



Deadline to Register: Friday, March 21, 2014
After March 19, \$50 per person late fee applies.
Hotel Cut-off - Monday, March 10!

2014 ESTIMATING WORKSHOP

Wednesday, March 26, Kansas City, Mo.

MLA will be conducting an Estimating and Residential Material Takeoff Workshop, March 26, 2014, at the MLA Office in Kansas City, Mo.

In today's highly competitive market, the success of a material supplier relies heavily on the ability to generate quick and accurate estimates. The ability to estimate the material costs of a project is an essential skill for those in the lumber business. This class emphasizes the basic skills needed in estimating material costs.

Whether estimates are being generated by hand or by computer, there are basic principles that must be understood to produce a quality takeoff. The basic math of takeoff methods dealing with length, area and volume and the basic business math of calculating the costs for material profit margin, add-ons, and discounts are some of these essential basics. The class will use residential, small commercial and agricultural plan sets as examples and projects.

Estimating 101

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| <ul style="list-style-type: none">❖ Estimation as a tool to make a sale❖ Different types of estimates❖ Basic estimation calculations❖ Using an architectural scale❖ Basic blueprint reading | <ul style="list-style-type: none">❖ Understanding elevations, floor plans, details and symbols❖ Estimating formats and formulas❖ Key measurements❖ Estimating small projects (decks & garages) |
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Who Should Attend: Sales/estimating staff, management personnel, or anyone involved in reading blueprints. It is especially useful to those with minimal skills in reading blueprints.

Registration Fees:

Members: \$125 for one person - \$105 each for two or more from same company

Nonmembers: \$495 per person

Fees include lunch, breaks and handout materials.

Don't delay - \$50 surcharge added after March 19.

Where and When:

Wednesday, March 26, 2014 – Mid-America Lumbermens Association, 638 W. 39th St., Kansas City, MO 64111.

For room reservations, call the Hampton Inn & Suites Country Club Plaza at 816-448-4600. MLA has a special rate of \$125 for single or double occupancy. *Reservations must be made by Monday, March 10, 2014, and callers must reference the Lumbermens Association to get this special rate. The rate includes free hot breakfast, two queen beds, indoor pool and other amenities.*

The program will be held at MLA's office. Class begins at 9:00 a.m. and ends at 3:00 p.m. Attendees should bring a handheld calculator and pencils. Reference manual and other materials will be provided.

Instructor: Robert Uhler, MLA Regional Manager

Robert Uhler has been associated with MLA member yards for more than three years, and serves as the day-to-day contact for MLA members. He has been in the construction industry for more than 20 years. During this time, he compiled hundreds of materials estimates for contractors and homeowners, turned those estimates into sales and provided advice, service and training as the estimated materials were delivered and or installed during the construction process.

Registration Form

Member status: ☐ MLA Member ☐ Nonmember

Company _____

Contact _____ Email _____

Address _____ City _____ State _____ Zip _____

Phone _____ Fax: _____

Registrants: (If registering more than two people, please make copies.)

1. _____ Cell phone # _____

2. _____ Cell phone # _____

Payment method:

☐ Check enclosed payable to Mid-America Lumbermens Assn.

☐ Charge to credit card: ☐ MasterCard ☐ Visa

Credit card # _____ Exp. Date _____

Amount to be charged: \$ _____ Security code _____ (3-digit code on back of card)

Cardholder name _____ Authorized signature _____

Return by mail or fax to: 816-561-1249

**Mid-America Lumbermens Association • PO Box 419264 • Kansas City, MO 64141-6264
816-561-5323 or 800-747-6529 • www.TheMLA.com**