

Friday March 26, 2010

7:00 AM **Hotel Continental Breakfast**
 8:00 AM **"DOT Documentation & Regulations"**
 Zurich Services Corporation
 10:00 AM **Break**
 10:15 AM **"Arbitration"**
 Mr. Keene Bartley, Principal
 Schulman, Leroy & Bennett, PC
 Nashville, TN
 12:00 Noon **Lunch**
 1:00 PM **NFCA Business Meeting
& Committee Reports**

Ladies Guided Tour March 25, 2010

"Sedona and Jerome Tour"

9:00 AM - 3:00 PM

2010 Meeting Registration Form

NFCA Educational Conference & Association Meeting March 25-26, 2010 The Buttes Resort, Tempe, AZ

Please complete this registration form and return the form and registration fees for the meeting and those activities in which you choose to participate. The form and registration fees must be returned to the NFCA at P.O. Box 1571, Westford, MA 01886 by March 15, 2010.

1. Participant Information

First _____ Last Name _____

Badge Name _____

Company Name _____

Address _____

City _____ State _____ Zip Code _____

2. Telephone Information Business Phone (area code) _____ / _____

3. Spouse/Guest Registration

Spouse's/Guest First Name _____ Last Name _____

Badge Name _____

4. Registration Fees Per Person (Includes meals indicated in Meeting Program)

Place a Check mark beside the fee that applies to this registration

Meeting Participant Registration Fees

Free for 1 st Registrant from a NFCA Contractor or Supplier Member Company	\$ FREE
Registration Fee for Associate or Other NFCA Member	\$ 550.00
_____ 2 nd or More Registrants From Same Company	\$ 450.00
_____ Non-Member Company per Registrant	\$ 600.00

Spouse Registration Fee	_____ NFCA Member Company	\$ 225.00
	_____ Non-Member Company	\$ 300.00

5. Special Activities (All Fees Are Per Person)

Wednesday March 24 – “Golf Tournament” (Best Ball Format)

Number of Golfers _____ (Includes Cart) _____ \$ 125.00

Thursday March 25 – “Sedona and Jerome Tour” Ladies Guided Tour _____ \$ 90.00

6. Total Registration and Activity Fees Enclosed With this Registration Form \$ _____

Ladies Tour

NFCA 2010 Educational Conference & Annual Meeting The Buttes Resort Tour - Tempe, AZ

“Sedona and Jerome Tour” Thursday, March 25, 2010

9:00 AM to 4:00 PM



We will journey through **Sedona's** spectacular Red Rock Country with its breathtaking rock formations and unforgettable scenery. We'll visit Sedona's most beautiful locations. After a stop for lunch at the Barking Frog Grille, you can continue sightseeing and self-guided shopping in Sedona's unique shops and galleries.

The next stop on this mind-boggling trip back in time is to the start of the historic and fascinating Arizona mining industry. Clinging to the side of Mingus Mountain, the small and antiquated haven known as **Jerome** takes us back to the days of the copper boom-towns. It is not difficult to imagine what it was like here a hundred years ago... miners filling the streets, saloons, and brothels and ore

wagons constantly bumping along the bustling, winding roads. Today, Jerome has become a world renowned artist community and the view from town has to be a real source of inspiration for the many artists and craftspeople who reside here.

To participate in this activity, complete the Meeting Registration and return it with your payment. The cost of the **The Sedona** tour, luncheon, and transportation is \$90.00 per person.

Golf Tournament

NFCA Educational Conference The Buttes Resort, March 25-26, 2010

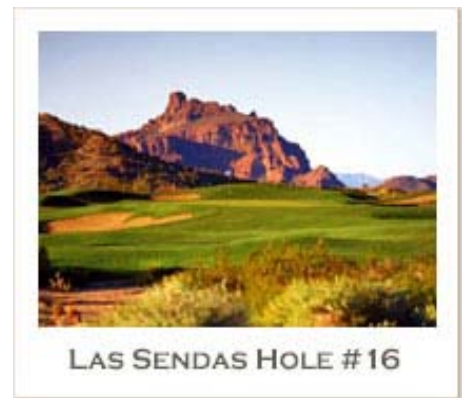
Wednesday March 24, 2010

“Las Sendas Golf Club Mesa, AZ ” (Optional Activity)

Overview

A golf experience to remember for a lifetime. In 1995, Robert Trent Jones Jr. made his Arizona debut with Las Sendas Golf Club, joining an elite list of world-class architects who have left their marks in the desert Southwest.

A demanding desert-style layout winding through the Userly Mountains in east Mesa, this upscale course is setting the standard for customer service in the Greater Phoenix area. Las Sendas` spectacular views of the Phoenix metropolis help soften the demand of managing your game through the rugged terrain, nearly 1,800 feet above the desert floor.



Las Sendas is not a course contrived with artifice, decor, or railroad ties, nor is it a target course. It is a strategic course, so learn the preferred route from tee to green. It is a nature walk through the desert, attracting you with beauty and challenging you with shot options.

The course measures 5929 yards from the White tees and has a par 68.7 rating with a slope of 129. Ladies will play the course that measures 5100 yards with a rating of 69.9 and a slope of 128. More details at www.lassendas.com.

We will play net best ball of the foursome with a closest to the pin and longest drive. Cash prizes will be awarded to the top three teams.

Transportation arrangements will be provided from the hotel at 8:45 AM. This will allow time to warm up on the driving range. The first tee time is 10:30 AM.

Cost of Tournament - \$ 125.00 per Person (Includes Lunch, Cart, Transportation and Prizes).
Club Rental is \$50.00 (Paid at the Club House)

Golfers Name _____	Golfers Name _____
Please Check if You Need Club Rental _____	Please Check if You Need Club Rental _____
Right Hand _____	Right Hand _____
Left Hand _____	Left Hand _____
 Please indicate your handicap _____	 Please indicate your handicap _____
or typical 18 hole score _____	or typical 18 hole score _____

RETURN A COMPLETED COPY OF THIS FORM WITH YOUR REGISTRATION

P. O. Box 1582 Westford, MA 01886 800-217-7944 Fax 978-250-9788
www.nrdca.org



NFCA Credit Card Payment Form

Name : _____
(As it appears on credit card)

Address: _____

City/State/Zipcode: _____

Telephone: _____

Credit Card: MasterCard VISA American Express

Card Number: _____

Card Expiration Date: (mm/yy) _____

Security Code: _____ (3 digit code on back of card for MasterCard and VISA and 4 digit code on front of card for American Express)

Authorized Payment Amount to be Charged: _____

Card Owner Signature: _____

E-mail completed form to the NFCA at htdud@aol.com.