

MCAA

Converge

November 14 - 16, 2022

Globe Life Field, Home of the Texas Rangers
Arlington, TX



HKS



The MCAA Converge is a unique and intimate event that offers customized executive-to-executive meetings tailored to meet the specific needs of your company.

Our approach brings together top decision-makers engaging in strategic and innovation based topics.



MCAA Converge Meetings Venue

Globe Life Field Hospitality Suites

Home of the Texas Rangers



MCAA Converge Host Hotel

Live! By Loews

Arlington, TX



Costs for MCAA Contractors

MCAA Converge = \$975 / participant

Fee includes:

Converge Registration

2 Breakfasts

2 Lunches

2 Cocktail Receptions & Group Dinners



Lodging Costs for all participants

Live! By Loews

\$299 / Night

Plus taxes and fees

Airport distances to hotel

Dallas/Fort Worth International Airport (DFW): 15 miles to hotel

Dallas Love Field (DAL): 22 miles to hotel

2022 MCAA Converge Agenda

Monday, November 14th

11 – 4pm Registration, Live! by Loews - Arlington, TX

5:30pm Cocktail reception

7:00pm Group Dinner

Tuesday, November 15th

7:30am Breakfast at Texas Rangers Globe Life Field

8:30am Converge Meetings (4)

11:50am Lunch

1:00pm Converge Meetings (4)

4:45pm Adjourn

5:30pm Cocktail reception

7:00pm Group Dinner

Wednesday, November 16th

7:30am Breakfast at Texas Rangers Globe Life Field

8:30am Converge Meetings (4)

11:50am Grab & Go Lunch





2022

Manufacturer/
Supplier Council
Confirmed
Participants

Manufacturer / Suppliers Participants (25)

ASC Engineered Solutions • Baltimore Aircoil Company • BuildOps • Carrier Corporation • DADO • DEWALT • EVAPCO • Ferguson • Jay R. Smith Mfg. Co. • LAARS, a Bradford White Company • MILWAUKEE TOOL • Mueller Industries • nVent Caddy • NIBCO INC. • Parker Hannifin • Procore • Service Trade • SLOAN • Trimble • Tyfoom • Uponor • Victaulic • Viega • Watts Water Technologies • Zurn Industries



2022
Contractor
Member
Confirmed
Participants

MCAA Contractor Participants (30)

ACCO • Arden Building Companies • Astro Mechanical Contractors • Binsky & Snyder • CCI Mechanical • Corrigan Co • Crockett Facilities Services • D.V. Brown & Associates • DePue Mechanical, Inc. • Dynamic Systems • EMCOR Services Mesa Energy • Enginuity Mechanical Contractors • Fresh Meadow Mechanical • Gormley Plumbing & Mechanical • Harrell-Fish • Hughes Environmental Services • JH Kelly • John W. Danforth Co • JPG Plumbing & Mechanical Services, Inc. • Kinetics • McKinstry • MIINC Mechanical • MMC Contractors • Murphy Co. • North Mechanical Contracting • Poole & Kent • Shinn Mechanical • Smith & Oby Co • The Brandt Companies • U.S. Engineering • West Chester Mechanical Contractors •



Suggested Converge Meeting Topics

(In detail)

- Current Market Conditions & Forecast
 - General Sentiment and Specific Market Trends
 - National, Regional and Local
 - What are Suppliers and Contractors doing to better position themselves in emerging markets?
- Known Upcoming Significant Projects (Regional and Local)
 - Can we help position each other through relationships or other forms of strategy for success?
 - How are significant projects (potentially being performed by others) affecting the market?
- Local and Regional Sales Representation
 - Understanding the Local Political Landscape
 - Are Manufacturers and Suppliers being Represented Well?
 - How does M&S Rep Companies Stack-Up to their Competition?
 - Are Equipment and Material Proposals being fairly presented to Contractors?
 - Rep Companies Packaging Capabilities and Strategies
 - Contractor's Local Salesperson – Performance relative to Rep Company's other Salesmen
- Emerging Technologies
 - Do Manufacture & Suppliers have new technologies or innovations that can give Contractors advantages for securing work or assist in maximizing profits on existing projects?
 - Emerging technology trends in various markets
 - Changes in Design Standards or Codes
- Backlog and Current Work Under Contract
 - Do opportunities to help each other exist with specific projects that are under contract?
 - Discuss the key players and contacts responsible for work under contract.

Any questions?



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Instantly book a meeting with Tim via this [LINK](#)