

2012 REGISTRATION KIT

NLCA NEWFOUNDLAND AND LABRADOR
CONSTRUCTION ASSOCIATION

ANNUAL CONFERENCE

2012

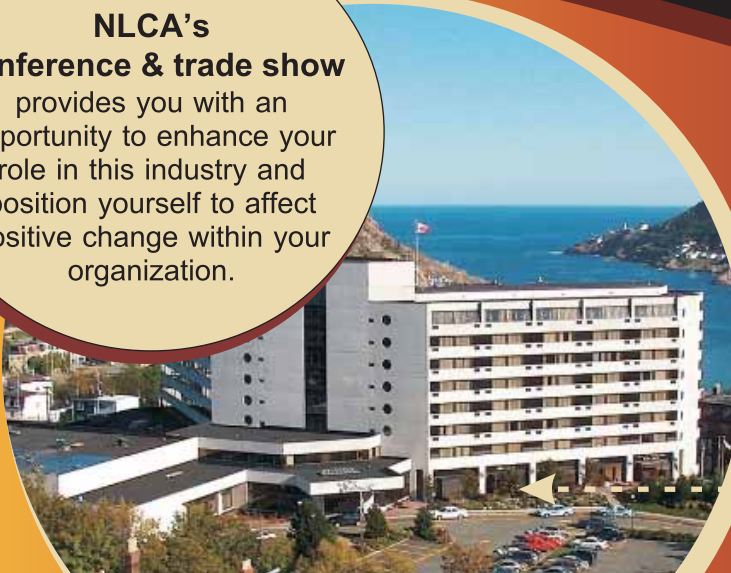
MARCH 1-3

SHERATON HOTEL
NEWFOUNDLAND



**Kevin
McEvoy**
Conference
Chair

NLCA's
conference & trade show
provides you with an
opportunity to enhance your
role in this industry and
position yourself to affect
positive change within your
organization.



TENDERING

&

PROCUREMENT

Navigating the Maze

**Thank-you to our Early Bird
Prize Sponsor - Good Luck to
all delegates that registered
before Dec. 16/11!**



**"Lower Battery,"
by Rodney Miller**

Generously Sponsored by:



Visit www.nlca.ca; call 709-753-8920 or email scasey@nlca.ca
for more information or to register!

2012 REGISTRATION PACKAGE

(www.nlca.ca)

NLCA

Annual Conference 2012

TENDERING & PROCUREMENT:

----- navigating the maze -----



Kevin McEvoy
2012 Conference Chair

An Invitation *from the Conference Committee Chair*

Dear Colleagues,

On behalf of the Conference Organizing Committee, it is my pleasure to invite you to participate as a delegate for NLCA's upcoming conference to be held March 1-3, 2012 at the Sheraton St. John's Hotel.

The communication and exchange of ideas with other construction professionals is integral to the future success of the construction industry in our province. Create solutions, learn about the newest products and services and immerse yourself in an environment where dialogue and effective problem solving are on the forefront. NLCA's conference and trade show provides you with an opportunity to enhance your role in this industry and position yourself to affect positive change within your organization.

Sincerely,

Kevin McEvoy

2012 Conference Committee Chair

who should attend...

- General Contractors
- Electrical Contractors
- Mechanical Contractors
- Manufacturers & Suppliers
- Architects
- Trade Specialities
- Heavy Civil Contractors
- Safety Professionals
- Engineering Technicians & Technologists
- Consulting Engineers
- Road Building Contractors
- Engineers
- Municipalities
- Government Purchasing Agencies
- Finance Companies
- Insurance and Surety Companies
- Education and Training Providers
- Owners
- Government Authorities
- Project Managers

attire

The attire for the conference is **business casual**, while the **formal** attire is recommended at the Awards Gala.



about the conference...

The NLCA Annual Conference, now in its 43rd year, is recognized as the preeminent construction conference and is designed for mid-to senior-level management professionals who work in any of the commercial and industrial construction markets.

This conference will bring to the forefront new insights into the legal, business, and economic challenges and opportunities in today's construction industry in our Province. Panel discussions from consulting, and construction experts will delve deep into some of the most challenging issues, providing sharp insight and practical solutions.

All participants will walk away with invaluable information and resources that will assist them in meeting today's challenges!

accommodations

A block of rooms at a special rate of **\$159⁰⁰** (per night/double occupancy) has been arranged for 2012 Conference at the Shearton Hotel Newfoundland.

To book your accommodations, please call the hotel directly and advise that you are a delegate at the NLCA 2012 Conference.

Reservations: (709) 726-4980

** Sheraton Hotel Newfoundland is pleased to offer FREE Parking and FREE Wi-Fi*



For more information, or to register online visit www.nlca.ca.

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THURSDAY, MARCH 1st, 2012

NLCA REGISTRATION DESK AND BOOKSTORE

3:00 p.m. - 8:00 p.m.

Main Lobby, Sheraton Hotel Newfoundland

"Come sign in and receive your name badge, delegate conference package and complimentary CCA Documents binder."



OPENING NIGHT WELCOME RECEPTION WITH EXHIBITORS

8:00 p.m. - 11:00 p.m.

Business Alliance Center and Courtyard

Stand-up Buffett ongoing throughout the evening.

Irish luck's proverbial: It never fails, they say, and that's the kind I'm wishing you, with all my heart today, and faith, that's not the half of it, I wish you fun and laughter, good friends and health and happiness today and ever after.

"Come join us as we honour our Irish Heritage in a relaxed, casual evening - where you can meet old friends and make new ones! Come join in the fun!"

Proudly Sponsored by:

Aluma SYSTEMS

GUILDFORDS



FRIDAY, MARCH 2nd, 2012

NLCA REGISTRATION DESK AND BOOKSTORE

7:00 a.m. - 8:30 a.m.

Main Lobby, Sheraton Hotel Newfoundland

"Come sign in and receive your name badge, delegate conference package and complimentary CCA Documents binder."

OPENING BREAKFAST

7:30 a.m. - 9:00 a.m.

Salons A, B, and C

(Breakfast will be plated and served sharply at 7:30 a.m.)

Guest Keynote Speaker: TBD



BUSINESS CONCURRENT SESSION ONE A

9:00 a.m. - 10:15 a.m.

Guest Speaker: John O'Dea,
Partner, McInnes Cooper
Topic: The Anatomy of a Tender/RFP

During this session the guest speaker will dissect the instructions to tenderers and review the traps that bidders face and you will also receive some tips that come out of the current case law.

BUSINESS CONCURRENT SESSION ONE B

9:00 a.m. - 10:15 a.m.

Topic: Joint Venturing

"It is not a bad thing." Find out how to grow your business!

For more information, or to register online visit www.nlca.ca. (schedule subject to change)

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FRIDAY, MARCH 2nd, 2012 Cont..

REFRESHMENT BREAK WITH EXHIBITORS

10:15 a.m. - 10:30 a.m.
Business Alliance Center and Courtyard

"The Business Alliance Center will be open for relaxed conversation and refreshments."

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POWER VAC
BELFOR (O)



BUSINESS SESSION - TWO

10:30 a.m. - 11:45 a.m.
Salons A, B and C
Guest Speaker: Wayne Newell,
Speaker and CFO to Contractors
Topic: The Secret to Increasing
Labour Productivity



The largest controllable cost factor in the construction industry is labour. Control your labour costs and profits will increase. We'll discuss productivity increments, productivity obstacles, employee management skills, effective communications and time management techniques. These techniques and strategies can be easily applied as soon as you return to work.

For more details visit www.contractingworkshop.com.

COCKTAIL RECEPTION WITH EXHIBITORS

12:00 p.m. - 12:30 p.m.
Business Alliance Center and Courtyard

"The Business Alliance Center will be open for relaxed conversation and refreshments."



BUSINESS LUNCHEON

12:30 p.m. - 2:00 p.m.
Salons A, B, and C
(Lunch will be plated and served sharply at 12:30 p.m.)
Guest Keynote Speaker: TBD

REFRESHMENT BREAK WITH EXHIBITORS

2:00 p.m. - 2:30 p.m.
Business Alliance Center and Courtyard

"The Business Alliance Center will be open for relaxed conversation and refreshments."

Proudly Sponsored by:

McCARTHY'S
MECHANICAL



INTERACTIVE PANEL DISCUSSION

2:30 p.m. - 4:30 p.m.
Salons A, B, and C
Topic: Effective Procurement, Tendering and Contract Management.

Join a general contractor, a public owner, a sub-contractor, a supplier, a private owner, consultant and an engineer for an interactive discussion!

What are the issues - how can we work together?

CHARITY AUCTION

7:00 p.m.
Salons A, B and C
Charity of Choice: TBD

"Come out and show your support with this worthwhile cause!.."

For more information, or to register online visit www.nlca.ca. (schedule subject to change)

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SATURDAY, MARCH 3rd, 2012

SECTION MEETINGS

8:30 a.m. - 10:00 a.m.
Meeting Rooms: TBA
Continental Breakfast to be served in each section meeting.

Section meetings for the following sections: General; Electrical; Mechanical; Manufacturers/Suppliers; Heavy Civil and Trade Specialty

"Come out and voice your concerns, discuss relevant topics and meet other members in your trade."

REFRESHMENT BREAK WITH EXHIBITORS

10:00 a.m. - 10:30 a.m.
Business Alliance Center and Courtyard

"The Business Alliance Center will be open for relaxed conversation and refreshments."

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CCA NATIONAL ADDRESS / ANNUAL GENERAL MEETING

10:30 a.m. - 12:30 p.m.
Salons A, B and C

"The CCA National Address will be presented by CCA Chair, Dee Miller."

ANNUAL GENERAL MEETING

10:30 a.m. - 12:30 p.m.
Salons A, B and C

CHAIRPERSON'S COCKTAIL RECEPTION

6:00 p.m. - 7:00 p.m.

Proudly Sponsored by:



NLCA ANNUAL AWARDS GALA

7:00 p.m.
Theme: "Late Night with Steve Hayward"

Entertainment By: Blue Eyed Blonde



"Come celebrate with NLCA award winners!"

AWARD CATEGORIES

- MEMBERSHIP RECOGNITION
- PROVINCIAL SAFETY
- GENERAL CONTRACTOR EXCELLENCE
- SUBCONTRACTOR EXCELLENCE
- SUPPLIER EXCELLENCE
- GOLD SEAL RECOGNITION
- ENVIRONMENTAL ACHIEVEMENT
- COMMUNITY LEADER
- MEMBERS CHOICE - PERSON OF THE YEAR

**NEW THIS YEAR...
HALL OF FAME AWARDS**

For more information, or to register online visit www.nlca.ca. (schedule subject to change)

2012 REGISTRATION FORM

(www.nlca.ca)

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I understand that my delegate fee includes the following receptions and dinners:

- Thursday Opening Night Welcome Reception
- Friday Opening Breakfast
- Friday Keynote Luncheon
- Friday Afternoon Cocktail Reception
- Friday Charity Auction Dinner
- Saturday Chairperson's Ball & Awards Gala Reception & Dinner

Register by Dec 16/11 to be eligible for the **EARLY BIRD PRIZE DRAW** "Lower Battery," by Rodney Miller



Generously Sponsored by:



DELEGATE REGISTRATION FEES (Per Person)

Primary Delegate: Member Rate: \$325.00 (+HST) Non-Member Rate: \$390.00 (+HST)

Secondary Delegate: Member Rate: \$270.00 (+HST) Non-Member Rate: \$330.00 (+HST)

Total of all Event Registration Fees

Primary Delegate Fee: \$ _____ (A)

Secondary Delegate Fee: \$ _____ (B)

Secondary Delegate Fee: \$ _____ (C)

Secondary Delegate Fee: \$ _____ (D)

Total (A+B+C+D): \$ _____

Add 13% HST: \$ _____

Grand Total: \$ _____

I understand that my signature authorizes NLCA to charge the above amount to my Credit Card.

METHOD OF PAYMENT

A cheque or money order from _____

for the amount of \$ _____ made payable to the

NLCA is enclosed.

Please mail the invoice (available to NLCA members only).

Please charge \$ _____ to Mastercard Visa

Card #: _____

Expiry Date: _____ Cardholders Name: _____

Cardholders Signature: _____

Cancellations must be received in writing by February 1st, 2012 to receive refund of fees. A \$50 processing fee will be deducted from all refunds.

PRIMARY DELEGATE (Please Print)

Name: _____
(as it will appear on the badge)

Organization: _____

Mailing Address: _____

Province: _____ Postal Code: _____

Email: _____

SECONDARY DELEGATE (Please Print)

Name: _____
(as it will appear on the badge)

Organization: _____

Email: _____

SECONDARY DELEGATE (Please Print)

Name: _____
(as it will appear on the badge)

Organization: _____

Email: _____

SECONDARY DELEGATE (Please Print)

Name: _____
(as it will appear on the badge)

Organization: _____

Email: _____

PLEASE RETURN THIS FORM TO:

33 Pippy Place, Suite 201
St. John's, NL A1B 3X2

Phone: 709-753-8920 • Fax: 709-754-3968

Email: scasey@nlca.ca

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