



2012 AMCA International Spring Meetings

March 4 - 8, 2012
Daytona Beach, FL

Event Schedule

Sunday, March 4, 2012

- 7:30 AM - 8:00 AM **HR/ME** Continental Breakfast
- 8:00 AM - 12:00 PM **HR/ME** Combined Meeting
- 1:00 PM - 5:00 PM Golf (Contact Tim O'Hare tohare@nyb.com if interested)

Monday, March 5, 2012

- 7:00 AM - 8:00 AM All Groups Buffet Breakfast
- 8:00 AM - 10:15 AM **HR** Council Meeting
- 8:00 AM - 10:15 AM **ME** Council Meeting
- 8:00 AM - 9:00 AM **S&M** Round Tables (World Café)
- 9:00 AM - 10:00 AM **S&M** Presenter (Mobile Applications)
- 10:15 AM - 11:45 AM **S&M** Presenter (Customer Relations/Service)
- 10:30 AM - 11:45 AM **HR/ME** Presenter (Labor Attorney)
- 12:00 PM - 12:45 PM All Groups Buffet Lunch
- 1:00 PM - 4:00 PM Daytona Speedway Tour
- 5:00 PM - 8:00 PM All Groups Reception/Dinner

Tuesday, March 6, 2012

- 7:30 AM - 8:00 AM All Groups Continental Breakfast
- 8:00 AM - 10:00 AM **S&M** Presenter (Negotiations)
- 10:15 AM - 12:15 PM **HR/ME** Combined Meeting
- 10:15 AM - 12:15 PM **S&M** Presenter (Managing Reps)
- 12:15 PM - 1:30 PM All Groups Working Lunch / AMCA Energy Initiatives

Event Schedule

Wednesday, March 7, 2012

- 7:30 AM - 8:00 AM [AMCA](#) Continental Breakfast
(Inside meeting room)
- 8:00 AM - 12:00 PM [AMCA](#) Damper Engineering
Committee Meeting
- 12:00 PM - 1:00 PM Lunch on Own
- 1:00 PM - 5:00 PM [AMCA](#) Louver Engineering
Committee Meeting
- 6:00 PM - 7:00 PM [AMCA/UL](#) Reception

Thursday, March 8, 2012

- 7:30 AM - 8:00 AM [AMCA/UL](#) Continental Breakfast
(Inside meeting room)
- 8:00 AM - 12:00 PM [AMCA/UL](#) Damper Industry Meeting
- 12:00 PM - 1:00 PM Lunch on Own
- 1:00 PM - 5:00 PM [AMCA](#) Code Action and Review
Committee Meeting

Registration

Please register for the AMCA 2012 Spring Meeting online.

www.regonline.com/amca2012spring

Human Resources /

Mfg Executives

Registration: \$350

Extra guest lunch: \$25

Extra guest tour: \$30

Extra guest dinner: \$50

Sales and Marketing

Registration: \$350

Extra guest lunch: \$25

Extra guest tour: \$30

Extra guest dinner: \$50

AMCA/UL

Registration: \$150

(Non-members add \$100 for registration)

Hotel Accommodations

Hilton Daytona Beach Resort/Ocean Walk Village

100 North Atlantic Avenue

Daytona Beach, Florida, U.S.A. 32118

Telephone: 1-386-254-8200

Fax: 1-386-253-0275

Hotel Room Rate: \$160/night (Oceanfront)

Hotel cut-off date: February 4, 2012

Please make your own reservation. AMCA International will not make hotel reservations. When making your reservation, identify yourself as an attendee of the AMCA International Spring Meeting.

Hilton Daytona Beach Ocean Walk Village hotel in Daytona Beach, Florida offers up close and personal views of the sun-blessed beaches and the Atlantic breezes at Daytona's premier Resort destination. The hotel is located directly on the "World's Most Famous Beach" in the heart of Ocean Walk Village an entertainment and meetings district in Daytona Beach, Florida.



Human Resources / Manufacturing Executives

Meeting Schedule

Sunday, March 4, 2012

8:00 AM - 12:00 PM HR/ME Combined Meeting

Monday, March 5, 2012

8:00 AM - 10:15 AM HR Council Meeting

8:00 AM - 10:15 AM ME Council Meeting

10:30 AM - 11:45 AM HR/ME Presenter - John Koenig
Labor Attorney

1:00 PM - 4:00 PM Daytona Speedway Tour

Tuesday, March 6, 2012

8:00 AM - 10:00 AM S&M Presenter - Tom Parker
Negotiations

10:15 AM - 12:15 PM HR/ME Combined Meeting

12:15 PM - 1:30 PM All Groups Working Lunch /
AMCA Energy Initiatives -
Michael Ivanovich

Agenda Items

HR/ME Combined Councils Agenda Topics

Workforce Issues and Solutions
Employee Training and Development
New Technology Issues
Health and Safety

Human Resources Council

Candidate Testing
Disciplinary Procedures
Labor – Management Relations
Attracting and Retaining Employees

Manufacturing Council

ERP/MRP Systems
Production Issues and Solutions
Quality Assurance Programs
Demand Flow Manufacturing Processes

Speaker

John Koenig



John Koenig is a Partner at Barnes & Thornburg. He is an experienced labor and employment lawyer with a national practice. John represents management in all aspects of labor and employment law, with a particular emphasis on collective bargaining, labor arbitrations, NLRB matters

and helping clients stay union free. In 2010, John transitioned from the Firm's Indianapolis office to manage the labor department in the firm's Atlanta office. Prior to entering into private practice, John held several leadership positions for the Governor of Indiana. He earned his undergraduate degree from Indiana University and graduated magna cum laude from Indiana University School of Law - Indianapolis.

Sales and Marketing

Meeting Schedule

Monday, March 5, 2012

8:00 AM - 9:00 AM	Round Tables (World Café)
9:00 AM - 10:00 AM	S&M Presenter - Mike Ishmael Mobile Applications
10:15 AM - 11:45 AM	S&M Presenter - Steve Coscia Customer Relations/Service
1:00 PM - 4:00 PM	Daytona Speedway Tour

Tuesday, March 6, 2012

8:00 AM - 10:00 AM	S&M Presenter - Tom Parker Negotiations
10:15 AM - 12:15 PM	S&M Presenter - Bryan Shirley Growing Sales Using Your Reps
12:15 PM - 1:30 PM	All Groups Working Lunch / AMCA Energy Initiatives - Michael Ivanovich

Speakers

Thomas A. Parker



Tom Parker is a senior vice president of Yukon, Inc. a company specializing in customized negotiations training. Tom has over 25 years of sales, marketing, product development, and sales management experience with large multi-national corporations.

Over the course of his career, Tom has managed company salesmen, manufacturer's reps, telemarketers, and distributors. He has created compensation systems, business plans, budgets, quotas, sales contests and incentive plans. He has negotiated large national contracts and international joint ventures.

Tom is also the co-author of "Is That Your Hand In My Pocket?" a book on negotiations for sales professionals.

Mike Ishmael



Mike Ishmael is the founder of Red Dirt Mobile where he helps companies take mobile apps from concept to reality. With over 25 years' experience helping businesses leverage information technology, Mike has spent the last 7 years exclusively in the mobile environment. Mike's experience

with mobile applications enables him to help drive real benefits for companies wanting to take advantage of mobile apps.

Steve Coscia



Coscia is one of the most widely published and quoted authorities in customer service and trade industry publications. An avid researcher of customer service trends, Coscia conducted one of the industry's first studies of stress in the customer service environment. This survey

revealed the causes of stress along with the most common manifestations of post-stress behavior among customer service professionals. His books, videos, audio programs and e-learning have helped thousands of customer service professionals.

Bryan C. Shirley, CPMR



Inspiring people with creative collaboration, Bryan excels at bringing teams to significantly higher levels of efficiency, productivity and success. Specializing in motivational growth of sales with a proven New Business Opportunities processes, Bryan teaches a successful method of finding,

tracking and closing new customers.

Bryan employs unique concepts that simplify the planning process and promotes time efficiency with focus on the truly important goals --- those that create the ultimate experience for your customers!

Meeting Schedule

Wednesday, March 7, 2012

8:00 AM - 12:00 PM	AMCA Damper Engineering Committee Meeting
1:00 PM - 5:00 PM	AMCA Louver Engineering Committee Meeting

Thursday, March 8, 2012

8:00 AM - 12:00 PM	UL Damper Industry Meeting
1:00 PM - 5:00 PM	AMCA Code Action and Review Committee Meeting

Agenda Items

Damper Engineering Committee Meeting

Develop List of Damper Industry Meeting Issues
 Updates on Damper Publication Committees
 ASHRAE, SMACNA Reports

Louver Engineering Committee Meeting

Louver Design Guide
 Address Louver Related Issues

UL Damper Industry Meeting

Service Issues
 Pricing
 Quoting Tool Discussion
 Wood Truss Penetrations

Air Control Code Action & Review Committee

Code Activity Updates
 Life Safety Dampers Project
 Energy Codes



Presented by Michael Ivanovich from AMCA International, this update will inform attendees on the developments regarding fan efficiency requirements by the International Green Construction Code, ASHRAE 90.1, and the U.S. Department of Energy. Ivanovich also will share what will be covered at the first AMCA Energy Strategy Workshop, being held in Chicago on January 25-26, and what the plans are for future energy strategy workshops. There will also be an open Q&A session on ideas and concerns AMCA members have for AMCA's energy initiatives.

Daytona Speedway Tour Information

Monday, March 5, 2012
 1:00 PM - 4:00 PM

Go behind the scenes with our exclusive, privately-guided VIP Tour of Daytona International Speedway on a tram tour of the track and see why DAYTONA truly is the "World Center of Racing!" Get an insider's look at areas such as the Drivers' Meeting Room, NASCAR Sprint Cup Series garages, tech inspection, and the DAYTONA 500 Club President's Row. Then, have light refreshments at the track and learn how the the bike week race course was designed.

AMCA International will provide a chartered bus from the meeting site to the Daytona International Speedway.

Please indicate on the registration form if you plan to attend the tour.



Dining and Attractions

Dining

Doc Bales' Grill

Oceanfront or outdoor dining on our outdoor terraces. Tantalizing seafood specialties in a casually elegant atmosphere.

Clocktower Lounge

Intimate lobby bar overlooking the ocean and the historic clocktower. Extensive drink and wine selections and light fare.

Legends Sports Bar

Racing-themed sports bar. Watch sporting events in a fun and friendly atmosphere.

The Pelican Bar

Our outdoor pool bar and grill overlooking the Atlantic ocean and featuring grilled specialties.

Waves Beach Bar

Casual beachfront bar only steps away from beach volleyball, watersports, and other activities.

Atlantic Deli

Warm cups of Douwe Egberts coffee, fresh pastries, and scrumptious deli items.

Hyde Park Prime Steakhouse

Offering high-quality, aged USDA prime steaks and serving variations of classic steak dishes while adding a touch of local flavor.

Shopping

Ocean Walk Shoppes & Movies

250 N. Atlantic Ave.
Daytona Beach, FL 32118
(386) 248-9544

Sightseeing, Historical, and Museums

Lighthouse Point Park

5000 S. Atlantic Ave.
Ponce Inlet
(386) 756-7488

Sea Spirit Deep Sea Fishing

133 Inlet Harbor Road
Ponce Inlet, FL 32127
(386) 763-4388
www.seaspiritfishing.com

Sightseeing & Boat Tours

Daytona Beach Parasail
Silver Beach Rd.
Daytona Beach, FL 32118
(386) 547-6067
www.daytonaparasailing.com

Museum of Arts and Sciences

1040 Museum Blvd.
Daytona Beach
(386) 255-0285
www.moas.org

Golf

LPGA International Golf Course

300 Champions Drive, Daytona Beach
(386) 274-LPGA (5742)

River Bend Golf Club

730 Airport Road, Ormond Beach
(386) 673-6000

Performing Arts

Ocean Center

101 N. Atlantic Ave.
Daytona Beach
(800) 858-6444, (386) 254-4545
www.oceancenter.com

Peabody Auditorium

600 Auditorium Blvd.
Daytona Beach
(386) 671-3461 or (386) 671-3409

Hotel Map

