



Wallcovering
Installers
Association

ARTS & CRAFTSMANSHIP CINCINNATI, OHIO

SEPTEMBER 12-14, 2019

2019 WIA National Convention Registration

Please complete one form for every person registering.

Personal Information:

First Name: _____

Last Name: _____

Company: _____

Address: _____

City, State, Zip: _____

Email: _____

Cell Phone: _____

WIA Member: _____ Yes _____ No

Early Bird Deadline: Register by JULY 31 and receive \$100 discount on installer registration.

Register for classes: (Select one)

_____ Installer Member - \$745

_____ Installer Member Employee - \$675

_____ Installer non-member - \$815

_____ Guest (Access to classes is not included) - \$195

_____ Vendor - \$920

_____ Vendor Second Full-Time attendee \$745

_____ Vendor Social Attendee only (included in primary vendor registration)

_____ Preconvention Metal Leaf class - \$280

I would like to order a t-shirt or polo shirt

(Note: sizes 2XL - 4 XL are \$3 additional):

_____ T-Shirt: Size: _____ Cost \$25

_____ Polo Shirt: Size _____ Cost \$30



Answer the following:

First time convention attendee? _____ Years installing wallcovering: _____

Guru Session Selection: PLEASE READ THE NOTE AND SELECT

NOTE: Attendees may take one (1) 50-minute session per day or two (2) 25-minute sessions per day. You will be placed in the class day and time by staff depending upon when your registration is received. Your daily time allowance is 50 minutes maximum. Please check those you wish to see.

50 Minute Sessions (Class offered once per day. Can select one per day)

_____ GS – VT (30 student maximum) **Social Media- Today's free marketing**

_____ GS – HM (10 student maximum): **Hands on practice expanding and contracting pattern to balance a room and end the use of the kill point**

_____ GS – SS (10 student maximum): **Finishing Outside Corners & Arches**

25 Minute Sessions (Classes repeating 2 times per day. Can select up to two per day)

_____ GS – AASW (15 student maximum): **Table Trimming Untrimmed Paper**

_____ GS – JR (15 student maximum): **Different Uses and Applications of Muslin - How to use muslin on flat walls and ceilings with paste and using it with staples on paneling and other uneven surfaces.**

_____ GS – BB (30 student maximum): **Pasting Machine**

_____ GS – VL (30 student maximum): **Wallcovering Removal Techniques**

Payment Method:

Check to be mailed/enclosed (address to: PO Box 1166, Lebanon, OH 45036)

Credit Card:

Name on card: _____

Card Number: _____

Exp. Date: _____ Security Code: _____

_____ I would like my payments split into two payments charged to the above card any two months before August 30, 2019.

RETURN REGISTRATION TO:

Email: info@wallcoveringinstallers.org

Fax: 888-505-1929

Mail: PO Box 1166, Lebanon, OH 45036

Telephone: 800-254-6477



AGENDA

Wednesday (9/11)

8:00 am - 1:00 pm

Pre-Convention wall building

11:00am - 1:00pm

Pre-Convention Registration

8:00am - 12:00pm

Novice Bonus Sessions

- An overview of removal and stripping methods
- A guide to surfaces and prep, with a brief section for using bridging liners.
- Pastes and Primers – an introduction
- Tools, Machines and other things that you will make use of in your career. *(Includes 10 minutes on how to use your WIA membership)*

1:00pm - 5:00pm

Metal Leaf Class

A comprehensive look into installing metal leaf wallcovering –
KL Connor

8:00pm - 9:00pm

Registration

Thursday (9/12)

7:30am - 10:00am

Registration

8:30am - 9:30am

Welcome and Business Breakfast

9:30am - 9:50am

What's New & Votings Apps

10:00am - 10:15am

Break

10:15am - 11:05am

Site Unseen

Learn to prepare for and manage jobs that you are unable to see before starting the job. Focus will be on the information the installer needs ahead of time, who is in the chain of communication, who is responsible for having the site ready for installation and what is necessary to have the site ready for installation. – *Phil Reinhard*

11:15am - 12:05pm

Big Goods / Small Spaces – William White III

12:15pm - 1:45pm

Craftsman Awards Luncheon

1:45pm - 2:10pm

TT - West Region

2:15pm - 2:40pm

TT - Mid-Atlantic Region

2:45pm - 3:35pm

Expanding, contracting and weaving pattern for a perfect install

Heidi will discuss and show examples of why expanding, contracting and weaving patterns allow for a more visually pleasing installation. Want every sponce in the room to hit the pattern in the same place? Want to get rid of the kill point and weave the mismatch away? Heidi will show the techniques she and her team have learned to create a seamless install. – *Heidi Mead*

3:45pm - 4:35pm

Guru Sessions

GS - Social Media- Today's Free Marketing - 30ppl Max

A basic Instagram #101 on the ins and outs of using the benefits of social media for amazing business exposure and growth. Best of all, it's free! Learning how to reach your target market and keep them coming back. – *Vickie Turner*

GS - Finishing Outside Corners & Arches - 15ppl Max – Sarah Smyth

GS-Hands on practice expanding and contracting pattern to balance a room and end the use of the kill point - 10ppl Max

This session is a follow up to Heidi's talk. Together we will practice expanding and contracting patterns to create a more balanced and seamless install. No more colliding patterns and cut off elements. With a little math and courage we can end the kill point and create a more painterly install. – *Heidi Mead*



AGENDA

3:45pm - 4:10pm

Guru Sessions

GS - Table Trimming Untrimmed Paper- 15ppl Max

Are you nervous about table trimming? If you would like to gain more confidence at the table this class is for you. Come and learn how to use your tools to your advantage to get the best result when trimming untrimmed paper. – *Amy Anderson & Sam Wright*

GS - Different Uses and Applications of Muslin - 20ppl Max

How to use muslin on flat walls and ceilings with paste, and using it with staples on paneling and other uneven surfaces. – *Jeff Ragland*

GS - Pasting Machine - 25ppl Max – Bob Banker

GS - Wallcovering Removal Techniques - 25ppl Max

Remove wall coverings safely and professionally – *Vinnie LaRusso*

4:15pm - 4:35pm

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5:00pm - 7:00pm

Vendor Showcase

Friday (9/13)

8:30am - 9:20am

Known Delicates - Part II

Demo of hanging embroidered silk, continued from last year's presentation of the products, tools, design miniatures, and hanging instructions used in hanging delicate materials. – *Gerri Beauvais*

9:30am - 10:20am

Take Offs from Blueprints – Larry Cohen

10:30am - 10:45am

Break

10:45am - 11:35am

Using Technology in your Business

Demonstrating methods of using technology (primarily phone and tablet) to run your business. Using REMARKABLE for bidding jobs and notes taking – *Tim Puckett, Mike Digilio and Mike King*

11:45am - 12:10pm

TT - Central Region

12:15pm - 12:40pm

TT - Northeast Region

12:45pm - 1:35pm

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1:35pm +

Free Time

Saturday (9/14)

8:30am - 10:20am

Round Table Discussions

Liner paper – *Don Purfeerst*; Subs vs Employee – *Heidi Mead*; Insurance – *Scott Peto*; Contracts (title to change) - *Phil & Jenner Curtis*; Repairs – *Kevin O'Donnel*; Wall Prep Preferences – *Cliff Hayes*

10:30am - 10:45am

Break

10:45am - 12:00pm

Group Problem Solving Session – Facilitator - Michelle Corl

12:00pm - 1:30pm

Lunch

1:30pm - 2:20pm

Wrap It!

Wrapping small items with wallcoverings with contact spray adhesive: vents,switch/receptical plates, wood moldings,etc. – *Stephen Terranova*

2:30pm - 2:55pm

TT - South Region



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3:05pm - 3:55pm

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4:10pm - 4:45pm

Votes & Closing

6:00pm - 9:00pm

Awards Dinner

Sunday (9/15)

8:00 am - Noon

Teardown (if needed)



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Vendors:

WIA Vendors are an important part of our convention. We invite and encourage you to attend. The registration fee of \$920 allows for one full time attendee and one vendor social attendee. The full-time attendee has access to all of the education session and events. Vendors are highlighted at the social for supporting the event. The vendor social comes with one 6 ft display table. The event and beverage is underwritten by the attending vendors fee.

Hotel Information:

Hilton Netherland Plaza

35 West 5th Street

Cincinnati, OH 45202

Room price per night: \$149 plus tax

Parking: The hotel clearance is 6'6" for the valet parking. There are surface lots available.

Register by calling 1-800-HILTONS and referring to the group code: WAL or visit the WIA website for a link.



Shipping:

Packages or material sent directly to the hotel must reference a registered guest of the Hilton Cincinnati Netherland Plaza and the number of boxes in that shipment. Please use the following format for your shipping labels:

TO: **Hilton Cincinnati Netherland Plaza Hotel**

Attn: (on-site representative & company name – preferably a hotel guest)

Name of Convention or Meeting

Date of Meeting or Function

35 West Fifth Street

Cincinnati, Ohio 45202

Box #1 of # etc...

Contact the WIA office for complete shipping instructions and charges.

Have more questions?

WIA Headquarters can be reached at (800) 254-6477
or info@wallcoveringinstallers.org

See you in Cincinnati!