

# Fence Show & Security Expo — Full Schedule (Sept 29 – Oct 3)

## September 29

### *Gate Operator Quick-Start 2 Day Course*

8:00–8:30 | Registration & Welcome  
8:30–10:00 | Gate Layout & System Design  
10:00–11:15 | Mastering the Meter  
11:15–12:00 | Wiring & Troubleshooting Basics  
13:00–14:30 | Radio Controls  
14:30–16:00 | Photo Eyes  
16:00–17:00 | Recap & Q&A;

### *How to Bid Commercial 2 Day Course*

8:00–8:30 | Registration & Welcome (People)  
8:30–10:00 | Understanding Commercial Fence (Jeff Graf)  
10:00–11:15 | How to Read Site Plans & Specs (Jeff Graf)  
11:15–12:00 | Takeoff Basics: Measuring (Jeff Graf)  
13:00–14:30 | Estimating Materials & Labor  
14:30–16:00 | Building Your Bid Spreadsheet  
16:00–16:30 | Recap & Q&A;

## September 30

### *Gate Operator Quick-Start 2 Day Course*

8:00–9:30 | Safety Edges  
9:30–10:45 | Keypads  
10:45–12:00 | Loop Detectors  
10:00–11:00 | Troubleshooting & Programming  
10:00–11:00 | Setup, Programming  
13:00–14:30 | Intro to Telephone Entry Systems  
14:30–15:30 | TGM-500 & TGM-501  
14:30–16:30 | Final Practice & Review  
16:30–17:00 | Certificates & Closeout

### *How to Bid Commercial 2 Day Course*

8:00–9:30 | Case Study: Commercial Project (Jeremiah Alexander)  
9:30–10:45 | Public Jobs, Prevailing Wage (Jeremiah Alexander)  
10:45–12:00 | Creating a Submittal Package (Jeremiah Alexander)  
13:00–14:30 | Proposal Writing & Presentation Tips (Jeremiah Alexander)  
14:30–15:30 | Profitability Check & Risk Analysis (Jeremiah Alexander)  
15:30–16:30 | Review & Certificate Award (Jeremiah Alexander)

### *How to Bid Automatic Gates*

8:00–9:00 | Types of Gates (Brian Frederiksen)  
9:00–10:00 | Operator Systems (Brian Frederiksen)  
10:00–11:00 | Performing Takeoffs (Nice/HySecurity)  
11:00–12:00 | Lunch  
12:00–13:00 | Bid Sheets  
13:00–14:30 | Risk Factors and Final Review (Brian Frederiksen)

## ***Vinyl Fence Training***

- 8:00–8:30 | Vinyl Fence Types & Profiles (Victor Vazquez)
- 8:30–9:15 | Layout & Job Planning (Victor Vazquez)
- 9:15–10:00 | Pounded Post Installation (Victor Vazquez)
- 10:00–10:30 | Panel Assembly & Field Cuts (Victor Vazquez)
- 10:30–11:15 | Gates & Hardware (Victor Vazquez)
- 11:15–12:00 | Final Tips, Service Calls & Wrap-Up (Victor Vazquez)

## ***Business & Leadership Track***

- 8:00–9:00 | Subcontratación Inteligente (Eglis Salamanca)
- 9:00–10:00 | FWA Health (Rick Casmass)
- 10:00–11:00 | Beyond Management (Leadership & Mentorship) (Neiko Guillory)
- 11:00–12:00 | The Current State of AI in Fencing (Justin Judy)

## **October 1**

### ***Intro to Telephone Entry***

- 8:00–9:00 | The Basics
- 9:00–10:00 | Wiring & Integration
- 10:00–11:00 | Troubleshooting & Programming

### ***Small Business Powerhouse***

- 8:00–9:00 | Scaling Through Advertising (Ivan Valchuk)
- 9:00–10:00 | Arcsite Training (Arcsite)
- 10:00–11:00 | 25 Smartest Things We've Seen Fence Company Do Online (Sam Natello)

## **October 2**

### ***Intro to Access Control***

- 8:00–9:00 | System Types & Components
- 9:00–10:00 | Wiring, Relays & Power
- 10:00–11:00 | Setup, Programming

### ***Small Business Powerhouse***

- 8:00–9:00 | Marketing on a Tight Budget
- 9:00–10:00 | How to Lead and Develop Young Men in the Fence Industry (Jarrod Twiss)
- 10:00–11:00 | From Post to Profit (Matt Blum & Ro DiPietro)
- 11:00–12:00 | Profitability in Staining (Roy Branch)

### ***Chain Link 101***

- 8:00–9:00 | Chain Link Basics
- 9:00–10:00 | Framework & Fabric
- 10:00–11:00 | Gates & Hardware
- 11:00–12:00 | Installation Techniques

## **October 3**

### ***Room 1***

- 8:00–9:00 | Scaling Through Advertising (Ivan Valchuk)
- 9:00–10:00 | From Post to Profit (Matt Blum & Ro DiPietro)
- 10:00–11:00 | Beyond Management (Leadership & Mentorship) (Neiko Guillory)

### ***Room 2***