

THE Hardscape Show for Contractors
**Attendee Brochure
and Registration**

HardscapeNA.com

Register Now ...
A Must Attend Show!

Cobb Galleria Centre
Atlanta, GA

2009
HARDSCAPE
North AmericaSM

JANUARY 14-17, 2009

Contractor Programs & Seminars
Indoor & Outdoor Trade Show
with Demonstrations



Seminars
January 14-17, 2009

Trade Show
January 16-17, 2009

Register Now! HardscapeNA.com

SHOW PRODUCED BY:



SHOW ENDORSED BY:



“ Interacting with industry professionals both in the classroom and on the trade show floor makes it worth attending Hardscape North America. ”

– John Bell
Owner
Southern Greenscapes, LLC

“ I schedule time for my superintendents to walk the show floor at Hardscape North America. First and foremost it allows us the opportunity to see what's new in the marketplace. They like hands-on demonstrations, innovative products and sharing information about their needs. I also think face time with vendors is important. ”

– Scott Michaud
President & Owner
Unit Paving, Inc.



Companies Exhibiting at HNA



HNA Hardscape Project Awards

See the latest products and visit with the leading companies in your industry.

List as of September 23, 2008

Adsil MicroGuard (First Coast MicroGuard Systems, Inc.)
Advanced Pavement Technologies
Alliance Designer Products, Inc.
American Brick Saw Co, Inc.
Amerisafe, Inc.
Ameristar Fence Products
Architectural Paver Manufacturing
Architectural Stone & Landscape Design Magazine
Artistic Pavers Mfg.
Atlantic Water Gardens
Backyard America
The Belden Brick Company
Belgard®
Boral Brick
Brick Industry Association
Brickstop Corporation
Carthage Mills
Cell-Tek
CEMEX
Cherokee Mfg.
Collier Metal Specialties, Ltd.
CONTRx Systems
Curv-Rite, Inc.
Dancing Bear
Depiction Software
DIMEX
EaCo Chem Inc.
Eagle Bay
EasyPro Pond Products
Envirobond
Evonik Degussa Corporation
Ewing Irrigation
Frog Lights, LLC
Grace Construction Products
The Great Outdoor Room Co.
Hanson Hardscape Products
Hardscape Magazine/Vander Kooi & Associates
Hardscapes USA
Harmony Outdoor Living Inc.
Interlocking Concrete Pavement Institute
Ironsmith, Inc.
John Deere Commercial Worksite Products
John Deere Landscapes
Keson Industries
Kichler Landscape Lighting
L.M. Scofield
Landscape Architect Trades
Landscape Construction and Hardscape Magazine

Lawn & Landscape/Professional Landscape Design
Masonry Cosmetics, Inc.
Masonry Magazine
Master Mark Plastics
Millenia Wall Solutions
National Concrete Masonry Association
Natural Concrete Products
Nitterhouse Masonry Products, LLC
The North Carolina Granite Corp.
Olympic Stone
Oly-Ola Edgings, Inc.
The Outdoor Great Room Co.
Pathfinder/Optimas/Tiger Machine
PAVE TECH, INC./Hardscape Outfitters
Peach State Amenities
Permaloc Corporation
Pine Hall Brick Company, Inc.
Premier Diamond
Prosoco
Quality Diamond Tools
Redland Brick, Inc.
RidgeRock Hardscape Solutions
Roman Fountains
Rosetta Hardscapes
Seal'n Lock System™
Semco Stone
Sims Stone
Smooth-On, Inc.
Snap-Edge Corp.
Soil Retention
SRW Products
Stone Age Mfg.
Stone Resources Consulting
Strata Systems, Inc.
Surebond
Techniseal™
Techo-Bloc
Tencate Geosynthetics
Tensor International Corporation
Tuf-Tite, Inc.
Unilock
Unique Lighting Systems, Inc.
Valley View Industries
Versa-Lok Retaining Wall Systems
Wausau Tile
Weber Machine USA
West Block Systems
Whitacre-Greer
World Diamond Source, Inc.

The Hardscape North America Hardscape Project Awards recognizes outstanding hardscape projects by contractors in residential and commercial/industrial applications. These projects may include, but are not limited, to walkways, patios, driveways, plazas, parking lots, etc. Projects must be completed between November 1, 2005 and October 31, 2008. Award winners will be announced at the Hardscape North America trade show on Saturday, January 17, 2009 and will be featured in the *Interlocking Concrete Pavement* magazine and other trade publications.

Entry deadline is
November 7, 2008

Visit HardscapeNA.com for more information on Exhibitors and HNA Project Awards



Hardscape North America is THE Hardscape Show for Contractors! The show is the only national trade show devoted entirely to the hardscape industry. Indoor and outdoor exhibits display state-of-the-art tools, products and services and the latest equipment for the hardscape industry. 'Test drive' the tools and equipment before you purchase.

Seminars are led by the top industry speakers in North America – who understand contractors and landscape design professionals and know how to successfully run a contracting business. Come and network with industry leaders, manufacturer and supplier representatives and other leading authorities in the hardscape industry.

“I have benefited greatly from attending various hardscape tradeshow, discovered exciting new products and learned how to profitably grow my business. Thanks to Hardscape North America I can accomplish all this and more in one location!”

– Chuck Beckman
Vice-President Sales & Marketing
Site Technologies, Inc.

“HNA provides me the opportunity to view the newest innovations and products in the industry. I wouldn't miss it.”

– Bill Gardocki
President
Interstate Landscape Co. Inc.

Who Should Attend?

- Hardscape Contractors
- Landscape Contractors
- Field Supervisors
- Crew Leaders
- Owners
- Estimators
- Distributors
- Design Professionals

Why Should You Attend?

- Learn skills with hands on paver and segmental retaining wall (SRW) installation
- Learn how to better manage your business with 50+ hours of seminars
- Earn ICPI and NCMA installer certifications
- Earn credit hours to ICPI Level II and ICPI Concrete Paver Business Professional Certification
- Experience the latest tools and equipments
- Visit the indoor and outdoor exhibits
- Watch indoor and outdoor demo installations
- Networking opportunities with industry leaders and peers

And much more...

Industry Leading Speakers

- Tony Bass
- Bob Dusin
- Jerry Gaeta
- Dick Hahn
- George Hedley
- Milt Jacobs
- Robert Menard
- Gary Micheloni
- Monroe Porter
- Michael Stone
- Linda Talley
- Charles Vander Kooi

Visit HardscapeNA.com for full descriptions on seminars and to register

Schedule of Events

Wednesday, January 14

8:00 a.m. - 5:00 p.m.	ICPI Level I Concrete Paver Installer Certification Program - Day 1	NCMA SRW Installer Course and Certified SRW Installer™ (CSRWI™) Program
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Thursday, January 15

8:00 a.m. - 5:00 p.m.	Hands-On Best Practices for Segmental Paver Installation	ICPI Level I Concrete Paver Installer Certification Program - Day 2	NCMA SRW Installer Course and Certified SRW Installer™ (CSRWI™) Program
9:00 a.m. - 5:00 p.m.	NCMA SRW Hands-On Installation Basic Course		NCMA SRW Hands-On Installation Advanced Course
1:00 p.m. - 5:00 p.m.	ICPI Chapter Leaders Roundtable (<i>by invitation only</i>)		

Friday, January 16

8:00 a.m. - 9:30 a.m.	Session 1: What Landscapers are Saying When They Say Nothing at All! - Communication Tips For Effective Leaders	Session 2: Boost Your Bottom Line	Session 3: Strategies For Success In a Slower Market	Session 4: Developing a Site Safety Plan	Session 5: What's a Body to Say? Successful Business Negotiation is All About Interpretation!	Session 6: How To Find and Hire the Best Workers
8:00 a.m. - 12:00 p.m.	Session 7: Hardscape Distributors: How to Thrive in Challenging Times					
8:00 a.m. - 5:00 p.m.	Hands-On Best Practices for Segmental Paver Installation					
9:00 a.m. - 5:00 p.m.	NCMA SRW Hands-On Installation Basic Course			NCMA SRW Hands-On Installation Advanced Course		
9:30 a.m. - 4:00 p.m.	Exhibits Open					
10:00 a.m. - 11:00 a.m.	Raised Patio Construction Demonstration					
11:15 a.m. - 12:15 p.m.	Permeable Interlocking Concrete Pavement Installation Demonstration					
12:00 p.m. - 2:00 p.m.	Free Lunch - Outdoor Exhibits Area					
12:30 p.m. - 1:00 p.m.	Low Voltage Lighting Demonstration					
1:00 p.m. - 2:15 p.m.	Stone Veneer Concrete Masonry Wall Construction Demonstration					
1:00 p.m. - 3:00 p.m.	ICPI Level I Certified Instructors Roundtable (<i>by invitation only</i>)					
2:30 p.m. - 3:55 p.m.	Paver Installation Demonstration					
3:00 p.m. - 4:30 p.m.	Session 8: BIA Clay Paver Installation Seminar		Session 9: How to Become a More Productive Field Leader		Session 10: Preventing Silica Health Hazards	
3:00 p.m. - 6:15 p.m.	Session 11A/B: Estimating Strategies		Session 12A/B: Design and Construction of Permeable Interlocking Concrete Pavements - A Contractors Perspective		Session 13A/B: Managing Your Three Greatest Assets: Customers, Employees and Equipment	
4:45 p.m. - 6:15 p.m.	Session 14: Working With Different Generations		Session 15: Nine Necessary Numbers You Need to Know to Own and Manage a Profitable Construction Company		Session 16: Driving Job Site Performance Through Planning and Communicating	

Saturday, January 17

7:30 a.m. - 9:00 a.m.	Session 17: Marketing Strategies That Work			Session 18: Get Paid for a Change		
7:30 a.m. - 10:45 a.m.	Session 19A/B: Design and Construction of Permeable Interlocking Concrete Pavements -A Contractors Perspective	Session 20A/B: Managing and Scheduling Work Crews	Session 21A/B: Profitable Sales - A Contractors Guide	Session 22A/B: Negotiation - The Most Effective Business Skill		
7:30 a.m. - 3:30 p.m.	Session 23: Design Professional Workshop: Sustainable Hardscapes					
8:00 a.m. - 5:00 p.m.	Hands-On Best Practices for Segmental Paver Installation					
9:00 a.m. - 5:00 p.m.	NCMA SRW Hands-On Installation Basic Course			NCMA SRW Hands-On Installation Advanced Course		
9:15 a.m. - 10:45 a.m.	Session 24: Balancing Estimating, Job Costing and Accounting			Session 25: Challenges for Securing a Legal Workforce - H2B 101		
9:30 a.m. - 2:30 p.m.	Exhibits Open					
9:45 a.m. - 10:45 a.m.	Permeable Interlocking Concrete Pavement Installation Demonstration					
11:00 a.m. - 12:00 p.m.	Step and Column Construction Demonstration					
11:15 a.m. - 11:45 a.m.	Low Voltage Lighting Demonstration					
12:15 p.m. - 1:15 p.m.	HNA Project Awards					
1:15 p.m. - 2:30 p.m.	Stone Veneer Concrete Masonry Wall Construction Demonstration					
1:30 p.m. - 2:30 p.m.	Outdoor Kitchen Demonstration					
2:30 p.m. - 4:00 p.m.	Session 26: What Women Want		Session 27: BIA Clay Paver Installation Seminar		Session 28: Developing Web Sites to Attract Customers and Design Professionals	
	Session 29: Non Pressure Sales and Service Skills		Session 30: Leading Workers Based on Attitude (Not Personality)		Session 31: The Selling Process from the Customer's Perspective	

Visit HardscapeNA.com for full descriptions on seminars and to register

Workshop for Distributors and Design Professionals

Hardscape Distributors: How to Thrive in Challenging Times

Friday, January 16, 2009
8:00 a.m. – 12:00 p.m.

New to HNA... join the leaders in hardscape products distribution and learn how to increase profits by improving the sales and operations side of your business. This 4-hour program is designed for distribution owners, managers, and staff. The program features a panel discussion with 4 premiere hardscapes distributors: **Bill Burke, Arizona Stone & Architectural Products**, Phoenix, AZ; **Steve Hedberg, Hedberg Landscape and Masonry Supplies**, Minneapolis, MN; **Frank Nicolia, State Material Mason Supply**, Westbury, NY; and **Jon Levy, Stone Forest Materials**, Kennesaw, GA. Participants will hear how to thrive in a down economy in a keynote address by **Ed Fioroni, Chairman of the Board, ICPI** and a 30 year veteran of work in distribution channels. The program also features roundtable workshops with these timely topics:

1. Growing your business with contractors
2. Where and when to spend advertising dollars
3. Best Practices: Operations
4. Best Practices: Inventory Control
5. Sales floor training
6. Strategic planning
7. Effective collections
8. Working effectively with manufacturers

Distributors will leave the program with a clear understanding of the needs of contractor customers, specific challenges distributors are facing in a down economy, and practical, low-cost solutions that can be implemented for a successful 2009 and beyond.

Design Professional Workshop: Sustainable Hardscapes

Saturday, January 17, 2009
7:30 a.m. - 3:30 p.m.

New to HNA is this workshop specifically for design professionals. The program, geared to Landscape Architects and Civil Engineers, will focus on the sustainable aspects of hardscape products and systems. Topics will include design of permeable interlocking concrete pavements, considerations for green roof design, LEED points for concrete masonry and segmental retaining walls, and the sustainable aspects of clay brick. AIA and ASLA credits will be offered. This program is co-sponsored by ICPI, NCMA and BIA. Visit www.HardscapeNA.com for complete program details.

Hands-on Seminars

Thursday, January 15, Friday, January 16
and Saturday, January 17

Participate in hands-on training in one of three hands-on seminars. Each seminar is offered all three days. Space is limited so register early.

- | | |
|-----------------------|--|
| 8:00 a.m. – 5:00 p.m. | Hands-on Best Practices for Segmental Paver Installation |
| 9:00 a.m. – 5:00 p.m. | NCMA SRW Hands-on Installation Basic Course |
| 9:00 a.m. – 5:00 p.m. | NCMA SRW Hands-on Installation Advanced Course |

Contractor Roundtable

Free Contractor Roundtable discussions will be scheduled at ICPI's Booth #639 during the tradeshow. Another great opportunity to network with your peers.

Hotel Information

Hardscape North America has reserved rooms at the following hotels: Renaissance Waverly Hotel (host hotel), Sheraton Suites Galleria, Doubletree Guest Suites and the Courtyard by Marriott - Cumberland.

Hardscape North America will be held at the Cobb Galleria Centre.

A limited amount of rooms have been reserved at all 4 hotels at a discounted rate until **Monday, December 22, 2008**. In order to receive these special rates, you must mention Hardscape North America when making your reservation. After December 22, 2008, or once the block has been filled (**which ever comes first**), reservations will be accepted on a space and rate available basis.

Renaissance Waverly Hotel
www.renaissancehotels.com

To make reservations call: (888) 391-8724
\$169.00 single/double

Attached to Cobb Galleria Centre

Sheraton Suites Galleria
www.starwoodhotels.com

To make reservations call: (800) 325-3535
\$149.00 single/double

Across the street from Cobb Galleria Centre
(connected by sky bridge)

Doubletree Guest Suites
www.doubletree.com

To make reservations call: (770) 980-1900
\$129.00 single/double

One mile from Cobb Galleria Centre

Courtyard by Marriott - Cumberland
www.marriott.com

To make reservations call: (770) 952-2555
\$129.00 single/double

One mile from Cobb Galleria Centre

Visit HardscapeNA.com for full descriptions on seminars and to register



ATTENDEE PROFILE

- What is your primary business? (check one)
 - Contractor Dealer/Distributor
 - Manufacturer Design Professional
 - Supplier to the industry
 - Allied to the field (government, academia, associations)
 - Student
 - Other, please specify: _____
- What is your primary job function? (check one)
 - Owner/CEO/President
 - Manager/Supervisor/Crew Leader
 - Design Specialist (architects, landscape architects, engineers, etc)
 - Crew Member
 - Student
 - Other, please specify: _____
- What is your purchasing role? (check one)
 - Final Decision Maker
 - Recommend or Specify Products or Vendors
 - No Role
- What is the size of your organization? (check one)
 - 1 11-20 101-500
 - 2-4 21-50 501+
 - 5-10 51-100

- Please indicate your company's annual revenue. (This information is confidential and is used for planning purposes for future Hardscape North America trade shows.)
 - \$250,000 or less
 - \$250,001 - \$500,000
 - \$500,001 - \$1 million
 - \$1 million - \$5 million
 - more than \$5 million

- How long have you been in this industry?(check one)
 - Less than a year 5-9 years
 - 1-4 years 10+ years

- How did you hear about Hardscape North America (check one)
 - HNA Attendee Brochure E-mail from HNA
 - Friend or Colleague Industry Association
 - Attended a previous HNA show _____
 - Exhibitor (please specify) _____
 - Magazine (please specify) _____
 - Internet (please specify website) _____
 - Manufacturer (please specify) _____
 - Dealer (please specify) _____
 - Other: _____

PAYMENT INFORMATION

- Check here if you require special services. Please include a written description of your needs.
 - Check enclosed. (Payable in U.S. Funds to ICPI)
 - Credit card payment: (circle)
 - VISA MasterCard Amex
- Card no. _____
- Exp. date _____
- Signature _____

Cancellations: All cancellations must be received in writing by Hardscape North America (HNA) by fax, e-mail or mail. A refund, less an administrative fee of \$50 per person will be issued if received by Wednesday, January 7, 2009. Substitutions will be permitted from the same company at any time prior to the start date without penalty.

Register by December 22 for early registration fees!
Convenient and secure online registration is available at HardscapeNA.com.

Mail this registration form with payment to:
Hardscape North America
1444 I Street, NW, Suite 700
Washington, DC 20005-6542 USA
Tel: 888-580-9960 or 202-449-1120
Fax: 202-216-0246



ATTENDEE REGISTRATION FORM

Registration-Part I

Please make copies of this form for multiple registrations and fax to Hardscape North America at 202-216-0246 or register online at HardscapeNA.com. All fees must be paid in advance and in U.S. dollars by either check or credit card. All checks must be made payable to ICPI. Please complete all fields legibly.

First Name _____ Last Name _____

Company _____

Address _____

City _____ State/Province _____

Zip/Postal Code _____ Country _____

Phone _____ Fax _____

*Email _____

*Please include for confirmation, receipt and updated communications.

QUALIFY FOR A 10% DISCOUNT

If four individuals from the same company register at the same time, either using online registration or hard copy registration form, the company will receive a 10% discount on all seminar packages, ala carte seminar packages, and tradeshow only. The discount is not valid for installer certification programs and hands on seminars. If an individual from the company cancels their registration, the company will no longer qualify to receive the 10% discount.

PACKAGE SELECTION

All seminar selections include complimentary access to the trade show, demonstrations and lunch on Friday	Early Registration (Must be received by 12/22/08)	Registration (Received after 12/22/08)	TOTALS
<input type="checkbox"/> Trade show only (includes demonstrations and lunch on Friday)	\$35	\$50	_____
<input type="checkbox"/> Trade show only Student* University/College/Vocational Trade School Name _____	\$10	\$10	_____

INSTALLER PROGRAMS

<input type="checkbox"/> ICPI Level I Concrete Paver Installer Certification (two days) – ICPI Members	\$195	\$245	_____
<input type="checkbox"/> ICPI Level I Concrete Paver Installer Certification (two days) – Non-Members	\$250	\$350	_____
<input type="checkbox"/> NCMA SRW Installer Course and Certified SRW Installer™ (CSRWI™) Program - WEDNESDAY	\$175	\$275	_____
<input type="checkbox"/> NCMA SRW Installer Course and Certified SRW Installer™ (CSRWI™) Program - THURSDAY	\$175	\$275	_____
<input type="checkbox"/> Hands-on Best Practices for Segmental Paver Installation – THURSDAY	\$450	\$500	_____
<input type="checkbox"/> Hands-on Best Practices for Segmental Paver Installation – FRIDAY	\$450	\$500	_____
<input type="checkbox"/> Hands-on Best Practices for Segmental Paver Installation – SATURDAY	\$450	\$500	_____
<input type="checkbox"/> NCMA SRW Hands-on Installation Basic Course – THURSDAY	\$450	\$500	_____
<input type="checkbox"/> NCMA SRW Hands-on Installation Basic Course – FRIDAY	\$450	\$500	_____
<input type="checkbox"/> NCMA SRW Hands-on Installation Basic Course – SATURDAY	\$450	\$500	_____
<input type="checkbox"/> NCMA SRW Hands-on Installation Advanced Course - THURSDAY	\$450	\$500	_____
<input type="checkbox"/> NCMA SRW Hands-on Installation Advanced Course - FRIDAY	\$450	\$500	_____
<input type="checkbox"/> NCMA SRW Hands-on Installation Advanced Course - SATURDAY	\$450	\$500	_____

SEMINAR PACKAGES

<input type="checkbox"/> ICPI Certification and All Seminar Super Pass (Attend the ICPI Level I Concrete Paver Installer Certification Program (two days) and select six 1-1/2 hour seminars, check session choices on next page)	\$460	\$560	_____
<input type="checkbox"/> All Seminar Pass (Select six 1-1/2 hour seminars, check session choices on next page)	\$250	\$350	_____

(from 2nd page of registration form) ALA CARTE TOTAL _____

* Student's must show student ID on-site to qualify for student discount rate otherwise full trade show only pass will be charged. GRAND TOTAL _____



PACKAGE DESCRIPTIONS

ICPI Level I Concrete Paver Installer Certification (2 days)
Student Manual

Two-day classroom training
Certification exam

Two days of Hardscape North America Trade Show admittance including demonstrations and free lunch on Friday

NCMA SRW Installer Course and Certified SRW Installer™ (CSRWI™) Program

One-day classroom training
Certification exam

Handouts

Two days of Hardscape North America Trade Show admittance including demonstrations and free lunch on Friday

Hands-on Best Practices for Segmental Paver Installation

One-day classroom and outdoor hands-on training

Student Manual

Boxed Lunch on day of program

Two days of Hardscape North America Trade Show admittance including demonstrations and free lunch on Friday

NCMA SRW Hands-on Installation Basic Course

One-day classroom and outdoor hands-on training

Student manual

Boxed lunch on day of program

Two days of Hardscape North America Trade Show admittance including demonstrations and free lunch on Friday

NCMA SRW Hands-on Installation Advanced Course

One-day classroom and outdoor hands-on training

Student manual

Boxed lunch on day of program

Two days of Hardscape North America Trade Show admittance including demonstrations and free lunch on Friday

ICPI Certification and All Seminar Super Pass

ICPI Level I Concrete Paver Installer Certification Program (2 days)

Six 1-1/2 hour seminars (3 hour seminars count as two selections) *NOTE: seminar 7 and 23 are not included in package*

Handouts

Two days of Hardscape North America Trade Show admittance including demonstrations and free lunch on Friday

All Seminar Pass

Six 1-1/2 hour seminars (3 hour seminars count as two selections) *NOTE: seminar 7 and 23 are not included in package*

Handouts

Two days of Hardscape North America Trade Show admittance including demonstrations and free lunch on Friday

Seminar Sessions

Handouts

Two days of Hardscape North America Trade Show admittance including demonstrations and free lunch on Friday

Trade Show Pass

Two days of Hardscape North America Trade Show admittance

Demonstrations

Free lunch on Friday

NAME _____

COMPANY _____

Registration-Part II

A LA CARTE SEMINAR SESSIONS – (If selecting a seminar package, check seminar choices below)
All Seminars includes complimentary trade show admittance including demonstrations and lunch on Friday

NOTE: Please do not select concurrent sessions running at the same time. Refer to program schedule for descriptions

Session 11, 12, 13, 19, 20, 21 and 22 are two-part 3 hour sessions.	Early Registration (Must be received by 12/22/08)	Registration (Received after 12/22/08)	TOTALS
<input type="checkbox"/> Session 1: What Landscapers are Saying When They Say Nothing at All! - Communication Tips for Effective Leaders (Friday, 8:00 a.m. - 9:30 a.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 2: Boost Your Bottom Line (Friday, 8:00 a.m. - 9:30 a.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 3: Strategies For Success in a Slower Market (Friday, 8:00 a.m. - 9:30 a.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 4: Developing a Site Safety Plan (Friday, 8:00 a.m. - 9:30 a.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 5: What's a Body to Say? Successful Business Negotiation Is All About Interpretation! (Friday, 8:00 a.m. - 9:30 a.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 6: How to Find and Hire the Best Workers (Friday, 8:00 a.m. - 9:30 a.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 7: Hardscape Distributors: How to Thrive in Challenging Times (Friday, 8:00 a.m. - 12:00 p.m.)	\$99	\$129	_____
<input type="checkbox"/> Session 8: BIA Clay Paver Installation Seminar (Friday, 3:00 p.m. - 4:30 p.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 9: How to Become a More Productive Field Leader (Friday, 3:00 p.m. - 4:30 p.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 10: Preventing Silica Health Hazards (Friday, 3:00 p.m. - 4:30 p.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 11A/B: Estimating Strategies (Friday, 3:00 p.m. - 6:15 p.m.)	\$79	\$99	_____
<input type="checkbox"/> Session 12A/B: Design and Construction of Permeable Interlocking Concrete Pavements - A Contractor Perspective (Friday, 3:00 p.m. - 6:15 p.m.)	\$79	\$99	_____
<input type="checkbox"/> Session 13A/B: Managing Your Three Greatest Assets: Customers, Employees and Equipment (Friday, 3:00 p.m. - 6:15 p.m.)	\$79	\$99	_____
<input type="checkbox"/> Session 14: Working with Different Generations (Friday, 4:45 p.m. - 6:15 p.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 15: Nine Necessary Numbers You Need to Know to Own and Manage a Profitable Construction Company (Friday, 4:45 p.m. - 6:15 p.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 16: Driving Job Site Performance Through Planning and Communicating (Friday, 4:45 p.m. - 6:15 p.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 17: Marketing Strategies That Work (Saturday, 7:30 a.m. - 9:00 a.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 18: Get Paid for a Change (Saturday, 7:30 a.m. - 9:00 a.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 19A/B: Design and Construction of Permeable Interlocking Concrete Pavements - A Contractors Perspective (Saturday, 7:30 a.m. - 10:45 a.m.)	\$79	\$99	_____
<input type="checkbox"/> Session 20A/B: Managing and Scheduling Work Crews (Saturday, 7:30 a.m. - 10:45 a.m.)	\$79	\$99	_____
<input type="checkbox"/> Session 21A/B: Profitable Sales - A Contractors Guide (Saturday, 7:30 a.m. - 10:45 a.m.)	\$79	\$99	_____
<input type="checkbox"/> Session 22A/B: Negotiation - The Most Effective Business Skill (Saturday, 7:30 a.m. - 10:45 a.m.)	\$79	\$99	_____
<input type="checkbox"/> Session 23: Design Professional Workshop: Sustainable Hardscapes (Saturday, 7:30 a.m. - 3:30 p.m.)	\$135	\$175	_____
<input type="checkbox"/> Session 24: Balancing Estimating, Job Costing and Accounting (Saturday, 9:15 a.m. - 10:45 a.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 25: Challenges for Securing a Legal Workforce H2B 101 (Saturday, 9:15 a.m. - 10:45 a.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 26: What Women Want (Saturday, 2:30 p.m. - 4:00 p.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 27: BIA Clay Paver Installation Seminar (Saturday, 2:30 p.m. - 4:00 p.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 28: Developing Web Sites to Attract Customers and Design Professionals (Saturday, 2:30 p.m. - 4:00 p.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 29: Non Pressure Sales and Service Skills (Saturday, 2:30 p.m. - 4:00 p.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 30: Leading Workers Based on Attitude (Not Personality) (Saturday, 2:30 p.m. - 4:00 p.m.)	\$59	\$79	_____
<input type="checkbox"/> Session 31: The Selling Process From the Customer's Perspective (Saturday, 2:30 p.m. - 4:00 p.m.)	\$59	\$79	_____
A LA CARTE TOTAL			_____

Savings of \$144

Savings of \$104

Demonstrations and Exhibit Schedule

All demonstrations and lunch on Friday are included in the Trade Show Only Pass and Seminar Sessions

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Hardscape North America 2009 will showcase the latest technology with demonstrations by the leading industry experts. Make sure you stop by the Indoor Demonstration area located on the exhibit floor or the Outdoor Exhibit Area located in the Centre's parking garage to learn techniques that can be used on your next project!



Friday, January 16, 2009

- 9:30 a.m. – 4:00 p.m. Indoor and Outdoor Exhibits
- 10:00 a.m. – 11:00 a.m. Raised Patio Construction Demonstration
- 11:15 a.m. – 12:15 p.m. Permeable Interlocking Concrete Pavement Installation Demonstration
- 12:00 p.m. – 2:00 p.m. Free Lunch in Outdoor Exhibit Area
- 12:30 p.m. – 1:00 p.m. Low Voltage Lighting Demonstration
- 1:00 p.m. – 2:15 p.m. Stone Veneer Concrete Masonry Wall Construction Demonstration
- 2:30 p.m. – 3:55 p.m. Paver Installation Demonstration

Saturday, January 17, 2009

- 9:30 a.m. – 2:30 p.m. Indoor and Outdoor Exhibits
- 9:45 a.m. – 10:45 a.m. Permeable Interlocking Concrete Pavement Installation Demonstration
- 11:00 a.m. – 12:00 p.m. Step and Column Construction Demonstration
- 11:15 a.m. – 11:45 a.m. Low Voltage Lighting Demonstration
- 12:15 p.m. – 1:15 p.m. HNA Project Awards
- 1:15 p.m. – 2:30 p.m. Stone Veneer Concrete Masonry Wall Construction Demonstration
- 1:30 p.m. – 2:30 p.m. Outdoor Kitchen Demonstration



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