

2023

MID-ATLANTIC 
HARDSCAPING
TRADE SHOW | MAHTS.COM

ATTENDEE BROCHURE

Education & Trade Show

Wednesday & Thursday

December 6-7, 2023

Atlantic City Convention Center



VISIT MAHTS.COM FOR MORE INFO



Presented By:

EPHENRY. BELGARD®

**40+ FREE Seminars with
Advanced Registration
Including 23 Speakers
NEW to MAHTS**



What separates MAHTS from other shows is the amount of relevant education available for contractors. This is an excellent opportunity stay on top of trends and advances in the industry without having to fly all over the country.

Patrick Joyce - Shoreview Landscapes



**100+ Booths of Products and Services
to Help your Business**



**2 Days of Arena based
Education in Spanish**

**Mingle with your industry
peers, vendors and EP
Henry and Belgard staff at
the Networking Reception
on the Trade Show Floor**



MAHTS is not only educational but is also current with all upcoming trends and products in our industry. It is such an inclusive group of people from the hardscape industry, if you have a question, I guarantee someone there has the answer. Definitely not an event to miss!"

Tam Hetrick - Hetrick Landscaping



**Tools of the Trade
Demo Area: Come
see new innovative
products, that increase
productivity, alleviate
fatigue, and boost profit.**



**Enjoy great food and
drinks at the Customer
Appreciation Party at The
Yard at Bally's**

MAHTS offers the broadest selection of education for the outdoor living industry. Trying to determine which courses are best for you? Here's an overview of each track.

PRO ARENA

The PRO ARENA covers introductory courses to basic hardscape installations. Over the course of 2 days, attendees will hear from industry leaders on best practices using EP Henry and Belgard products. The PRO ARENA will mimic a live jobsite brought to life over the course of 48 hours. If you are just getting started in hardscapes, or looking to train new crew members, this is the arena for you.

ADVANCED ARENA

You have already taken the beginner courses, now it's time to take on the broader range of outdoor living features that homeowners are seeking. From incorporating grilling stations to outdoor fireplaces, the ADVANCED ARENA is for the contractor who is looking to add design elements and outdoor enhancements to their portfolio. Over the course of 48 hours, this real jobsite will come to life as our team builds right in front of your eyes and answers all of your questions.

As a bonus, Weston Zimmerman will open the session utilizing his SynchedUp software to walk you through how to estimate the job as if this is "Mrs. Smith's" backyard. He will then be back on Day 2 to close the session and review how the actual costs came in and what was the ultimate outcome.

LA ARENA LATINA

LA ARENA LATINA estará cubriendo cursos básicos de instalación de adoquines, muros etc. durante dos días los participantes estarán guiados por líderes en la industria que demostrarán las mejores prácticas del uso de los productos de EP Henry y Belgard. LA ARENA LATINA estará imitando un proyecto en el transcurso de 48 horas. Si estás iniciando tu aprendizaje en adoquines o estás buscando una forma de entrenar a un miembro nuevo de tu equipo, este es el lugar ideal para expandir tu aprendizaje.

INNOVATION STAGE

You've mastered wall and paver installations and you now want to add natural stone elements to your portfolio. Attend INNOVATION STAGE presentations to learn more about templating pool and wall coping, natural stone veneer installations and much more. Learn from industry experts on the latest best practices and cost-saving techniques for adding natural stone to complement your outdoor living spaces.

Stage Sponsored By:



Arena Sponsored By:



Arena Sponsored By:



Arena Sponsored By:



MEET YOUR EMCEES



Bob Phillips, Phillips Contracting

Bob Phillips is president of Phillips Contracting, Inc. After attending Pennsylvania College of Technology for building construction, Bob worked in residential building for a few years before starting his hardscaping company.

He is certified in concrete paver installation, permeable interlocking paving systems and segmental retaining walls. In 2017 Bob started Hardscape Contractors of America LLC, a private group of hardscapers helping other hardscapers by sharing their work, questions, knowledge, and offering suggestions to support members. Since that time, it has grown to over 18,000 members and going strong.



Mark Masseo, Masseo Landscape

Mark Masseo, CNLP is the owner of Masseo Landscape, Inc. located in New Paltz NY. Established in 1999, Masseo Landscape is an outdoor living landscape and building firm, specializing in all phases of construction from concept to execution. A degreed horticulturalist from Morrisville State College, Mark has honed his passion of building outdoor living areas, while solving drainage problems and creating lasting places of beauty.



Jesus Salinas, AJS Solutions

Jesús Salinas nació en la Ciudad de México y emigró a los Estados Unidos en 1995 a la edad de 12 años. Fue a la universidad aquí, donde estudió arquitectura y arquitectura de jardinería. Jesús comenzó a trabajar en la industria de hardscaping en 1999. Trabajó para dos empresas de jardinería durante 13 años, trabajó siete como gerente de un vivero y ocho como representante de ventas para un fabricante de adoquines de concreto. En 2020 fundó su empresa llamada AJS Solutions LLC, que se especializa en diseños 3D, hardscaping y jardinería.



Michael Tous, Grassmasters

Michael es vicepresidente y copropietario de Grass Masters, Inc., una empresa de mantenimiento de césped y construcción de diseño de paisajismo de servicio completo ubicada en Lumberton, NJ. Tiene más de 30 años de experiencia en la industria de la construcción. Michael es un instructor certificado por ICPI y habla inglés y español con fluidez. Mike ha sido un partidario de MAHTS desde hace mucho tiempo, dedicando su tiempo y experiencia,

impartiendo cursos para sus compañeros de la industria. Mike tiene certificaciones ICPI y NCMA y, a lo largo de los años, ha dirigido una variedad de habilidades de capacitación práctica tanto en inglés como en español.

CLASSROOM SERIES

The key to a good offense is being prepared, in this case through education. MAHTS CLASSROOM SERIES provides courses for all levels of experience and a thorough understanding of the key elements that go into making every job a success, including best practices, proper materials to use and business skills to ensure you're not only installing outdoor living projects but making a living at it!

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



Follow us on Facebook:
[facebook.com/mahtsusa](https://www.facebook.com/mahtsusa)

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, All Seasons Athletics 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 Thiebaud, 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

Follow us on Facebook: facebook.com/mahtsusa

CERTIFICATION CLASS

ALLAN BLOCK CONTRACTOR CERTIFICATION PROGRAM
Tuesday, December 5, 2023 1:00 PM – 5:00 PM (TU100)

The Allan Block Contractor Certification Program is designed to give contractors the proper training and tools to ensure top quality retaining walls are built.

This course covers the following topics:

- The advantages of the Allan Block product line
- How Allan Block products work
- Basic principles of wall design
- How Allan Block & geogrid reinforcement work together
- Basic design methodology
- Why walls fail
- Wall estimating tools
- Proper methods for constructing an Allan Block wall.
- Hands-on participation building walls with AB products.

Presenter: Don Clayton, Allan Block
Location: Classroom
Fee: Advance: \$50*
Onsite: \$100*

CLASSROOM SERIES

ANCHOR WALL ESTIMATOR TOOL
Thursday, December 7, 2023 8:15 AM – 9:45 AM (TH801)

The Anchor Diamond Wall Estimator is a web based segmental wall estimating software. This class will review basic wall terminology and definitions related to the software as well as software demonstration. Users can choose from several wall products to create an estimate using the basic or advanced input options. When the estimate is complete the user can save and print a quantity summary of the required material, block, and geogrid.

Presenter: Rob Hipszter, Anchor Diamond
Location: Classroom
Fee: Advance: FREE*
Onsite: \$25*

DOT COMPLIANCE & AWARENESS
Thursday, December 7, 2023 8:15am – 9:45am (TH831)

Mike will be discussing D.O.T. compliance issues covering these topics:

- Who needs to be compliant
- What you need to be compliant
- Who does and does not need a CDL
- Hours of Service / Log Books including electronic logs
- Proper load securement
- Open discussion regarding other D.O.T. and traffic accident issues

Presenter: Mike Dalbey, Fleet Safety Consultants
Location: Classroom
Fee: Advance: FREE*
Onsite: \$25*



CRACKS, CAUSES & CONCRETE REPAIR
Thursday, December 7, 2023 1:00 PM – 2:30 PM (TH806)

When working with any customer on an outside project, sooner or later, they will state, "I have a crack in my concrete and (fill in the blank)." Right? This is probably so because all concrete cracks. If it hasn't cracked yet, it is going to.

As contractors we want to help, but telling a customer that you are sorry because all concrete cracks, does not leave your future client all warm and fuzzy.

In this concrete module we will look at the types of concrete cracks, typical causes of these cracks, and levels of possible crack remedy, from temporary to more permanent solutions, based on budget.

Whether you just want to add to your concrete knowledge or increase your company services offered, let's get cracking!

After this session, participants will be better equipped to:

- Diagnose the type of crack exhibited from the in-place concrete and explain the probable cause of the crack.
- Understand the scope of crack severity, from aesthetic to structural.
- Be able to propose possible solutions to the crack, based on customer budgets.
- Be able to explain realistic expectations of the proposed repair, from temporary to more permanent solutions.

Presenter: Dirk Tharpe, Sakrete
Location: Classroom
Fee: Advance: FREE*
Onsite: \$25*

GROW PROFITS USING JOB COSTING TO IDENTIFY AND ELIMINATE WASTE IN YOUR COMPANY
Thursday, December 7, 2023 10:00 AM – 11:30 AM (TH833)

With more than 25 years of experience, Rich will bring a wealth of knowledge to this seminar giving an overview of the importance of job costing and how to keep it as simple and automated as possible. Most importantly, Rich will give an overview of the nine wastes of landscaping, which are the biggest reasons landscape companies lose efficiency and profitability, and how to snuff those wastes out for good.

Learning objectives:

1. Learn how to effectively job cost
2. Understand how to be more efficient in estimating
3. Identify and fix the biggest sources of waste in your company

Presenter: Rich Thiebaut, Director of Sales, LMN and Greenius
Location: Classroom
Fee: Advance: FREE*
Onsite: \$25*

IN THE PRICE WARS, SQUARE FOOT LOSES
Thursday, December 7, 2023 10:00 AM – 11:30 AM (TH810)

If you keep hearing that your price is too high, then "your story" is too short. Square foot prices are used for short-term gains and when you really don't have any story to tell.

- There's more to your business than you think: developing "your story".
- Twelve key words and phrases that separate your company.
- Building profits by quoting accurately and with confidence.
- Eighteen labor functions that are the keys to profits.

Presenter: Bill Gardocki, Hardscape Educator
Location: Classroom
Fee: Advance: FREE*
Onsite: \$25*

KNOW YOUR NUMBERS-LEARN WHAT YOU NEED TO CHARGE
Thursday, December 7, 2023 8:15AM – 9:45 AM (TH823)

Ever wondered if your price is too high or low? Or lost money on a job? Or negotiated with a client over the price? We've all been there. If you're in business, you've wrestled with these challenges.

We're going to talk about how you can get crystal clear on what your pricing needs to be, how to estimate jobs priced for profit, and track them to ensure you're estimating correctly. And we're going to show you how you can do it. Stop losing money or stressing over quotes! Get ready to take action.

After this session, participants will know:

- How to budget and recover overhead
- How to find YOUR man hour rate and markups needed to be profitable
- How to use job costing to measure your profitability

Presenter: Weston Zimmerman, SynkedUP
Location: Classroom
Fee: Advance: FREE*
Onsite: \$25*

LANDSCAPE PROJECT MANAGEMENT
Thursday, December 7, 2023 1:30 PM – 4:30 PM (TH813)

Many project problems originate during the transfer from sales to production. Other problems occur due to poor project preparation. Man-hours are wasted during the production phase, and many projects are not 100% complete.

The project management phase is critical to your company's profitability. This will also dramatically improve the customer experience, which should lead to more repeat business and referrals.

This class will be geared towards business owners, supervisors, and foremen.

In this class we will cover:

- The transfer from sales to production
- Project communications and paperwork
- Project scheduling
- Preconstruction meetings
- Material handling
- Field project management
- Production job costing

Presenter: Marcus vandeVliet, MV Enterprises
Location: Classroom
Fee: Advance: FREE*
Onsite: \$25*

**EXPAND YOUR OFFERINGS AND INCREASE YOUR PROFIT
INSTALLING PRECAST PLUNGE POOLS**
Thursday, December 7, 2023 1:00 PM – 2:30 PM (TH835)

The seminar is geared towards hardscape professionals and companies who are looking to grow by adding new products into their portfolios. Small pools are in extremely high demand. The session will focus on the installation process and the simplicity of prefabricated pools. Any hardscape team can install precast pools (not just pool experts!) Learn about site preparation, project timeline, bidding the project, materials needed and how to work a precast pool into almost any project.

Presenter: Karen Larson, Soake Pools
Location: Classroom
Fee: Advance: FREE*
Onsite: \$25*

PRICING USING COST BASED ESTIMATING
Thursday, December 7, 2023 9:00 AM – 12:00 PM (TH817)

Many landscape companies do not use a cost-based estimating system. There are a number of different pricing systems that include a material multiplier, fair market price, unit pricing and the guesstimate. It is critical to understand your direct costs, how much overhead to recover and how much profit your company needs to succeed.

In this class we will cover:

- The difference between an estimating and a pricing system
- How to set up your overhead recovery process
- How to determine your company's breakeven and profit on each project
- Demonstration of how software can be utilized to improve your estimating process

Presenter: Marcus vandeVliet, MV Enterprises
Location: Classroom
Fee: Advance: FREE*
Onsite: \$25*

SOCIAL SPACES – LEVERAGE SOCIAL MEDIA TO GROW YOUR BUSINESS
Thursday, December 7, 2023 10:00 AM – 11:30 AM (TH809)

Social media is now the first place your potential customers go to determine if they want to hire you. If you're not fully leveraging this effective tool to grow your business, you are MISSING out on opportunities to build trust and showcase your skills to potential customers.

Many of you have invested in an accountant, a foreman, multiple crews, and equipment – yet you're still not investing in one of the most powerful business tools of all...your social media growth.

This workshop is for those already using social media as well as those who are just getting started. There will be takeaways for everyone. Come learn best practices from some of the best in the industry!

Presenter: Nick Baughman, Earth Scapes Landscape & Outdoor Living
Kyle Baughman, Earth Scapes Landscape & Outdoor Living
Location: Classroom
Fee: Advance: FREE*
Onsite: \$25*

**UTILIZING DRONES AND OTHER TECHNOLOGY TO
MARKET YOUR BUSINESS**
Thursday, December 7, 2023 1:00 PM – 2:00 PM (TH821)

Technology is always changing around you. Understanding what's available to you, and what fits best within your core marketing strategies is critical to successfully leveraging it. Never discount the power of digital media and technology. We will go over the basic steps to crafting meaningful content; discuss ways to fortify the relationship and buyer's journey; provide in-depth knowledge about what is better for your photo and video needs. We will explain the types of equipment we use, including ways of taking a cell phone image or videos to the next level.

This session will teach you:

- What technology is available for your digital marketing needs, to soften the hard side of marketing.
- How you can leverage technology in telling your story to your future customers.
- Tips and tricks you can use just with your smartphone.

This workshop is geared towards beginners and intermediate users of technology and marketing, but all levels are welcome.

Presenter: Matt Basara and Andrew Ludewig, Oldcastle APG
Location: Classroom
Fee: Advance: FREE*
Onsite: \$25*

Arena Sponsored By:



ADVANCED LANDSCAPE LIGHTING TECHNIQUES

Thursday, December 7, 2023 1:15 PM – 2:45 PM (TH812)

Are you installing landscape lighting on your outdoor project? If that's a yes – great! We have some design and installation tips to share with you to maximize your margins on low voltage LED lighting. Topics will include App Control Fixtures with RGB, Zoning and Dimming capability as well as a review of current Transformer technology – basic to advanced.

Join the experts from Tru-Scapes Landscape Lighting for our arena presentations and learn how you can capitalize on one of the most profitable revenue streams in our industry!

Learning Objectives:

- Think outside the Patio – design, estimate and sell additional fixtures on a project
- Learn to upsell, program and design with new App Control fixtures
- Transformers – review of existing as well as new technology such as Bluetooth and Wifi control and how this will benefit your customers

Presenter: TJ McGrath / Jim Frederick, Tru-Scapes Landscape Lighting
Location: Advanced Arena
Fee: Advance: FREE*
Onsite: \$25*

BUILDING FEATURES WITH CAST STONE WALL AND ARTFORMS

Thursday, December 7, 2023 8:15 AM – 9:15 AM (TH802)

Learn all the tips and tricks needed to build stunning outdoor features with two of the most unique, aesthetically pleasing systems in the market today! Separate yourself from your competition by building with Cast Stone Wall and truly replicate natural stone for a fraction of the price! Artforms is a sleek, simple, modern modular panel system that allows you to build features for half the material and labor costs.

Presenter: Nick Karl, Anchor Concrete Products
James Yates, All Seasons Aesthetics
Location: Advanced Arena
Fee: Advance: FREE*
Onsite: \$25*

CONSTRUCTING FENCING, INSTADECK DECKING, RAILING & PERGOLAS WITH PRIVACY FRAMES

Thursday, December 7, 2023 3:00 PM – 4:00 PM (TH803)

An overview of Barrette Outdoor Living aluminum and vinyl fence systems. Their components, styles, and an installation overview. A more detailed look at some of our newer outdoor accents that relate to transforming the backyard into an outdoor living space. Including InstaDeck our outdoor flooring system that uses composite decking to create a ground level deck.

Also, we'll cover Decorative Screen Panels, which were a recent recipient of the 2022 IBS Best Outdoor Product award. These versatile privacy panels have many applications. They integrate into several new railing products, a pergola and privacy frame kits that can accent any outdoor hardscape.

Presenter: Brianne Papa, Barrette Outdoor Living
Location: Advanced Arena
Fee: Advance: FREE*
Onsite: \$25*

DESIGNING AND BUILDING WITH PORCELAIN PAVERS

Thursday, December 7, 2023 9:30 AM – 11:30 AM (TH807)

2cm Porcelain Pavers are an engineered stoneware material with an extraordinary aesthetic appearance, exceptional hardness and practically no water absorption.

They can be safely installed in pretty much any outdoor application, such as patios, pool decks, courtyards, walkways and even driveways for commercial, public, and residential spaces alike.

During this 2-hour interactive class we will bring to you the two most popular installation methods for 2cm porcelain pavers:

- Open Aggregate System
- Mortar-set System

Join us to learn the features and benefits of this new product, as well as the pro-tips so that you can confidently start designing and installing porcelain pavers in your next project.

Presenter: Craig Sheller, Sheller Outdoor Living
Ryan Toscano, Mirage Granito Ceramico
Location: Advanced Arena
Fee: Advance: FREE*
Onsite: \$25*

ELEMENTS OUTDOOR KITCHENS, GRILLS AND FIRE FEATURES & MORE

Wednesday, December 6, 2023 11:00 AM – 12:00 PM (WED704)

Complete your outdoor living project with essential finishing touches designed to work seamlessly with any hardscape project. Elements enhance both beauty and functionality for better outdoor living. Take your projects to the next level with a line of accessory products that help complete the backyard space that also aligns with the ease of installation!

The participant will learn to:

- Upsell your projects and increase profits with accessory products
- Describe the features & benefits of the Elements line of products
- Streamline the process of incorporating accessories in every project

Presenter: Jordan Barkas, Oldcastle APG
Location: Advanced Arena
Fee: Advance: FREE*
Onsite: \$25*

GROW FROM A HARDSCAPE CONTRACTOR INTO AN OUTDOOR LIVING CONTRACTOR

Wednesday, December 6, 2023 1:00 PM – 2:00 PM (WED703)

Focused mainly on hardscapes? That's great, but outdoor living spaces are evolving. Consumer demand for outdoor living spaces is at an all-time high with more features and more options than ever before. These features include outdoor kitchens, firepits, pools, pergolas, pavilions, pools, lighting, turf, fencing and much more.

We'll cover design trends, consumer insights, and the overall potential this industry offers. Learn consultation approaches, budgets, phasing, and how to impress your clients by presenting with tools such as augmented reality, photoreal renders, and fly through animations. Take the first step in transforming your business here! Set yourself apart from the competition, build a loyal client base, and build towards long term success.

Presenter: Joe Raboine, Oldcastle APG
Location: Advanced Arena
Fee: Advance: FREE*

*with paid registration

Arena Sponsored By:



RAISED PATIO INSTALLATION

Wednesday, December 6, 2023 9:15 AM – 10:45 AM (WED710)

Installation review of the components of raised patio construction with an emphasis on layout, established elevations, and wall construction.

By the end of this course, participants will have a better understanding of:

- Layout & elevations
- Proper backfill & compaction
- Base preparation & grading techniques
- Incorporating and building steps
- Installation of SRW block and geogrid
- Paver installation
- Safety practices in installation and design
- Resultant changes in yard drainage

Presenter: Mark Masseo, Masseo Landscape, Inc.
 Location: Advanced Arena
 Fee: Advance: FREE*
 Onsite: \$25*

USING TOOLS AND EQUIPMENT TO INCREASE PRODUCTIVITY AND HELP SOLVE YOUR LABOR CRISIS

Wednesday, December 6, 2023 2:15 PM – 3:45 PM (WED706)

Have you been challenged this past year? Would you like to know the secrets on how to turn our dislikes into likes, or even loves? Do you have trouble maintaining help? Do you struggle with "pallet to pavement"™ pain?

We would like you to join our group and be enlightened on how to combat the struggles in our industry. You will learn labor saving processes that drive profit, how to increase morale in a grueling environment, and how to "Take the Hard out of Hardscaping"™

You will walk away with:

- How to reduce labor costs
- How to bring enjoyment to the workplace
- How to invest wisely

Presenter: Phil Bahler, Pave Tool Innovators
 Location: Advanced Arena
 Fee: Advance: FREE*
 Onsite: \$25*

***with paid registration**

BE SURE TO VISIT THE EP HENRY & BELGARD "THE PERFECT BLEND" CENTRAL DISPLAY



Where you will:

- See the amazing line-up of new products for 2024, including Origins and Dimensions modular paver systems
- Get introduced to the Oldcastle Family of Brands that work together seamlessly to create The Complete Backyard, All in One Place
- Learn how Rooms and Belgard Design Studio can help you bring to life beautiful and efficient outdoor living spaces so your clients can "Live Well Outside"



MAHTS is truly an invaluable industry event which puts a face and personality to the Belgard/EP Henry brands! It's a great opportunity to meet all the players which help produce a product which is so well-known and trusted. As a contractor, you really walk away from this event feeling the support this company has for its installers.

Michael Pasquarello - Degree Landscape Architect

ADVANCED PAVER INSTALLATION METHODS

Métodos avanzados de instalación de adoquines

Wednesday, December 6, 2023 2:15 PM – 3:45 PM (WED701)

Full description in English is available online at mahts.com

Incluso el contratista más experimentado necesita un poco de ayuda con los lugares de trabajo desafiantes. La frustración aumenta cuando la ineficiencia o la progresión lenta en el lugar de trabajo afectan el resultado final. Esta clase es para hacer que los experimentados sean más eficientes con mejores técnicas de instalación. ¡Ser más efecto pondrá más dinero en tu bolsillo!

Al finalizar este seminario, los asistentes trabajarán de manera más inteligente y no más difícil y serán más rentables.

1. Base fácil: es una de las técnicas de preparación de base más básicas y fáciles de entender. Esta tecnología más nueva lo hará más rentable en cada trabajo y pondrá dinero por horas de trabajo en su bolsillo.

2. Losas de formato más grande significan menos producto entregado. Cuanto más rápido se instale el proyecto, antes estará en el siguiente proyecto.

3. Uso del equipo adecuado: los adoquines y losas se han vuelto más grandes a medida que pasa cada año. El manejo de losas tan grandes requiere un equipo especial (herramienta pavimentadora). Deje que las herramientas adecuadas hagan el trabajo y proteja la espalda de sus empleados.

Presenter: Michael Tous, Grassmasters

Location: Latino Arena

Fee: Advance: FREE*

Onsite: \$25*

BASIC PAVER INSTALLATION METHODS

Métodos básicos de instalación de adoquines:

Wednesday, December 6, 2023 1:00 PM – 2:00 PM (WED702)

Full description in English is available online at mahts.com

Convertirse en contratista de la industria de adoquines puede ser un desafío. La mayoría de los proyectos residenciales aplican los mismos fundamentos de la construcción. Este seminario cubrirá todos los aspectos de un proyecto residencial típico. Revisaremos el flujo y el diseño del sitio de trabajo, comprenderemos la importancia de las elevaciones, la preparación de la base de agregados, el lecho de colocación de la pavimentadora, la colocación de la pavimentadora o el campo de losas y la restricción de los bordes.

Una vez que se complete este curso, los participantes tendrán una sólida comprensión de lo siguiente:

1. Descripción general del proyecto: comprender el diseño de un proyecto y el flujo de materiales en el lugar de trabajo de principio a fin.

2. Elevación y preparación de la subrasante: comprender cómo identificar correctamente las elevaciones en el sitio y cómo trabajar dentro de sus puntos fijos, conocer los tipos correctos de agregados para la preparación adecuada de la base para un proyecto.

3. Importancia de un adoquín adecuado Materiales de lecho

4. Saber dónde está el punto de partida inicial para la instalación de losas y adoquines de concreto

5. Por qué es tan importante el uso de una restricción de borde adecuada, además de la importancia de Joint Sand y su función.

Presenter: Michael Tous, Grassmasters

Location: Latino Arena

Fee: Advance: FREE*

Onsite: \$25*

Arena Sponsored By:



EXPAND YOUR HARDSCAPE BUSINESS SERVICING REPAIRS, CLEANING & SEALING

Expansión de su negocio de superficies duras con reparaciones, limpieza y sellado

Thursday, December 7th 1:00 PM – 2:00 PM (TH808)

Full description in English is available online at mahts.com

¿Alguna vez se preguntó quién mantiene más de 30 años de proyectos de instalación de hardscape actualmente? Se pueden ganar innumerables cantidades de dinero en la industria de las superficies duras para la reparación, el mantenimiento, la limpieza y el sellado de proyectos existentes que usted instaló u otros contratistas. Este seminario se enfoca en ofrecer servicios de reparación y los métodos adecuados de limpieza y sellado para proyectos nuevos o existentes.

Cuando se complete este seminario, los asistentes tendrán el conocimiento de los métodos de reparación, uso de limpiadores y selladores.

1. Volverse más lucrativo con proyectos nuevos o existentes
2. Estimación de horas-hombre para maximizar las ganancias por reparaciones, limpieza y sellado.
3. Conocer los limpiadores y selladores con los que está trabajando y usarlos de manera segura.

Presenter: Michael Tous, Grassmasters

Jesus Salinas, AJS Solutions

Location: Latino Arena

Fee: Advance: FREE*

Onsite: \$25*

DESIGNING AND BUILDING WITH PORCELAIN PAVERS

Diseños e instalación de muros de contención

Thursday, December 7, 2023 8:15 AM – 9:45 AM (TH815)

Full description in English is available online at mahts.com

Las losetas de porcelana de 2cm son un material de extraordinaria apariencia estética, excepcional dureza y prácticamente nula absorción de agua.

Se pueden instalar de manera segura en prácticamente cualquier aplicación al aire libre, como patios, alrededor de piscinas, pasillos e incluso entradas para vehículos, pueden ser utilizados en espacios comerciales, públicos y residenciales por igual.

Durante esta clase interactiva de 2 horas y media, le mostraremos los dos métodos de instalación más populares para adoquines de porcelana de 2 cm:

- Sistema de Grava Abierta: Aprenda los secretos de este método de instalación flexible, adecuado para cualquier tipo de aplicación peatonal. Presentado por Craig Sheller, un contratista con más de 25 años de experiencia en la industria.
- Sistema de Mortero: ¿Losas de concreto existente? ¡No es necesario removerlo, cuando puedes instalar sobre ella! Le enseñaremos los materiales básicos necesarios para una instalación de fraguado húmedo exitosa, así como algunos consejos y trucos que pueden ayudarlo a usted y a su equipo a aumentar su productividad al mezclar mortero y usar una cuchara.

Únase a nosotros para conocer las características y los beneficios de este nuevo producto, así como los consejos profesionales para que pueda comenzar a diseñar e instalar con confianza adoquines de porcelana en su próximo proyecto.

Presenters: Paolo Lorenzani, Mirage Granito Ceramico USA, Inc.

Allie Jackson, Mirage Granito Ceramico USA, Inc.

Location: Latino Arena

Fee: Advance: FREE*

Onsite: \$25*

Installation Methods for Natural Stone: Discover the Keys to Success
Métodos de Instalación para Piedra Natural: Descubra las Claves del Éxito

Thursday, December 7, 2023 2:15 PM - 3:45 PM (TH814)

Full description in English is available online at mahts.com

“Atención, jardineros-albañiles de habla hispana. Les invitamos a nuestra presentación, “Métodos de Instalación para Piedra Natural,” donde profundizaremos en detalle en cuatro tipos esenciales de instalación: Piedra Modificada, Piedra de Grado Abierto, Base de Concreto y Colocación en Húmedo. Aquí encontrarán las claves para el éxito en la instalación de piedra natural.

Puntos Clave:

1. Piedra Modificada: Descubran cómo este método puede brindarles flexibilidad y durabilidad en sus proyectos.
2. Piedra de Grado Abierto: Exploraremos cómo trabajar con piedra de grado abierto, optimizando el drenaje y la estabilidad de superficies. Obtengan ideas sobre cómo seleccionar los materiales adecuados y las mejores prácticas para garantizar un resultado duradero.
3. Base de Concreto: Aprendan a utilizar eficazmente una base de concreto en la instalación de piedra natural. Descubran las ventajas de esta técnica y cómo asegurar una base sólida para sus proyectos.
4. Colocación en Húmedo: Adéntrense en las complejidades de la instalación en húmedo y dominen las técnicas esenciales para crear superficies excepcionales de piedra natural. Aprendan cómo lograr juntas seguras y duraderas.”

Presenters: Sebastian Estrada / Benito Ferrer, Marmiro Stones
Location: Latino Arena
Fee: Advance: FREE*
Onsite: \$25*

RETAINING WALL DESIGNS AND INSTALLATIONS
Diseños e instalaciones de muros de contención

Thursday, December 7, 2023 10:00 AM – 11:30 AM (TH818)

Full description in English is available online at mahts.com

¿alguna vez ha entrado en un proyecto y ha dicho por dónde empiezo?

Esta presentación es para revisar el uso de muros de contención para cualquier proyecto dado. Conocer la función de esos muros será fundamental para el éxito o el fracaso de un trabajo. Sepa qué va a discutir con un cliente para su uso específico y visión para su proyecto. Este seminario será una discusión sobre la comprensión del uso de muros de contención, las prácticas de instalación adecuadas y los beneficios de ofrecer iluminación de jardines al instalar muros de contención.

Una vez que se complete este seminario, los asistentes tendrán un conocimiento firme de las mejores técnicas de construcción de muros de contención.

1. Use el bloque de pared correcto para la función adecuada de un muro de contención y su diseño.
2. Conocer la importancia de involucrar a un ingeniero.
3. La piedra de drenaje correcta y la compactación adecuada del suelo son clave para las necesidades de un muro en crecimiento.
4. Importancia de las cuadrículas geográficas, las razones para ellas pueden justificar su precio.

Presenter: Michael Tous, Grassmasters
Location: Latino Arena
Fee: Advance: FREE*
Onsite: \$25*

Arena Sponsored By:



HOW TO DESIGN AND PRESENT OUTDOOR LIVING SPACES

Cómo diseñar Y PRESENTAR espacios de vida al aire libre
Wednesday, December 6, 2023 9:00 AM – 10:30 AM (WED705)

Full description in English is available online at mahts.com

un enfoque en las ideas de diseño por computadora y cómo presentar una visión completa de las necesidades de su cliente. Esta clase es para ayudarlo a dar vida al proyecto de sus clientes y superar sus sueños más salvajes.

Una vez que se complete este curso, los asistentes deberían tener una mejor conciencia de

1. Las necesidades de sus clientes y cómo presentar sus ideas en la realidad.
2. A veces, un proyecto, si se presenta y planifica correctamente, se puede vender en fases para que funcione dentro del presupuesto del cliente.
3. ¡Usar los productos correctos para el proyecto correcto creará eficacia en el lugar de trabajo y mejores ganancias!

Presenter: Jesus Salinas, AJS Solutions
Location: Latino Arena
Fee: Advance: FREE*
Onsite: \$25*

SAKRETE 101 – CONCRETE FUNDAMENTALS AND THE ABC'S OF MIX OFFERINGS

Fundamentos de concreto y el ABC de ofertas mixtas, Lista de verificación de crédito del curso CE

Wednesday, December 6, 2023 10:45 AM – 11:45 AM (WED712)

Full description in English is available online at mahts.com

Imagine que Ya está trabajando en su proyecto de jardín y pavimento, pero deja que esos otros tipos manejen las partes relacionadas con el concreto del trabajo, porque demasiadas cosas pueden salir mal con el concreto. ¿Eres tú? ¿O eres del campamento de “no hay nada que concretar porque es solo tierra en una bolsa”?

Su crecimiento en los servicios que puede ofrecer y el éxito laboral aumentarán con una mejor comprensión del “cómo y por qué” del segundo material de construcción más utilizado del mundo, solo detrás del agua, siendo el concreto.

Con un dominio de los conceptos básicos de concreto, estará listo para comprender como todas las diversas ofertas de concreto embolsado pueden mejorar sus proyectos.

Después de este programa, los participantes tendrán un mejor dominio de:

- Fundamentos y terminología de concreto y cómo la comprensión de estas propiedades dará como resultado una experiencia concreta más fluida en el lugar de trabajo.
- La exposición a las diferentes mezclas de concreto disponibles y sus propósitos permitirá al contratista adaptar mejor las diversas tareas de trabajo y sus desafíos para obtener mejores soluciones concretas.
- Aumente su ganancia en el trabajo agregando a los servicios ofrecidos por su empresa, ya sea como interno o como sub agregando aspectos de concreto al alcance de su trabajo.

Presenter: Juan Gonzalez, Sakrete
Location: Latino Arena
Fee: Advance: FREE*
Onsite: \$25*

Arena Sponsored By:



CAPTURING THE OUTDOOR LIVING SPACE...THE IMPORTANCE OF A BIOPHILIC DESIGN Thursday, December 7, 2023 11:15 AM – 12:15 PM (TH811)

John Lea owner of Decksouth, a high-profile trail blazer in the outdoor living space, will share with us ideas to help grow your business and create additional revenue streams.

He will firsthand explain the exploration and description of servicing your clients well by not only offering hardscapes but including MoistureShield Composite Decking with a well thought out design. This will include topics like what is a biophilic design and why it is important to growing your business?

And overall, what does the feedback tell us about how the consumer reacts to a fine design.

Presenters: John Lea, Decksouth
Lainie Sleppin, MoistureShield
Location: PRO Arena
Fee: Advance: FREE*
Onsite: \$25*

CONCRETE PAVER MAINTENANCE-LEARN HOW TO PROPERLY JOINT AND SEAL PAVER PROJECTS FROM THE EXPERTS Thursday, December 7, 2023 1:15 PM – 2:45 PM (TH805)

Having issues with polymeric jointing sand? Not sure why you're having the issues you're having with it? Do you want to learn to seal your jobs and add additional revenue streams to your business, but have reservations about how to do it properly? Not sure how to incorporate this into your existing business?

We will show you how to properly install polymeric sand without compacting. We will also demonstrate proper and thorough activation of the material with water so you're not dealing with callbacks due to washout, soft joints, etc.

We will demonstrate proper sealing techniques with different types of sealers to make your projects more aesthetically pleasing and add dollars to your bottom line. Get ready to see the experts show you the latest and greatest techniques to make you more skilled and profitable.

Presenters: Randy Bianchi / Jessica Burnett, Techniseal
Location: PRO Arena
Fee: Advance: FREE*
Onsite: \$25*

INTRODUCING AND INSTALLING THE NEW MODULARITY PAVER SYSTEM / ORIGINS AND DIMENSIONS Thursday, December 7, 2023 9:30 AM – 11:00 AM (TH804)

Learn about the simplicity & benefits of the Origins and Dimensions Pavers Systems. Limit cuts and labor while maximizing design, all while streamlining your installation process.

Presenters: Dan Moreland, Anchor Concrete Products
Location: PRO Arena
Fee: Advance: FREE*
Onsite: \$25*

PERMEABLE PAVER BASICS Thursday, December 7, 2023 8:15 AM – 9:15 AM (TH816)

More projects are being specified with environmentally friendly pavements. NOW is the time to fully understand the differences of installing permeable pavers vs. regular interlocking concrete pavement systems. Gain all of the knowledge you'll need for your next permeable paver installation right here!

Learning Objectives:

1. Participants will be able to describe the differences between traditional interlocking concrete pavement and permeable interlocking concrete pavement systems.
2. Participants will learn the best practices for assembling permeable pavers for residential and commercial applications.
3. Participants will understand the advantages to installing permeable pavers including the environmental benefits.

Presenters: Kevin Earley, Oldcastle APG
Location: PRO Arena
Fee: Advance: FREE*
Onsite: \$25*

LIGHT UP YOUR PROFITS WITH HARDSCAPE LIGHTING! Wednesday, December 6, 2023 1:15 PM – 2:45 PM (WED708)

Not regularly installing or offering lighting on your projects? Let's change that and increase the value of each job you're on. This class will review Low Voltage Lighting installation basics, job costing and basic hardscape lighting design techniques.

Join the experts from Tru-Scapes Landscape Lighting for our arena presentations and learn how you can capitalize on one of the most profitable revenue streams in our industry!

Learning Objectives:

- How to estimate Low Voltage Fixture Installation for a Hardscape Installation
- Installation basics with the confines of the project, both around a hardscape space and on/around retaining and freestanding modular wall systems
- Basic design techniques within the Outdoor Space, as well as additional opportunities found on many job sites

Presenters: Mike Zischang, Tru-Scapes Landscape Lighting
Jim Frederick, Tru-Scapes Landscape Lighting
Location: PRO Arena
Fee: Advance: FREE*
Onsite: \$25*

Arena Sponsored By:



PORCELAIN PAVERS – PERFORMANCE AND APPLICATIONS

Wednesday, December 6, 2023 11:00 AM – 12:00 PM (WED709)

During this 60-minute class you will learn some of the basic information related to the newest product available for outdoor flooring, porcelain pavers. We will answer some of the most common questions:

- What is a Porcelain Paver?
- What are the features and benefits of a porcelain paver?
- How does it compare to other alternative materials?
- How can I install it?
- Where can it be installed?

Topics Covered in the Course

- Aggregate Base
- Edge Restraints
- Joint Sand
- Construction Tips & Best Practices.

Presenters: Craig Sheller, Sheller Outdoor Living
Ryan Toscano, Mirage Granito Ceramico

Location: PRO Arena

Fee: Advance: FREE*

Onsite: \$25*

SAKRETE 101 – CONCRETE FUNDAMENTALS AND THE ABC'S OF MIX OFFERINGS

Wednesday, December 6, 2023 3:00 PM – 4:00 PM (WED711)

You are already on the job for the landscaping and paver installation, but you let those other guys handle the concrete related parts of the job, because too many things can go wrong with concrete. Is this you? Or are you from the "there is nothing to concrete because it is just dirt in a bag" camp?

Your growth in services offered and job success will increase with better understanding of the "how and why" of the world's second most used building material, only behind water, being concrete.

With a command of concrete basics, you will be ready to understand where all the various bagged concrete offerings can enhance your projects.

After this program, participants will have a better command of:

- Concrete fundamentals and terminology and how understanding these properties will result in a smoother concrete experience on the jobsite
- Exposure to the different concrete mixes available and their purposes will empower the contractor to best match various job tasks and their challenges to better concrete solutions
- Add to your profitability on the job by adding to your companies' services offered, whether as in-house or to a sub by adding concrete aspects to your job scope

Presenters: Dirk Tharpe, Sakrete

Location: PRO Arena

Fee: Advance: FREE*

Onsite: \$25*

SEGMENTAL RETAINING WALL BEST PRACTICES

Thursday, December 7, 2023 3:00 PM – 4:00 PM (TH819)

This course teaches installers fundamental SRW installation guidelines, material and system component properties, soils and compaction, the effect of water, and site practices.

The Best Practice presentation is intended to communicate best practices for design of Segmental Retaining Walls (SRW) based on 30 plus years of research, design, and field experience.

As part of the presentation, twelve different design topics will be introduced that will cover everything from initial design considerations to how the top of the wall will be finished. Each topic is discussed by examining specific details with expanded information presented. This course is useful for contractors, building officials, inspectors and design professionals who require increased technical knowledge about SRW's.

Presenters: Don Clayton, Allan Block

Location: PRO Arena

Fee: Advance: FREE*

Onsite: \$25*

SEGMENTAL RETAINING WALL BASICS

Wednesday, December 6, 2023 9:15 AM – 10:45 AM (WED707)

This presentation will provide an overview of the basic installation of segmental retaining walls (SRWs) for hardscaping professionals. If you're new to the industry, or are looking for a refresher, this course will provide the recommended industry construction standards for gravity and reinforced SRWs. Learn the right way to build a quality retaining wall that meets your customer's expectations.

- Participants will be able to describe the important differences between gravity and reinforced SRWs.
- Participants will learn the advantages of different SRWs for various project applications.
- Participants will understand the importance of compaction and benefits of geogrid in SRWs.
- Participants will learn the proper construction sequence for assembling a SRW.

Presenters: Rob Hipszer, Anchor Diamond

Location: PRO Arena

Fee: Advance: FREE*

Onsite: \$25*



When it comes to training, you can't beat the options. As a matter of fact, it's difficult to choose between the classes. Our team usually takes different classes, and then we compare notes later and share the nuggets that we walk away with. There's something for everyone on your team.

Tom & Jodi Tyler
Kingdom Landscaping

CIRCUIT TRAINING WITH MARMIRO STONES: ELEVATE YOUR NATURAL STONE INSTALLATIONS

Wednesday, December 6, 2023 9:15 AM – 12:00 PM (WED713)

Join us for an exclusive presentation specializing in natural stone installations. "Circuit Training with Marmiro Stones" is a comprehensive seminar that delves deep into the world of natural stone, covering installation types, essential do's and don'ts, and expert insights into pool coping installation.

In this engaging presentation, our seasoned professionals will guide you through a stimulating circuit of knowledge and practical tips, designed to transform your approach to working with natural stone. Whether you're a seasoned contractor or just starting, this presentation promises to elevate your craftsmanship.

Key Topics Include:

- Installation Types
- Do's and Don'ts
- Pool Coping Excellence

Presenters: Mike Carey, Mike Hayden, John DeRosa, Matt Myles, and Benito Ferrer, Marmiro Stones
Nick Lobascio, 88 Clean & Seal

Location: Innovation Stage
Fee: Advance: FREE*
Onsite: \$25*

EXPLORING NATURAL STONE DESIGN STYLES WITH MARMIRO STONES: FROM TIMELESS TRADITIONS TO CONTEMPORARY BRILLANCE

Thursday, December 7, 2023 11:00 AM – 12:00 PM (TH825)

Join us for an illuminating presentation, "Exploring Natural Stone Design Styles with Marmiro Stones," where we journey through a spectrum of design styles, from the classical to the cutting-edge, all while emphasizing the pivotal role of selecting the right natural stone for your projects.

Immerse yourself in a captivating exploration of design styles using natural stone. From the enduring charm of traditional aesthetics to the sleek lines of contemporary design, our presentation will showcase how Marmiro Stones can help you realize your vision across various design eras.

Discover why partnering with the right natural stone company is paramount to the success of your projects. We'll shed light on how Marmiro Stones' expertise, quality materials, and dedicated support can add significant value to your work, ensuring efficiency and client satisfaction.

Presenters: Dana Cornetto and Matt Myles, Marmiro Stones

Location: Innovation Stage
Fee: Advance: FREE*
Onsite: \$25*

MANUFACTURED STONE VENEER INSTALLATION SYSTEMS

Thursday, December 7, 2023 1:15 PM – 2:45 PM (TH826)

Understanding simple, yet effective veneer stone installation principles is essential to deliver a successful project for your customer. Jeff will provide a real-time and hands-on visual instruction to avoid costly mistakes, achieve higher productivity and give a level of confidence to you and your crew. We will explore different types of mortars and adhesives, how to properly use them for various different types of substrates, and the "what not to do's".

At the end of the seminar, Jeff will be available for any additional questions, and give the opportunity to play around with the mortars and adhesives and get installing!

Presenter: Jeff Miller, EP Henry
Location: Innovation Stage
Fee: Advance: FREE*
Onsite: \$25*

Stage Sponsored By:



INDUSTRY TOOLS FOR THE NEW AGE HARDSCAPER: EFFICIENCY, ON-SITE FABRICATION, AND THE RIGHT TOOL SELECTION

Wednesday, December 6, 2023 1:15 PM – 2:45 PM (WED714)

Calling all forward-thinking hardscape contractors! Get ready to revolutionize your approach to hardscape projects with our engaging presentation. This session is designed to empower you with the latest tools and techniques to accelerate production, perform on-site natural stone fabrication, and make informed decisions when selecting the right tool for every job.

Key Highlights:

Hardscape Tools for Faster Production: Discover a cutting-edge arsenal of hardscape tools designed to boost efficiency and productivity.

Fabricating Natural Stone On Site: Unlock the potential of on-site fabrication with expert guidance. Choose the right tools, and master the techniques for precision cutting, shaping, and finishing of natural stone materials directly at the job site.

Presenters: Mike Carey and John DeRosa, Marmiro Stones
Nick Lobascio, 88 Clean & Seal

Location: Innovation Stage
Fee: Advance: FREE*
Onsite: \$25*

NATURAL STONE VENEER: TIMELESS MEETS INNOVATION – EXPLORING CUTTING-EDGE DESIGNS AND TEXTURAL HARMONY

Wednesday, December 6, 2023 3:00 PM – 4:00 PM (WED715)

It's time to push the boundaries of design while honoring the timeless allure of natural stone. Join us for an inspiring presentation, where we dive into the exciting world of innovative designs and the art of harmoniously combining textures and styles in a way that maintains the enduring elegance of natural stone.

Key Highlights:

Innovative Designs: Displaying the latest and most imaginative natural stone veneer designs

Textural Harmony: Learn the art of texture blending and style fusion to create unique, visually appealing spaces

Presenters: Dana Cornetto, Marmiro Stones

Location: Innovation Stage
Fee: Advance: FREE*
Onsite: \$25*

THE ART OF NATURAL STONE FABRICATION

Thursday, December 7, 2023 9:15 AM – 10:45 AM (TH824)

Prepare to enhance your skill set with, "Mastering the Art of Natural Stone Fabrication." Delve deep into the intricacies of fabrication, including templating techniques, the choice between machine fabrication and on-site fabrication, effectively selling the value of fabrication to your customers, and when it becomes an essential aspect of your projects.

Key Discussion Points:

Templating Excellence: Learn the art of precision measurement, pattern creation, and the critical role templates play in ensuring a flawless fit for any custom piece of the project.

Machine vs. On-Site Fabrication: Understand the advantages and limitations of both machine fabrication and on-site fabrication. Explore which method best suits your projects, considering factors like efficiency, quality control, and customization options.

Selling Fabrication to Your Customers: Discover effective strategies for communicating the value of fabrication to your clients.

Presenters: Mike Carey, Mike Hayden and John DeRosa, Marmiro Stones

Location: Innovation Stage
Fee: Advance: FREE*
Onsite: \$25*

***with paid registration**

WE'D LIKE TO THANK OUR SPONSORS

PLATINUM



GOLD



SILVER



BRONZE



DESTINATION PARTNER



HOTEL ACCOMMODATIONS

Visit [Mahts.com/hotels-travel](https://www.Mahts.com/hotels-travel) for more information

The Advance rate deadline is Nov 16th



Caesars Atlantic City

2100 Pacific Avenue

(888) 516-2215

[Click here to reserve a room](#)

MAHTS 2023 Group Code SC12MA3



Hard Rock Hotel & Casino Atlantic City

1000 Boardwalk

(609) 449-6860

[Click here to reserve a room](#)

Once you click the link, select "Attendee" and then list the group code GMAHT23.

Please visit mahts.com for the most up to date list of Exhibitors.

