

CERTIFICATION CLASS

All Classes are held at the Atlantic City Convention Center

Tuesday, December 5th

COST: Advance: \$50 Onsite: \$100 (in addition to registration fee)

TIME	CODE	COURSE NAME	INSTRUCTOR	LOCATION
1:00 PM - 5:00 PM	TU100	Allan Block Contractor Certification Program	Don Clayton, Allan Block	Classroom

CLASSROOM & ARENA EDUCATION

Wednesday, December 6th

Trade Show Hours: 8:00 AM - 6:00 PM

Advance Registration fee includes all FREE courses. Onsite fee is \$25 per session (in addition to registration fee).

TIME	CODE	COURSE NAME	INSTRUCTOR	LOCATION
9:00 AM-10:30 AM	WED705	How to Design and Present Outdoor Living Spaces (Spanish)	Jesus Salinas, AJS Solutions	Latino Arena
9:15 AM-10:45 AM	WED707	Segmental Retaining Wall Basics	Rob Hipszer, Anchor Diamond	PRO Arena
9:15 AM-10:45 AM	WED710	Raised Patio Installation	Mark Maseo, Maseo Landscape, Inc.	Advanced Arena
9:15 AM-12:00 AM	WED713	Circuit Training with Marmiro Stones: Elevate Your Natural Stone Installations	Mike Carey, Mike Hayden, John DeRosa, Matt Myles, and Benito Ferrer, Marmiro, and Nick Lobascio 88 Clean & Seal	Innovation Stage
10:45 AM-11:45 AM	WED712	SAKRETE 101 - Concrete Fundamentals and the ABC's of Mix Offerings (Spanish)	Juan Gonzalez, Sakrete	Latino Arena
11:00 AM-12:00 PM	WED704	Elements Outdoor Kitchens, Grills and Fire Features	Jordan Barkas, Oldcastle APG	Advanced Arena
11:00 AM-12:00 PM	WED709	Porcelain Pavers - Performance and Applications	Craig Sheller, Sheller Outdoor Living Ryan Toscano, Mirage USA	PRO Arena
1:00 PM-2:00 PM	WED702	Basic Paver Installation Methods (Spanish)	Michael Tous, Grass Masters	Latino Arena
1:00 PM-2:00 PM	WED703	Grow from a Hardscape Contractor into an Outdoor Living Contractor	Joe Raboine, VP of Design, Oldcastle APG	Advanced Arena
1:15 PM-2:45 PM	WED708	Light Up Your Profits with Hardscape Lighting!	Mike Zischang, Tru-Scapes Jim Frederick, Tru-Scapes	PRO Arena
1:15 PM-2:45 PM	WED714	Industry Tools for the New Age Hardscaper: Efficiency, On-Site Fabrication, and the Right Tool Selection	Nick Lobascio, 88 Clean & Seal Mike Carey, Marmiro John DeRosa, Marmiro	Innovation Stage
2:15 PM-3:45 PM	WED701	Advanced Paver Installation Methods (Spanish)	Michael Tous, Grassmasters	Latino Arena
2:15 PM-3:45 PM	WED706	Using Tools and Equipment to Increase Productivity and Help Solve Your Labor Crisis	Phil Bahler, Pave Tool Innovators	Advanced Arena
3:00 PM-4:00 PM	WED711	Sakrete 101 - Concrete Fundamentals and the ABC's of Mix Offerings	Dirk Tharpe, Sakrete	PRO Arena
3:00 PM-4:00 PM	WED715	Natural Stone Veneer: Timeless Meets Innovation - Exploring Cutting-Edge Designs and Textural Harmony	Dana Cornetto, Marmiro	Innovation Stage
4:00 PM-6:00 PM		Networking Reception		Exhibit Hall
7:00 PM-10:00 PM		Customer Appreciation Party		The Yard, Bally's



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CLASSROOM & ARENA EDUCATION

All Classes are held at the
Atlantic City Convention Center

Thursday, December 7th

Trade Show Hours: 8:00 AM - 4:00 PM

Advance Registration fee includes all FREE courses. Onsite fee is \$25 per session (in addition to registration fee).

TIME	CODE	COURSE NAME	INSTRUCTOR	LOCATION
8:15 AM-9:15 AM	TH802	Building Features with Cast Stone Wall and Artforms	James Yates, ASA Outdoor Living Nick Karl, Belgard	Advanced Arena
8:15 AM-9:15 AM	TH816	Permeable Paver Basics	Kevin Earley, Anchor Diamond	PRO Arena
8:15 AM-9:45 AM	TH801	Anchor Wall Estimator Tool	Rob Hipszer, Anchor Diamond	Classroom
8:15 AM-9:45 AM	TH815	Designing and Building with Porcelain Pavers (Spanish)	Palo Lorenzani, Mirage USA Allie Jackson, Mirage USA	Latino Arena
8:15 AM-9:45 AM	TH831	DOT Compliance & Awareness	Michael Dalbey, Fleet Safety Consultants	Classroom
8:15 AM-9:45 AM	TH823	Know Your Numbers-Learn What You Need to Charge	Weston Zimmerman, SynkedUP	Classroom
9:00 AM-12:00 AM	TH817	Pricing Using Cost Based Estimating	Marcus vandeVliet, MV Enterprises	Classroom
9:15 AM-10:45 AM	TH824	The Art of Natural Stone Fabrication	Mike Carey, Marimiro Mike Hayden, Marimiro John DeRosa, Marimiro	Innovation Stage
9:30 AM-11:00 AM	TH804	Introducing and Installing the New Modularity Paver System / Origins and Dimensions	Dan Moreland, Belgard	PRO Arena
9:30 AM-11:30 AM	TH807	Designing and Building with Porcelain Pavers	Craig Sheller, Sheller Outdoor Living Ryan Toscano, Mirage USA	Advanced Arena
10:00 AM-11:30 AM	TH833	Grow Profits Using Job Costing to Identify and Eliminate Waste in Your Company	Rich Thiebaut, LMN and Greenius	Classroom
10:00 AM-11:30 AM	TH818	Retaining Wall Designs and Installations (Spanish)	Michael Tous, Grassmasters	Latino Arena
10:00 AM-11:30 AM	TH809	Social Spaces - Leverage Social Media to Grow Your Business	Nick Baughman, Earth Scapes Landscape & Outdoor Living Kyle Baughman, Earth Scapes Landscape & Outdoor Living	Classroom
10:00 AM-11:30 AM	TH810	In the Price Wars, Square Foot Looses	Bill Gardocki, Hardscape Educator	Classroom
11:00 AM-12:00 PM	TH825	Exploring Natural Stone Design Styles with Marmiro Stones: From Timeless Traditions to Contemporary Brilliance	Dana Cornetto, Marmiro Matt Myles, Marmiro	Innovation Stage
11:15 AM-12:15 PM	TH811	Capturing the Outdoor Living Space... the Importance of a Biophilic Design	John Lea, Decksouth Lainie Sleppin, MoistureShield	PRO Arena
1:00 PM-2:00 PM	TH808	Expand Your Hardscape Business Servicing Repairs, Cleaning & Sealing (Spanish)	Michael Tous, Grassmasters Jesus Salinas, AJS Solutions	Latino Arena
1:00 PM-2:00 PM	TH821	Utilizing Drones and other Technology to Market Your Business	Matt Basara, Oldcastle APG Andrew Ludewig, Oldcastle APG	Classroom
1:00 PM – 2:30 PM	TH835	Expand your Offerings and Increase your Profit Installing Precast Plunge Pools	Karen Larson, Soake Pools	Classroom
1:00 PM-2:30 PM	TH806	Cracks, Causes, and Concrete Repair	Dirk Tharpe, Sakrete	Classroom
1:15 PM-2:45 PM	TH812	Advanced Landscape Lighting Techniques	TJ McGarth, Tru-Scapes Jim Frederick, Tru-Scapes	Advanced Arena
1:15 PM-2:45 PM	TH826	Manufactured Stone Veneer Installation Systems	Jeff Miller, EP Henry	Innovation Stage
1:15 PM-2:45 PM	TH805	Concrete Paver Maintenance - Learn How to Properly Join and Seal Paver Projects From the Experts	Randy Bianchi, Techniseal Jessica Burnett, Techniseal	PRO Arena
1:30 PM-4:30 PM	TH813	Landscape Project Management	Marcus vandeVliet, MV Enterprises	Classroom
2:15 PM-3:45 PM	TH814	Installation Methods for Natural Stone: Discover the Keys to Success (Spanish)	Sabastian Estrada, Marmiro Benito Ferrer, Marmiro	Latino Arena
3:00 PM-4:00 PM	TH803	Constructing Fencing Instadeck Decking, Railing & Pergolas with Privacy Frames	Brianne Papa, Barrette Outdoor Living	Advanced Arena
3:00 PM-4:00 PM	TH819	Segmental Retaining Wall BEST PRACTICES	Don Clayton, Allan Block	PRO Arena

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