



ATTENDEE BROCHURE 2022

TRADE SHOW **EDUCATION**
December 8-9 **December 6-9**

Atlantic City Convention Center



VISIT MAHTS.COM FOR MORE INFO



Presented By:

EPHENRY BELGARD®

CERTIFICATION CLASSES

Tuesday / Wednesday, December 6th - 7th

Location: Resorts Casino Hotel

ICPI and NCMA CEU credits are approved for all courses.

The registration fee includes the FREE Courses.

TIME	CODE	COURSE NAME	DAY	INSTRUCTOR	COST	
8:00 AM-5:00 PM	TW21	Concrete Paver Installer Course (ICPI Level 1)	T W	Certified ICPI Instructors	Non-ICPI member: \$400	Onsite: \$450
8:00 AM-5:00 PM	TW23	Concrete Paver Installer Course (ICPI Level 1) (Spanish)	T W	Michael Tous, Grassmasters	Non-ICPI member: \$400	Onsite: \$450
9:00 AM-5:00 PM	T24	Basic SRW Installer Certification (NCMA)	T	Don Armstrong, Old Castle APG	Advanced: \$300	Onsite: \$350
9:00 AM-5:00 PM	T25	PICP Specialist Course (ICPI)	T	Kevin Earley, Oldcastle APG Bill Gardocki, Hardscape Educator	Non-ICPI member: \$340	Onsite: \$390
9:00 AM-3:00 PM	W35	Allan Block Contractor Certification Program	W	Don Clayton, Allan Block	Advanced: \$50	Onsite: \$100
9:00 AM-5:00 PM	W34	SRW Advanced Residential Installer Class	W	Bill Gardocki, Hardscape Educator	Advanced: \$300	Onsite: \$350

CLASSROOM & ARENA EDUCATION

Thursday, December 8th

Location: AC Convention Center

ICPI and NCMA CEU credits are approved for all courses.

The registration fee includes the FREE Courses.

TIME	CODE	COURSE NAME	INSTRUCTOR	COST	
9:00 AM-10:30 AM	405	Becoming a Person of Influence	Gary Ross, Allies in Leadership	Advanced: \$40	Onsite: \$60
9:00 AM-10:30 AM	410	Design-Build: How to attract, qualify, design and build projects that set your firm apart from the rest!	Joe Palimeno, Ledden Palimeno	Advanced: \$100	Onsite: \$125
9:00 AM-10:30 AM	409	Increase Your Profits and Installation Knowledge of Low-Voltage Landscape Lighting	Jim Frederick, Tru-Scapes	Advanced: FREE	Onsite: \$20
9:00 AM-10:30 AM	406	Permeable Pavers in Residential Applications	Paul Cureton, Oldcastle APG	Advanced: FREE	Onsite: \$20
9:00 AM-10:30 AM	408	Scaling Your Business Using Social Media	Sarah Griffith, Scaped Outdoors	Advanced: \$40	Onsite: \$60
9:00 AM-12:00 PM	407	Pricing Using Cost-based Estimating	Marcus vandeVliet, MV Enterprises	Advanced: \$100	Onsite: \$125
9:00 AM-12:00 PM 1:30PM-4:30 PM	401	Fundamentals of Paver and Wall Installation - Continuous Build "I Wish I Would've Known This Before"	Bob Phillips, Phillips Landscaping Ross Causey, Garden Square Landscaping	Advanced: FREE	Onsite: \$20
9:00 AM-12:00 PM 1:30 PM-4:30 PM	403	Fundamentals of Retaining Wall Installation - Continuous Build (Spanish)	Michael Tous, Grass Masters Val Sosa, 3 Dimensions Design & Development	Advanced: FREE	Onsite: \$20
9:30 AM-12:00 PM	404	Installing Stone Veneer	Jeff Miller, EP Henry	Advanced: FREE	Onsite: \$20
9:30 AM-12:30 PM	402	Designing and Building with Porcelain Pavers	Antonio Fernandez, Mirage USA Ryan Toscano, Mirage USA	Advanced: FREE	Onsite: \$20
10:45 AM-12:15 PM	412	DOT Compliance and Awareness	Mike Dalbey, Fleet Safety Consultants	Advanced: \$40	Onsite: \$60
10:45 AM-12:15 PM	411	Introduction to the Belgard Design Studio	Joe Raboine, Oldcastle APG	FREE with Registration	
10:45 AM-12:15 PM	416	Know Your Numbers - Learn What You Need to Charge	Weston Zimmerman, SynkedUP	Advanced: \$40	Onsite: \$60
10:45 AM-12:15 PM	415	Using the Right Size Paver for the Project	Kevin Earley, Oldcastle APG	Advanced: FREE	Onsite: \$20
10:45 AM-12:15 PM	413	Using Your Website to Attract More Business	Rachel Cronin, BLD Marketing	Advanced: \$40	Onsite: \$60
10:45 AM-12:15 PM	414	Hardscape Accessories Done Right. Cleaning, Sealing & Sanding to Become More Profitable	Jessica Burnett, Techniseal Randy Bianchi, Techniseal	Advanced: FREE	Onsite: \$20
1:30 PM-4:30 PM	422	Landscape Project Management	Marcus vandeVliet, MV Enterprises	Advanced: \$100	Onsite: \$125
1:30 PM-4:30 PM	417	EP Henry's Cast Stone Wall and Belgard's Tandem Wall Interactive Live Demo Installation	Jeremy George, Next Level Hardscaping	Advanced: FREE	Onsite: \$20
1:30 PM-4:30 PM	419	Installing Natural Stone for Pools, Pool Coping, Patios and Caps. Digital Templating and Custom Fabrication	Nick Lobascio, Lobascio Concrete Pavers	Advanced: FREE	Onsite: \$20
1:45 PM-3:15 PM	421	Constructing Fencing, Instack Decking, Railing & Outdoor Accents	Joe Cizek, Barrette Outdoor Living	Advanced: FREE	Onsite: \$20
1:45 PM-3:15 PM	420	Delivering Bad News to a Customer	Gary Ross, Allies in Leadership	Advanced: \$40	Onsite: \$60
1:45 PM-3:15 PM	424	Designing and building with "Big Block" SRW Systems	Ryan Stucki, Verti-Crete	Advanced: FREE	Onsite: \$20
1:45 PM-3:15 PM	425	Selling and Installing Luxury Landscape Lighting	Jeff Hesser, CAST Lighting	Advanced: FREE	Onsite: \$20
1:45 PM-3:15 PM	423	Selling to Mrs. Jones	Sarah Griffith, Scaped Outdoors	Advanced: \$40	Onsite: \$60

CLASSROOM & ARENA EDUCATION

Friday, December 9th

Location: AC Convention Center

ICPI and NCMA CEU credits are approved for all courses.

The registration fee includes the FREE Courses.

TIME	CODE	COURSE NAME	INSTRUCTOR	COST
8:30 AM-12:30 PM	503	Fundamentals of Paver Installation (Spanish)	Michael Tous, Grass Masters Val Sosa, 3 Dimensions Design & Development	Advanced: FREE Onsite: \$20
9:00 AM-10:30 AM	506	Building Your Business with Ponds & Water Features	Tom Smith, Garden State Koi	Advanced: \$40 Onsite: \$60
9:00 AM-10:30 AM	508	Installing Travertine and other Natural Stone Products	Mike Carey, Marmiro Stones Nick Lobascio, Lobascio Concrete Pavers	Advanced: FREE Onsite:\$20
9:00 AM-10:30 AM	505	OSHA's New Silica Standard and Other Common Citations for Hardscape Installers	Justin Baker, OSHA	Advanced: \$40 Onsite: \$60
9:00 AM-10:30 AM	507	Using Tools to Increase Productivity and Help Solve Your Labor Crisis	Phil Bahler, Pave Tool Innovators	Advanced: FREE Onsite: \$20
9:00 AM-12:00 PM	509	Becoming a More Professional Latino-Run Hardscape Business (Spanish) Convierte En Una Compañía Mas Profesional Y Exitosa	Jesus Salinas, AJS Solutions	Advanced: \$40 Onsite: \$60
9:00 AM-12:00 PM	501	Fundamentals of Paver and Wall Installation - Continuous Build Part 2	Bob Phillips, Phillips Landscaping Ross Causey, Garden Square Landscaping	Advanced: FREE Onsite: \$20
9:30 AM-12:00 PM	504	Misconceptions of Clay Brick Pavers	Doug Rose, Pine Hall Brick	Advanced: FREE Onsite: \$20
9:30 AM-12:30 PM 2:00 PM-3:30 PM	502	Becoming a Full-Service Outdoor Living Contractor	Joe Raboine, Oldcastle APG Joe Palimeno, Ledden Palimeno	Advanced: FREE Onsite: \$20
10:45 AM-12:15 PM	510	How to Properly Insure Your Business	Craig Clark, The Dunn Group	Advanced: \$40 Onsite: \$60
10:45 AM-12:15 PM	512	Porcelain Pavers - Performance and Applications	Antonio Fernandez, Mirage USA Ryan Toscano, Mirage USA	Advanced: FREE Onsite: \$20
10:45 AM-12:15 PM	513	SRW Best Practices	Chad Julius, Allan Block	Advanced: FREE Onsite: \$20
10:45 AM-12:15 PM	511	All You Need to Know - And Then Some - About Decking...	Lainie Sleppin, MoistureShield	Advanced: FREE Onsite: \$60
1:00 PM-3:00 PM	516	Designing and Building with Porcelain Pavers (Spanish)	Antonio Fernandez, Mirage USA	Advanced: FREE Onsite: \$20
1:30 PM-3:30 PM	514	Increase Your Profits and Installation Knowledge of Low Voltage Landscape Lighting	Jim Frederick, Tru-Scapes	Advanced: FREE Onsite: \$20
1:45 PM-3:15 PM	521	15 Shift Points to Becoming a Multi-Million Dollar Business	Jarod Hynson, Earth, Turf & Wood	Advanced: \$100 Onsite: \$125
1:45 PM-3:15 PM	520	The Scoop - An Engineer's Perspective of Residential Hardscape Construction	Bart Shippee, Shippee Engineers	Advanced: \$40 Onsite: \$60
1:45 PM-3:15 PM	518	Utilizing Drones and other Technology to Market your Business	Andrew Ludewig, EP Henry Matt Basara, EP Henry	Advanced: FREE Onsite:\$20
1:45 PM-3:15 PM	519	You Can Charge For Your Estimates	Ross Causey, Garden Square Landscaping	Advanced: \$40 Onsite: \$60



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Register ONLINE

MAHTS.com

Register 24/7!

Registration Benefits

- Admission to the trade show (2 days)
- As many free seminars as you can fit in
- 26 seminars - including arena and classroom presentations are included in the registration fee
- Cocktail reception on Thursday

Registration Fees

Advance Registration Fee

- \$89 per person
- Available November 1 - 30, 2022

Onsite Registration Fee

- \$99 per person
- Available December 1 - 9, 2022

Questions about attendee registration, please contact Colleen Boyce at cboyce@ephenry.com

Questions about exhibiting, please contact Sally O'Shea at soshea@ephenry.com

HOTELS & TRAVEL

Full details can be found at mahts.com/hotels-travel

Advance rate deadline is 5:00 p.m. Wednesday, November 16th, 2022

Hotel rates listed below are based on single or double occupancy and based on availability.

Tax, tourism fees and occupancy fees are in addition to the room rates listed below.

[Transportation and Parking](#)

[Atlantic City Convention Center – Google Maps](#)



RESORTS CASINO HOTEL

\$69/night plus tax, tourism, and occupancy fees Sunday through Thursday nights and \$85/night Friday night.

Reservations may be made by clicking: [Resorts Room Reservations](#) or by calling: (609) 340-6760 and mentioning group code VMAHT22.

[Resorts Casino Hotel – Google Maps](#)



SHERATON ATLANTIC CITY

\$129/night plus applicable state and local taxes, and a \$1 tourism fee

[Book your group rate for MAHTS 2022](#)

[Sheraton Atlantic City - Google Maps](#)

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Show Hours:

Thursday, December 8th 7:00 AM – 6:00 PM

Friday, Demeber 9th 7:00 AM – 2:00 PM

Here are some of the companies who will be at MAHTS

Check mahts.com/tradeshow for updates



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