SPFA
CONVENTION & EXPO
February 12-15, 2013
Hyatt Regency Jacksonville-Riverfront
JACKSONVILLE, FLORIDA
Schedule at a Glance

**TUESDAY, FEBRUARY 12**
8:00am – 5:00pm    SPFA Professional Certification Program

**WEDNESDAY, FEBRUARY 13**
8:00am – 5:00pm    SPFA Professional Certification Program
12:00pm – 5:00pm   Golf Tournament

**THURSDAY, FEBRUARY 14**
8:00am – 10:00am   General Session
                  President’s Welcome
                  Keynote Speaker
10:15am – 11:00am  Breakout Session 1 (details inside)
11:15am – 12:00pm  Breakout Session 2 (details inside)
12:30pm            Contractor Awards Luncheon
2:30pm             Exhibit Hall Open
5:00pm – 6:00pm    Reception in Exhibit Hall

**FRIDAY, FEBRUARY 15**
7:00am – 7:45am    SPFA Member Business Session
8:30am – 10:30am   General Session
                  SPFA Committee & Activity Reports
                  Keynote Speaker
10:45am – 11:30am  Breakout Session 1 (details inside)
11:45am – 12:30pm  Breakout Session 2 (details inside)
1:15pm – 2:00pm    Contractors Only Session
2:00pm – 5:00pm    Exhibit Hall Open
5:00pm – 6:00pm    Reception in Exhibit Hall
7:00pm – 9:30pm    Closing Reception
**Growth Is Happening – And You’re Part of It**

**Welcome to Sprayboard Convention & Expo 2013.** Thank you for your interest in and support of our industry. Coming out of the smaller share that we formerly held, it would be easy to think you are alone out there, working at selling, applying and promoting a product and industry all by yourself.

Believe me, you are not alone! The best way to know that you are not alone and improve in all facets needed for a successful operation is to interact with other contractors who face similar challenges in their work environments. Fortunately for us, our industry has a forum where you can meet your competitors, your suppliers, technical experts and representatives from all facets of our industry. I am speaking of course about our Annual Convention. The annual SPFA Convention has grown exponentially over the last five years. In 2007, our total attendance was approximately 480 participants. Last year, our attendance in Dallas was more than 1,200 people! That is a 250% increase in five years of a very challenged economy.

Still think you are alone? Please know that as a trade association, the largest part of our mission is to provide sprayfoam professionals (generally) and sprayfoam contractors (specifically) a resource for industry knowledge, training, news, updates, etc. The Convention & Expo represent an unparalleled opportunity to receive all of those benefits in a single location, which is likely one reason it has grown so dramatically. Your ability to set aside a few days will be rewarded with information, resources and relationships that can help you for years to come.

Please make time for this worthwhile event and join us in Jacksonville in February. If you’re looking for the latest in training and to get in front of SPFA’s new certification program, you’ll want to be there on Feb. 12-13. If you are looking for the best information from technical and market-related breakout sessions, the latest equipment on display with live reps in their booths, the chance to network with your industry peers who have the same challenges and opportunities you do, or just to escape the horrible February weather of the north to beautiful Jacksonville, Florida, you’ll want to be there Feb. 14-15. Better yet, come for all four days and take in the visuals and information that ARE your industry.

I personally hope to see you there. And as a contractor myself, I look forward to meeting each of you in the hallways and the social events to hear about your businesses and share war stories!

**Be safe! Be successful! Be your best!**

Bob Duke  
**SPFA Board President**  
**Applied Energy Savings Systems (AESS)**
Pre-Convention Schedule

TUESDAY, FEBRUARY 12, 2013  8:00am – 5:00pm

Pre-Convention Certification Exam Preparatory Course Descriptions and Schedule

To become Certified under SPFA’s new program, you must pass the exam for each level of certification you would like to achieve, starting with the entry level, the SPF Assistant Written Examination. **Attending classes is not required, however it is highly recommended since these courses will prepare you for exams.** You also have the option of doing “self-study” and simply sitting for the exams. **As stated, to become certified, you must pass the written examination at each level** – it doesn’t matter how you gain the knowledge to pass the tests. The following is the schedule for Exam Preparatory Courses and Written Examinations.

**SPF Insulation and Roofing Assistant – Exam Preparatory Course**
This course will prepare the student for the SPFA Certification Exam for SPF Assistant for both Insulation and Roofing. The topics covered in the curriculum include Introduction to Spray Polyurethane Foam and Chemical, General and Jobsite Health and Safety.

**SPF Insulation Master Installer – Exam Preparatory Course**
This course will prepare the student for the SPFA Certification Exam for SPF Insulation Master Installer. The topics covered in the curriculum include: Troubleshooting and Repair, Preparing for a Third Party Inspection, Thermal and Ignition Barriers, Sealant Foams - One and Two Component, Hybrid Insulation Systems, SPF Equipment and Coating Equipment. **NOTE: The Master Installer is expected to have the knowledge covered in the Assistant and Installer curriculum.**

**SPF Roofing Master Installer – Exam Preparatory Course**
This course will prepare the student for the SPFA Certification Exam for SPF Roofing Master Installer. The topics covered in the curriculum include: Pre-Job Planning, Troubleshooting and Repair, Preparing for Third Party Inspection, Maintenance Repair and Renewal, SPF Equipment and Coating Equipment. **NOTE: The Master Installer is expected to have the knowledge covered in the Assistant and Installer curriculum.**

**SPF Field Examiner – Exam Preparatory Course**
This preparatory course is for individuals wishing to become a certified field examiner. You will learn how to observe, record and assess the work of the installer seeking SPFA Certification for both insulation and roofing. The curriculum will follow the steps of a Field Examination. In addition, the process and procedures for conducting the field examination will be taught. These include the “do’s” and “don’ts” of conducting a Field Examination such as what communication is permitted with a candidate and the importance to refrain from coaching a candidate.

WEDNESDAY, FEBRUARY 13, 2013  8:00am – 5:00pm

**Insulation Installer – Exam Preparatory Course**
This course will prepare the student for the SPFA Certification Exam for SPF Installer Insulation. The topics covered in the curriculum include: Pre-Job Planning, Jobsite Set-Up Procedures, Substrate Preparation, Start-Up Procedures, Installation Methodology and Shut-Down Procedures. **NOTE: The Installer is expected to have the knowledge covered in the Assistant curriculum.**
Roofing Installer – Exam Preparatory Course
This course will prepare the student for the SPFA Certification Exam for SPF Installer Roofing. The topics covered in the curriculum include: Jobsite Set-Up Procedures, Substrate Preparation, Start-Up Procedures, Foam, Foam Installation Methodology, Shut-Down Procedures, Coating Chemistry and Installation Methodology and Shut Down (End of Job).
NOTE: The Installer is expected to have the knowledge covered in the Assistant curriculum.

SPF Insulation Project Manager – Exam Preparatory Course
This course will prepare the student for the SPFA Certification Exam for SPF Insulation Project Manager. The topics covered in the curriculum include: SPF Estimating Guidelines for Materials Usage, Building Science Basics, Building Envelope Design, Mechanical Systems, Codes and Standards, and Material Design and Selection.
NOTE: The Project Manager is expected to have the knowledge and skills covered in the Assistant, Installer and Master Installer curriculum.

SPF Roofing Project Manager – Exam Preparatory Course
This course will prepare the student for the SPFA Certification Exam for SPF Roofing Project Manager. The topics covered in the curriculum include: SPF Estimating Guidelines for Materials Usage, Codes and Standards, Material Design and Selection, and Roofing Fundamentals.
NOTE: The Project Manager is expected to have the knowledge and skills covered in the Assistant, Installer and Master Installer curriculum.

For more details on specific Job Tasks which will be covered for each level, please refer to the Certification Handbooks available at www.sprayfoam.org.

Go to www.sprayfoam.org for a schedule of Informational webinars on SPFA’s NEW Professional Certification Program.

These Exam Preparatory Courses and Written Examinations are NOT included in Convention Registration.

SPFA PROFESSIONAL CERTIFICATION PROGRAM
WRITTEN EXAMINATIONS
To become certified under SPFA’s new program, you must pass the exam and meet the criteria for any level of Certification you would like to achieve. It is a progressive program with each level based on the candidate passing the exam for the previous level. In other words, EVERYONE must begin with SPF Assistant criteria. If your ultimate goal is to be a Certified Project Manager, you must meet the requirements for Assistant, then Installer, then Master Installer, then Project Manager to become a Certified SPF Project Manager.

Schedule

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<tr>
<td>Tuesday, February 12, 2013</td>
<td>8:00am – 6:00pm</td>
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<td>Wednesday, February 13, 2013</td>
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<td>Thursday, February 14, 2013</td>
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<td>Friday, February 15, 2013</td>
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Examinations
In order to take Exams, you must register in the SPFA Professional Certification Program with a one-time fee. Written Examinations are given for each Level:

A) Insulation and Roofing Assistant
Same Written Examination for both
B) Insulation Installer
C) Insulation Master Installer
D) Insulation Project Manager
E) Roofing Installer
F) Roofing Master Installer
G) Roofing Project Manager

The Assistant, Installer, Master Installer and Project Manager (Roofing and Insulation) written examinations will be available to be taken during any of the above dates and times. Please be aware that the examination rooms will close at the times listed and all examinees will be required to leave at that time. Please allow 2-3 hours for each examination.
WEDNESDAY, FEBRUARY 13, 2013

SPFA GOLF TOURNAMENT
St. Johns Golf & Country Club  12:00pm – 5:00pm

St. Johns Golf & Country Club is an extraordinary golf course located in St. Augustine, convenient to both Jacksonville and Daytona Beach. Created by The St. Joe Company and managed by Billy Casper Golf, the 18-hole Clyde Johnston-designed course is the community’s centerpiece. It offers just the right amount of challenge for novice and avid golfers alike. Before you hit the links, warm up on a 10,000 square foot putting green, a double-sided driving range and practice bunker. The Clubhouse is located on a sparkling lake overlooking the beautiful 9th and 18th holes and offers an array of food and beverages. Take your time to enjoy the game while natural wildlife surrounds you during your round.

The tournament will be played in a scramble format with a shotgun start. Cost for the event is $125 per player, which includes green fees, golf cart, bag handling, range usage, and box lunch. There will also be 4 Hole-in-one prizes, Proximity & Team Awards, and a $1,000 Putting Contest. Club rentals are available from the course for an additional $30 (you must make your own arrangements). SPFA will have bus transportation to the event. Proper golf attire is required.

Convention and Expo Schedule

THURSDAY, FEBRUARY 14, 2013

GENERAL SESSION 8:00am – 10:00am
Presidents Welcome

Keynote: What Got Us to First Will Not Bring Us Home, B.K. Simerson

Baseball analysts point out that while a high batting average suggests an individual is likely to reach first base, a different skill is required to bring the batter home: base running.

As in baseball, we all have relied on certain skills to get us to where we are today: hard work, perseverance, determination, and the willingness to do what it takes to get the job done. And in the past “getting the job done” was the end-all – it was our focus, our objective, our ultimate goal. In many ways we are all on first base...our trusted batting has come through. Join me as we explore the multitude of forces and factors we must now consider and the skills we must now draw upon as we head toward second...on our way home.

LCA update: In this session you will learn what a Life Cycle Assessment (LCA) is and how it is used to measure key environmental impacts of a product. A summary of the recently completed industry-wide LCA for several representative SPF insulation products will be presented. This summary will focus on energy use and several environmental impact categories from cradle-to-grave, including the contributions from raw material extraction, chemical processing and blending, transportation, installation, use and disposal of spray foam products.  Rick Duncan, George Pavlovich, Mary Bogdan

PAST SPEAKERS: Mike Holmes  Afterburners
**BREAKOUT SESSION 1  10:15am – 11:00am**

**Review & Update Green Building Issues & Activities:** This session will be an executive summary of what’s going on in green building especially focusing on the growing number of green building rating systems such as LEED, Green Globes and others, where they’ve been and where they are headed. In addition, suggestions on what the spray foam industry could/should consider when addressing the green building movement will be discussed. *D’Lane Wisner*

**An Architect’s View of SPF:** Architectural firms have seen SPF use increase in recent years. Wagdy Anis has seen both the good and the bad, and will offer his observations and experiences in a dialogue with attendees to improve communications in the industry with this important stakeholder group. *Wagdy Anis*

**How to Become a Home Performance Contractor:** Learn how to best position your spray foam company to profit from the Home Performance frenzy. If you want to get insight into the nuts and bolts of creating, marketing and making money as a Home Performance Contractor this is the session for you. You’ll also learn how to profitably partner your insulation services, or collaborate with energy auditors, with a Home Performance Contractor. *Wally Conway*

**Inspecting Roofing Applications:** Learn how an SPFA certified inspector will evaluate your spray foam projects. This presentation will discuss SPFA's criteria and procedures for inspecting SPF applications as well as techniques, tools and how to determine poor quality from good quality applications. *Phil Robarge*

**The Need for Ventilation and Moisture Control for Spray Foam/Tight Homes:** A proprietary real-life case study of a spray foam home will be used to demonstrate the need to address ventilation and dehumidification in tight/spray foam homes. Discussed will be the advantages and disadvantages of equipment options and control strategies, why dehumidification can be more cost effective than air conditioning, and the benefits of ventilation and dehumidification to the home and its occupants. *Nikki Krueger*

**Small Business Guidance – Insurance, Legal Considerations, and Managing Your Risks:** A short course on creating, operating and protecting your small business – from forming the company, to managing your employees, to negotiating contracts and protecting your assets from potential liability risks. Learn about alternatives for forming your company, sound employee practices, what to look for in contracts, what types of insurance are essential to protect your business, and what to do or not do on social media. *Bob Weil – SPFA Counselor*

**Safe Workplace Practices and Developing a Communications Toolkit:** EPA will present on progress working with the polyurethanes industry and other stakeholders to identify best practice and the development of useful communication tools to help prevent worker and consumer exposures to SPF chemicals. *Carol Hetfield, EPA*
BREAKOUT SESSION 2 11:15am - 12:00pm
SPFA Certification Update: The SPF industry has grown considerably over previous years. Continuing that growth will require the proper training, developing the knowledge, skills and abilities that each contractor must possess to demonstrate their commitment to safety and quality. Pursuing a path to professionalism in this industry means having the right training. Period. Attend this session to find out the latest on SPF training opportunities and how this fits into your business. Bonnie Strickler and Kelly Marcavage

Manufacturers Supporting Spray Foam Contracting Community:
An Update from CPI and SFC ACC’s Center for the Polyurethanes Industry keeps its finger on the pulse of chemical issues that may affect the spray foam community. This session will provide an update on topics related to product stewardship, research and chemical health and safety programs. This session will also highlight the Spray Foam Coalition’s product promotion efforts, product research and other activities designed to help support growth in the spray foam market. Lee Salamone, Senior Director, CPI

Roof Coating Manufacturer’s Association (RCMA): RCMA plans to present on a variety of government affairs and technical services topics. This includes the results of several research studies and advocacy initiatives. Jeff Blank

Systematic Air Sealing and Insulation Retrofit of Three Case Study Homes in Cold Climate: Retrofits can include installation of insulation and improvements to air sealing, conducted either separately or in combination. This presentation will describe the results of incremental air sealing and insulation improvements made to three case study homes in climate zone 5 (Midland MI). Gary D. Parsons; Arn McIntyre; Tim Mrozowski

Inspecting Spray Foam Insulation: Learn how an SPFA certified inspector evaluates your spray foam project. This presentation will discuss SPFA’s criteria and procedures for inspecting SPF applications as well as techniques, tools and how to determine poor quality from good quality applications. Mason Knowles

Structuring for Profit and Growth: Spray foam contractors have the potential to be substantially more profitable, but only if they have a solid plan and proven processes to run their business. In this session we will give you 10 proven concepts and processes to take home, each of which can dramatically enhance your operation and bottom line profit. Mac Sheldon

CONTRACTOR INDUSTRY EXCELLENCE AWARDS LUNCHEON 12:30pm – 2:00pm
Join SPFA and industry peers at the premier celebratory event honoring innovative and trail-blazing contractors and their projects. This prestigious competition recognizes the accomplishments of SPFA member contractors for the quality of their work, the uniqueness of the project, speed of application, superiority of polyurethane, ability of foam to conform to unusual/irregular surfaces, and special safety consideration. All members of SPFA are encouraged to submit an entry.
There are five award categories: Residential Wall, Commercial Wall, SPF Roof under 40,000 sq. ft., SPF Roof over 40,000 sq. ft., and Specialty Applications. Submit your project today…it’s easier than you think. You can’t win if you don’t submit a project.

To submit a nomination visit http://awards.diligence.biz/

EXHIBIT HALL – WITH RECEPTION IN EXHIBIT HALL
2:30pm – 6:00pm
The Exhibit Hall is the one stop shop for anyone looking for information on safety equipment and PPE, raw/blended materials, spraying equipment, industry service providers and much more! The Opening Reception, a premiere networking opportunity incorporated into the exhibit hall, has become a much anticipated event. The reception is an ideal place to network with peers and build new relationships. Food will be served and cash bars will be available (5-6pm).

FRIDAY, FEBRUARY 15, 2013
SPFA MEMBER BUSINESS SESSION  7:00am – 7:45am
SPFA Annual Membership Business Meeting. All members invited.

GENERAL SESSION  8:30am – 10:30am
SPFA Committee & Activity Reports
Keynote: Global Spray Foam Market Review 2012
Angela Austin will present a short report on trends and issues affecting the global SPF industry, including the effects of the interim ban on SPF in the Chinese construction market, developments in the demand for low pressure foam and a global review of the OCF markets. A focused review of trends in the North American markets including housing data and consumer trends will also be included. Data presented here has come from various published sources, presentations and interviews across the industry.

BREAKOUT SESSION 1  10:45am – 11:30am
Spray Foam and Recessed Light Fixtures – Recent Test Results from a NEMA/SPFA Study: In 2012, SPFA collaborated with the National Electrical Manufacturers Association (NEMA) to investigate the thermal performance of recessed light fixtures in direct contact with SPF. Three different commercially-available IC-rated recessed light fixtures were instrumented with thermocouples and covered with R30 using both LD and MD SPF. Thermal performance was measured per NEMA standards.

2012 winners of the Contractor Industry Excellence Award
Attend this session to learn more about the results of this study and how this may affect use of SPF on IC-rated fixtures in the future. Steve Loftis

**Concrete Repair (Leveling & Stabilization) With Your Polyurethane Equipment:** A complete overview of utilizing polyurethane and existing spray foam equipment to introduce concrete repair services within your business. Paul Delfino

**The Roofs Role in Zero Energy Buildings:** This session will review the changing market and code demands in roof products and performance on the road to achieving zero energy buildings. Jared Blum, Executive Director, PIMA

**Legislative Update:** Changes in Congress from recent elections to the legislative priorities are in constant flux. What do you need to watch and how will it impact you – where are the advantages? From Energy Efficiency Tax Rebates (25C) to low rate energy upgrade loans, mortgage-linked valuations of energy upgrades (SAVE Act), and performance-based tax incentives – you need to see how the landscape will affect you to continue making your SPF business grow and be competitive. Craig Brightup

**Health and Safety – Contractor Program:** Attend this session to join in a discussion peer to peer with a leading contractor in the SPF industry. Presentation will focus upon one company’s efforts to operate safely, with appropriate plans, and in compliance with safety laws, rules and requirements. This will not be a dry here-you-go session. It is meant to be a lively discussion and focus upon sharing ideas and practical steps to being safe and healthful on the job. Denny Vandewater

**A Home Builder’s Perspective- The Benefits and Challenges of Using Spray Polyurethane Foam Insulation:** Good home construction doesn’t “just happen.” It requires successful integration and feedback from all stakeholders in the construction project. To further that goal, this session offers an open discussion with home builders about their experiences using spray foam—what’s working, and what challenges remain. Suggestions will be shared for achieving positive results. David Jaffe

**What We’ve Learned about SPF and Weather:** RICOWI (Roofing Industry Committee on Weather Issues) has initiated and conducted field investigations on four hurricanes and two hailstorms. This presentation will review RICOWI’s ongoing mission and efforts and specific findings on SPF wind and hail resistance. Roger Morrison

**BREAKOUT SESSION 2 11:45am – 12:30pm**

**Effective Ventilation of a Residential Home Sprayed with High Pressure Polyurethane Foam:** BASF, Air Products, and Honeywell conducted joint industrial hygiene air monitoring during three spray polyurethane foam (SPF) residential retrofit insulation applications. The study focuses on the effectiveness of simple ventilation techniques to reduce chemical levels in the spray area and adjacent rooms. In this session you will learn how the ventilation was set-up and the results of the testing. William Robert; James Anderson

**Spray Foam for Unvented Attics:** While unvented attics can provide energy savings, there are several manageable issues for SPF contractors to consider before, during, and after installation. Rick Duncan

**Center for Environmental Innovation in Roofing (CEIR) Update:** CEIR engages on many issues relevant to the SPF roofing market. Topics covered in this presentation will range from U.N. sustainability programs affecting roofing, to high performance roofing advocacy and developments in the Roofpoint program. Jim Kirby/Craig Silvertooth

**Potential Health Effects Related to Spray PU Foam Application – How to Stay Healthy:** This session will focus on the potential symptoms and health effects related to the application of PU products, risk factors and what you can do to prevent health effects (or preventive strategies). Carrie Redlich

**FTC Green Guidelines & R-Value Marketing:** The Federal Trade Commission issued revised “Green Guides” that are designed to help marketers ensure that the claims they make about the environmental attributes of their products are truthful and non-deceptive. Attend this
session to learn what has been revised and what is new to avoid making misleading environmental claims. Monica Karamagi

The HERS Index Score – The "MPG" of the Housing Market:
Increasingly having a home rated and receiving a HERS Index Score is a standard part of the housing market. In 2011 over 40% of all new homes sold in the U.S. received a HERS Index Score from a certified RESNET Home Energy Rater. This trend will continue as more local energy codes follow the lead of building departments from Idaho to New York to incorporate a HERS Index Score in their building energy code. This session will explore this market trend and explain how spray foam technology will help a builder get a better HERS Index Score. Steve Baden, Executive Director, RESNET

CONTRACTOR ONLY SESSION  1:15pm – 2:00pm
SPFA was established with direct value to the contractor as the primary goal. SPFA is interested in having a straight-forward discussion on the most pressing issues of the day for our contractor community. Show up and tell us what we can be doing for you. ALL contractors welcome.

EXHIBIT HALL   2:00pm – 5:00pm
The Exhibit Hall is the one stop shop for anyone looking for information on safety equipment and PPE, raw/blended materials, spraying equipment, industry service providers and much more!

INDUSTRY RECEPTION   7:00pm – 9:30pm
Come to the closing reception for one last chance to catch up with the people you missed during the show. Cap-off a fantastic four days of networking, training, learning and selling with dinner, bar, and socializing. Make the most of your stay and end the event with a bang!

*All times and events are subject to change. Please check website for current information.
Hyatt Regency Jacksonville-Riverfront
225 E. Coastline Drive, Jacksonville, FL 32202

Special Hotel Room Rate: SPFA has negotiated a special convention rate ($139) but your reservation MUST be made within SPFA’s room block. Hotel Reservations are to be made directly to the Hyatt Regency. On-line reservations can be made at https://resweb.passkey.com/go/sprayfoam. If you need additional assistance booking your room, please call 888-421-1442. For questions regarding hotel amenities and general services, you may call 904-588-1234.

Room rates are $139 (single or double) plus applicable state & local taxes. All reservations must be made before January 20, 2013 or the above rate is not guaranteed.

Hotel Stay Includes
- Complimentary In-Room High Speed Internet Access
- 50% off Parking
- Complimentary Health Club usage
- Hyatt E-Concierge
   Now you can plan and organize the perfect stay, well before you check in. Hyatt E-Concierge will allow you to pre-arrange dinner reservations, activities such as golf, and make special requests before you arrive on property. To access this service simply request an email confirmation when making your hotel reservation. You’ll receive reminders of this service via email prior to your arrival and an electronic itinerary with fulfilled requests.
- Hyatt Fast Board™
   Hyatt Fast Board™ offers guests a way to receive a printed airline boarding pass at the hotel prior to departing for the airport. The Hyatt Fast Board™ kiosk is located in the lobby to the right of the Front Desk.

Check-in/Check-out, Cancellations, and Early Departures
- Check-in time is 3:00pm. Checkout time is 12:00pm. The Hotel will make every effort to accommodate any requests for early arrival and late departure, based on availability. Luggage storage arrangements can be made with the Bell Captain.
- Hyatt Hotels and Resorts offer guests the ability to cancel their individual reservations without penalty. Guest must call 24 hours prior to their scheduled arrival date to cancel the reservation to avoid being charged one night room and tax.
- Hyatt Hotels and Resorts have an early departure fee equal to one night room and tax. Departure dates are reconfirmed at check-in and are subject to fee if changed after the check-in process is completed.

Hospitality Suites
SprayFoam Convention & Expo 2013 exhibitors may host hospitality suites to express their thanks to their past customers and welcome new friends. Please contact the Hyatt Regency directly. NOTE: All hospitality suites must be approved in advance by SPFA to assure there are no conflicts with other scheduled events.

How you can help SPFA keep cost effective convention rates: In order to provide the best in services, events, seminars, and exhibits, SPFA contracts with the hotel for a specific number of sleeping rooms. The hotel in turn discounts meeting room space, exhibit space, and some events. We ask that you HELP US keep the level of service we provide to you by reserving hotel rooms in the headquarters hotel, the Hyatt Regency Jacksonville-Riverfront. We thank you for your consideration.
Downtown
Beyond the majestic skyline of Downtown Jacksonville you’ll find quaint river front streets, lined with boutiques, sidewalk cafes, and tourist attractions. The Jacksonville Museum of Science and History, the Jacksonville Zoo and Gardens and the Friendship Park and Fountain can all be found in this district. Browse these offerings that sit alongside the River, a picturesque reminder of the city's historic ties to river life.

Jacksonville Beach
Tucked away restaurants and quaint shops flavor the personality of this area, where visitors mainly come to swim, surf, fish, or just lay out on the beach and relax. The Players Championship, part of the PGA tour takes place here annually.

St. Augustine
St. Augustine is the country's oldest city, where historic homes line cobblestone streets in the Colonial Spanish Quarter. The Castillo de San Marcos is located here. It's the oldest European fort in the US. The Fountain of Youth archaeological park marks St. Augustine’s significance as the place that Ponce de Leon landed in 1513.

Mayport/Fort George Island and North
The area around the Mayport Naval Station and Fort George Island is home to many attractions, and is known for its beach life and many wildlife preserves. Huguenot Memorial Park, with its bird observatory and many hiking trails, as well as Fort Clinch State Park, attract visitors drawn to the great outdoors. Nearby Amelia Island, home to the tucked-away Amelia Island Plantation and the 200-acre Amelia Island State Recreation Area, is a good destination for those looking to enjoy a private vacation.

For more information, visit www.visitjacksonville.com
General Convention Information

**Pre-Convention Certification Exam Preparatory Courses**
- Tuesday, February 12: 8:00am – 5:00pm
- Wednesday, February 13: 8:00am – 5:00pm

**Certification Written Examinations**
- Tuesday, February 12: 8:00am – 6:00pm
- Wednesday, February 13: 8:00am – 6:00pm
- Thursday, February 14: 8:00am – 6:00pm
- Friday, February 15: 8:00am – 2:00pm

**Convention Hours**
- Thursday, February 14: 8:00am – 12:00pm
- Friday, February 15: 8:30am – 12:30pm

**Exhibition Hours**
- Thursday, February 14: 2:30pm – 6:00pm
- Friday, February 15: 2:00pm – 5:00pm

**Registration And Cancellations Policies**
All requests for cancellation must be submitted in writing. Registrations cancelled in writing prior to January 20, 2013 will receive a full refund, less a $50 cancellation fee. No refunds will be given after January 20, 2013.

**Food Service**
Lunches will be provided to Certification Exam Preparatory Course attendees, including instructors. The Contractor Excellence Awards lunch tickets will be provided to all Full Convention, Thursday Only, and Exhibitor Personnel. Coffee breaks will be provided as well.

**Special Events**
Two (2) drink tickets will be provided for attendees to use at either the Opening or Closing Receptions. Cash Bars will be open during the receptions.

**Dress Code**
The dress code for all official convention activities is business casual.

**Ground Transportation**
At Jacksonville International Airport (JIA), all ground transportation services -including rental car agencies, taxi and limousine services - are located on the lower level of the terminal building adjacent to baggage claim.

**Taxi Service**
Gator City Taxi is the official taxi company serving Jacksonville International Airport. Service is available at the entrance to JIA, or call Gator City Taxi at (904) 741-0008 or (904) 355-8294.

**AirJTA: Fast – Convenient – Easy:**
AirJTA is your stress free ride to and from the airport. AirJTA (CT3) operates seven days a week and it is the safest, cleanest, and most economical trip from downtown to the airport. For more information, visit the airport courtesy desk. You can also call the Jacksonville Transportation Authority at (904) 630-3100, or visit JTA’s website at http://www.jtafla.com to plan your trip.
**Why you should attend SprayFoam 2013:**

1. **Education.** The new Certification program will be presented, in full, for the first time. Also, meet and learn from the experts of the SPF Industry in the General & Technical Breakout Sessions.

2. **Networking.** Expand your network of peers and connect with like-minded professionals to exchange information and ideas.

3. **Exhibition Hall dedicated to you.** Build your business by viewing the latest in SF equipment technology, SPF related products, and services.

4. **You could win an award.** If you submit a project to the Industry Excellence Contractors Award competition, you could walk away with the crystal award, banner, and bragging rights.

5. **Great mid-winter escape.** Get out of the office and enjoy sunny Florida.

*Don’t leave it to others to chart the future of your industry. Be part of your industry’s leadership! Be part of the solution! Be part of the future!*
<table>
<thead>
<tr>
<th>Pre-Convention SPFA Professional Certification Program</th>
<th>Member Rate*</th>
<th>Non-Member Rate*</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Exam Preparatory Courses: Tuesday, February 12, 2013</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SPF Assistant - Insulation and Roofing</td>
<td>$350</td>
<td>$450</td>
</tr>
<tr>
<td>SPF Insulation Master Installer</td>
<td>$250</td>
<td>$450</td>
</tr>
<tr>
<td>SPF Roofing Master Installer</td>
<td>$350</td>
<td>$450</td>
</tr>
<tr>
<td>SPF Field Examiner</td>
<td>$350</td>
<td>$450</td>
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<tr>
<td><strong>Exam Preparatory Courses: Wednesday, February 13, 2013</strong></td>
<td></td>
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<tr>
<td>SPF Insulation Installer</td>
<td>$350</td>
<td>$450</td>
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<tr>
<td>SPF Roofing Installer</td>
<td>$350</td>
<td>$450</td>
</tr>
<tr>
<td>SPF Insulation Project Manager</td>
<td>$350</td>
<td>$450</td>
</tr>
<tr>
<td>SPF Roofing Project Manager</td>
<td>$350</td>
<td>$450</td>
</tr>
<tr>
<td><strong>One-Time SPFA Professional Certification Program Registration:</strong></td>
<td>$250</td>
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</tr>
<tr>
<td>SPF Assistant - Insulation and Roofing</td>
<td>$300</td>
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</tr>
<tr>
<td>SPF Insulation Installer</td>
<td>$300</td>
<td>$400</td>
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<td>$400</td>
</tr>
</tbody>
</table>

*These fees are discounted for SprayFoam Convention & Expo 2013. All fees/costs are subject to change without notice, are not pro-rated or refundable and must be pre-paid.

**Preparatory Courses not required for Written Exams.

***Exams not included in Preparatory Courses; Must Register into Program to take Written Exam

(+)You can choose to purchase the Study Guide prior to testing.
Registration Information

THREE EASY WAYS TO REGISTER

Registration is as easy as 1-2-3! You can register online, by mail, or fax. To ensure the accuracy of your registration, we ask that all registrations be submitted in one of the following ways (phone registrations will not be accepted):

1. ONLINE: www.sprayfoam.org
   (EASIEST & PREFERRED METHOD)
2. FAX: 401-765-6677
3. MAIL: Spray Foam 2013 c/o ExpoTrac
   PO Box 1280, Woonsocket, RI 02895

If you prefer to register by Fax or Mail, you can find the SprayFoam 2013 Registration form at www.sprayfoam.org. Registrations will not be processed until payment is received.

Pre-Convention SPFA Professional Certification Program Exam Preparatory Courses and Written Examinations are NOT included in the Convention Registrations. You can register for both the SPFA PCP Courses/Exams and the Convention at the same time.

Registration Cancellation Policy

Refund requests must be received in writing prior to January 20, 2013 ($50 cancellation fee). No refunds will be given after January 20, 2013.

Cut-off date to pre-register is January 20, 2013. Afterwards, ALL registrations must be done onsite.

Note: All sessions, times, and descriptions are subject to change based upon speaker expertise and availability. For specific information on speakers and official timeline of events at the conference, please visit www.sprayfoam.org.

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<table>
<thead>
<tr>
<th>Full Convention Registration</th>
<th>SPFA Member Company</th>
<th>Non-Member</th>
</tr>
</thead>
<tbody>
<tr>
<td>Registered by January 20, 2013</td>
<td>$495</td>
<td>$650</td>
</tr>
<tr>
<td>After January 20, 2013 / onsite</td>
<td>$595</td>
<td>$750</td>
</tr>
</tbody>
</table>

**Full Conference Registration Includes:**
- Admission to General Sessions and Breakout Sessions on Thursday & Friday
- Admission to the Exhibit Hall on Thursday & Friday
- Admission to Contractor Industry Excellence Awards, Opening Reception, and Closing Reception
- (2) Drink tickets to use at either Reception

<table>
<thead>
<tr>
<th>One-Day Convention Registration</th>
<th>SPFA Member Company</th>
<th>Non-Member</th>
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</thead>
<tbody>
<tr>
<td>Registered by January 20, 2013</td>
<td>$275</td>
<td>$375</td>
</tr>
<tr>
<td>After January 20, 2013 / onsite</td>
<td>$375</td>
<td>$475</td>
</tr>
</tbody>
</table>

**One-Day Convention Registration Includes:**
- Admission to General Sessions and Breakout Sessions on Thursday OR Friday
- Admission to the Exhibit Hall on Thursday OR Friday
- Admission to Opening Reception & Contractor Industry Excellence Awards (Thursday Only Badge) OR Closing Reception (Friday Only Badge)
- (1) Drink ticket to use at Reception

<table>
<thead>
<tr>
<th>Exhibit Only Registration</th>
<th>SPFA Member Company</th>
<th>Non-Member</th>
</tr>
</thead>
<tbody>
<tr>
<td>Registered by January 20, 2013</td>
<td>$50</td>
<td>$75</td>
</tr>
<tr>
<td>After January 20, 2013 / onsite</td>
<td>$50</td>
<td>$75</td>
</tr>
</tbody>
</table>

**Exhibit Only Registration Includes:**
(Note: Cost of exhibition registration is included with ALL conference registrations.)
- Admission to the Exhibit Hall on Thursday & Friday

<table>
<thead>
<tr>
<th>Golf Registration</th>
<th>SPFA Member Company</th>
<th>Non-Member</th>
</tr>
</thead>
<tbody>
<tr>
<td>Limited space available</td>
<td><strong>$125</strong></td>
<td><strong>$125</strong></td>
</tr>
</tbody>
</table>

**Not a Member but want the Member price?**

Get that plus all the benefits of an SPFA membership by joining before you register. Join now at www.sprayfoam.org/membership.
List of 2013 Exhibitors

Acme Machinery
ADO Products
Air Barrier Association of America (ABAA)
American Weatherstar
Applegate Insulation Mfg.
BASF Corporation
Bayer MaterialScience
BioBased Technologies
Building Performance Institute (BPI)
Building Professionals
Bullard
Certainteed Insulation
Center for the Polyurethane Industry
CFI FOAM
Christian Fabrication
CJ Spray
Coating & Foam Solutions
Compressed Air Systems
Com-Ten Industries
Conklin Company
Convenience Products
Demilec USA LLC
Diamond Liners
Dow Building Solutions
ERSystems
Fomo Products Inc.
Gaco Western
General Coatings Manufacturing Corp.
Graco Inc.
Guardian Building Products
Honeywell
Honeywell Safety Products
Icynene
IDI Distributors
International Cellulose Corp.
International Fireproof Technology
International Pump Manufacturing
JobPro Technology
Johns Manville
Lapolla Industries Inc.
Momentive Performance Materials
Monroe Infrared Technology
National Coatings Corp.
NCFI Polyurethanes
Next Generation Power, Inc.
Polyurethane Machinery Corp.
Premium Spray Products
Proviron
Quadrant
RHH Foam Systems
RK Hydro-Vac Inc.
Schmidt & Dirks Designs, Inc.
Service Partners, LLC
SESCO
Specialty Products, Inc. (SPI)
Spray Foam Equipment and Manufacturing
Spray Foam Gear
Spray Foam Polymers, LLC
Spray Foam Systems, LLC
Spray Market
SprayFoam.com
SprayWorks Equipment Group
SWD Urethane
Thermo Foam Systems
TTR Systems
Ultra-Aire
United Coatings (Quest Construction Products)
USG-Securock Roof Boards
West Development Group (WDG)
Spray Foam 2013 Sponsors

The convention is made possible by our sponsors. Thank you for your support!

**TIER 1**

- CertainTeed
- Gaco Western
- Graco
- Honeywell
- Huntsman
- Lapolla
- NCFI Polyurethanes
- WDG

**TIER 2**

- American Chemistry Council
- Center for the Polyurethanes Industry
- Premium Spray Products
- Quadrant Urethane Technologies
- SprayFoam.com
- Spray Foam Nation
- SWD
- WDG