



October 2 – 4, 2018

Monday, October 1 we will hold an optional cocktail hour – location announcement coming soon

Day 1 – October 2

TIME	TOPIC
8:00 am	Opening Welcome & Introductions
8:15 am	MBC Building Systems and Vertical integration
8:30 am	Product Integration: Long Bay System
9:00 am	Product Integration: Insulated Metal Panels / Metl-Span
9:30 am	BREAK
9:45 am	Product Integration: Doors / DBCI
10:15 am	Software Project Tracking Components Online Searchlight
11:15 am	Express Plus
Noon	LUNCH
1:00 pm	Envelope Solutions
1:30 pm	Post-Sale Business Operations <ul style="list-style-type: none">• Order flow• Shipping, loading• Credit (COD, taxes)• Warranty• Post-shipment services
2:30 pm	BREAK
2:45 pm	Marketing Services and Authorized Builder Benefits
3:00 pm	Manufacturing
3:30 pm	BREAK – Gather for Plant Tour
3:45 pm	Depart to plant tour
6:30 pm	Group Dinner



October 2 – 4, 2018

DAY 2 – October 3

8:00 am Reading Drawings

10:00 am **BREAK**

10:15 am Metal Buildings 101 applying Optima

- Advantages/Disadvantages of Metal
- Terminology
- Order status – Production vs Permit vs Approval
- Metal building types
- Building Design
- Codes & Loads
- Framing – primary and secondary
- Bracing
- Roof Systems
- Wall Systems
- Trim
- Accessories
- Insulation
- Fall protection

Lunch @ Noon

Breaks as needed

4:00 pm Program Review/Feedback Session

4:30 pm End of Session – Group Dinner

DAY 3 – October 4

8 am – 3 pm Optima Training – Level 1 – Beginner / Intermediate

8 am – 3 pm Advanced Optima Training

Lunch provided @ Noon with Breaks as needed