



**Training for Construction Estimators,
Project Managers, Supervisors, and Company Owners**

About CEI



The Construction Estimating Institute (CEI) is a leading provider of construction training. CEI training courses deliver the essential skills and critical knowledge that you need to be successful in the construction industry. Join over 100,000 construction professionals who have improved their skills through CEI training. Classes are held on beautiful Siesta Key in Sarasota, Florida.

Training for the Construction Professional

Seminars and Courses provide real-world training that produce immediate results. CEI cost estimating courses are the quickest and most effective way to train beginning estimators and to improve the skills of more experienced estimators. CEI management courses provide management personnel with the skill sets needed to successfully manage construction projects in today's environment.

Association Sponsored Training (Do you belong to an association?) provides your association members with fresh courses and topics. The training is presented by a CEI senior instructor at your location. You retain complete control over course fees and CEI provides a risk-free fee structure. Ask your association's education director to contact CEI for details.

Government Agency Training is a CEI cornerstone. CEI is a leading provider of construction-related training for governmental agencies, having designed and delivered custom training programs for numerous governmental agencies over the past thirty years. CEI will design customized training to meet your agency's goals and bring that training to you or your stakeholders.

Training at your Location

CEI can design a private training class and deliver it directly to you, either in your office or at a nearby meeting facility. With private training there is no need for your staff to travel and no associated lodging and airfare costs. Plus, you will have your staff on hand should the need arise for them to tend to a company related issue during training. You can choose one of our pre-designed classes or pick and choose items from our catalog to customize a class for your company's needs.

TRAINING DESIGNED FOR YOU

Any of the courses in this catalog can be customized to meet your company's needs. If your training needs involve parts of different courses, you can combine them to create a new course.

- Safety
- Estimating Building Construction
- Negotiating Contracts
- Estimating Earthwork
- Bidding Strategies
- Underground Utilities
- Estimating Concrete Costs
- Change Order Management
- Scheduling
- Jobsite Productivity
- Project Supervision
- Successful Construction Management
- Commercial Blueprint Reading
- Estimating Roadwork and Paving
- Process Improvement
- Construction Math
- Closing out a Project
- Construction Accounting
- Civil Blueprint Reading
- Project Planning
- Building Job Descriptions
- Improving Jobsite Productivity
- Better Risk Management
- Negotiating for Field Staff
- Equipment Buying versus Renting
- Lead Foreman Training
- Negotiating Purchases
- Bridging the Communication Gap
- Estimating Software
- Your choice/other

2018 Course Offerings

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Estimating Sitework Construction		Pages 8-9
Successful Construction Management		Pages 10-11
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"You cannot help but notice that CEI's instructors are extremely experienced and have a passion for teaching. They are experts in providing construction training and their classroom environment makes each student know that they are important."

—Edward Chiaverini
The Hanover Company



Cancellation Policy

Substitutions are allowed at any time. Full tuition refunds will be issued for cancellations made more than ninety days prior to the original scheduled course date. Tuition vouchers will be issued for cancellations made within ninety days of the original course date.

Notice of Nondiscriminatory Policy

CEI admits students of any race, color, national or ethnic origin to all the rights, privileges, programs, and activities generally accorded or made available to students at the school. It does not discriminate on the basis of race, color, national or ethnic origin in the administration of its educational policies.



Effective Construction Supervision

Class size limited.

Register Now!

Tuition: \$395

Includes Tuition, Books & Materials.

"This was the best out-of-school learning experience in a classroom setting I've had. The class covers many real-life applications."

—Travis Marshall
Marshall Construction, LLC

"This course gives you a base upon which to build a successful career in construction supervision."

—Jason Williams
Williams Excavation

"Class was great and packed full of useful and helpful information that I can put into play once back in the field."

—Ted Wilson
Brothers B&B Contracting

SYNOPSIS

- Looking at your project from the outside in
- Using the expert in your company
- Taking advice and soliciting lessons learned
- Getting the 60 minute work hour
- Fulfilling your 5 key responsibilities
- Maintaining quality without sacrificing productivity
- Ways to conserve assets and stop waste
- Proven methods to prevent theft and vandalism
- Keeping people safe and cutting worker's compensation costs
- Solving disputes and conflicts
- The best ways to build and maintain teamwork
- Improving your listening skills
- Dealing with problem people
- How to change behavior in others without resentment
- Developing effective communication skills
- Understanding how leadership style affects performance
- Understanding project requirements and preplanning
- Managing the paperwork burden—using it to your company's advantage
- Learn the art of having a win-win negotiations
- Understanding your project manager
- Maintaining discipline and company policy
- How listening added \$60,000.00 to a firm's profit
- Change orders—dealing with them more effectively
- Finding the best approach to improve subcontractor performance
- Surefire job productivity boosters



To register, call 800.423.7058 or register online at www.ceihome.com

Attendees of this one-day course will learn valuable construction supervision skills and techniques that will improve jobsite productivity on their projects. Completing a project “on time and on budget” takes the efforts of many people. Top supervisors and foremen are able to achieve this goal by effectively managing the wide range of talents and personalities found on the jobsite. Course attendees will learn how to better coordinate with project managers, key management and office staff. They will learn how to more effectively supervise jobsite workers and how best to respond to unexpected field situations.

WHO SHOULD TAKE THIS COURSE

- Superintendents
- Foremen
- Project Leaders
- Crew Leaders
- Anyone Who Manages Construction Projects

WHAT YOU WILL LEARN

This course uncovers the underlying reasons why some jobs make money and some don't. Discover how one supervisor can obtain excellent productivity with a crew while another is constantly fighting fires and job crises. Learn to more effectively supervise your own jobs. Attendees will be better prepared and equipped with the knowledge to effectively supervise all aspects of field construction and increase jobsite productivity. This course is packed with hundreds of ideas, concepts, and techniques used by some of the most effective supervisors in the industry. Attend this course and learn how to complete all of your jobs on time and on budget.

UPON COMPLETION, STUDENTS WILL BE ABLE TO

- More effectively complete jobs on time and on budget.
- Improve their skills and effectiveness and will learn to cope with today's labor issues.
- Return to the jobsite with the structure and knowledge base to effectively improve the quality of production through expedited processes.
- Better understand how to implement effective communication strategies that will substantially reduce unnecessary cost and waste of labor, material, and equipment.
- Learn what it takes to be a top construction supervisor and what the most effective ways of managing construction jobsites are.

SCHEDULE

January 17, 2018	Dallas, TX
January 30, 2018	Minneapolis, MN
February 1, 2018	Cleveland, OH
February 5, 2018	Atlanta, GA
February 13, 2018	Indianapolis, IN
February 15, 2018	Kansas City, MO
February 22, 2018	Albany, NY
February 27, 2018	Baltimore, MD
March 1, 2018	Sarasota, FL
March 8, 2018	Las Vegas, NV
March 13, 2018	Birmingham, AL
March 15, 2018	Chicago, IL
March 22, 2018	Nashville, TN
March 29, 2018	Charleston, SC
April 4, 2018	Memphis, TN
April 10, 2018	Charlotte, NC
April 12, 2018	Houston, TX
April 17, 2018	San Diego, CA
April 24, 2018	Atlanta, GA
April 26, 2018	Dallas, TX
May 3, 2018	Mobile, AL
May 15, 2018	Ann Arbor, MI



Estimating Building Construction

Class size limited.

Register Now!

Tuition: \$1995

Includes Tuition, Books & Materials.

DVD Homestudy

Version Available: \$1995

Includes DVD Video Library and All Course Materials.

"I came to this class with little idea on how to estimate. After attending this course it became very clear to me how to assess construction costs and all of the elements involved in developing an estimate. The course is well-rounded, includes excellent reference materials, and the instructor provided great classroom support and used real world examples!"

—Carlos Montijo
Contractors Tiles Plus, Inc.

"One of the best courses I have ever taken. The instructor was detailed and his positive attitude made the class flow. I would definitely recommend this course."

—Allen Rossum
The Rossum Group

SYNOPSIS

Division 1: General Conditions

- Complete detail estimate developed
- Full project schedule developed
- All support/supervision costs included

Division 2: Sitework

- Subcontractor bids reviewed
- Both scope and prices analyzed

Division 3: Concrete

- Complete detail estimate developed
- Cost breakdown for forming, reinforcing, placing and finishing
- Pre-cast components estimated
- Methods and options of performance studied

Division 4: Masonry

- Complete detail estimate developed
- Block, brick, stone and glass block are estimated
- Industry accepted productivity adjustments are implemented

Division 5: Steel and Miscellaneous Metals

- Complete detail estimate developed
- Tonnage conversions accomplished as required
- Erection equipment and costs reviewed

Division 6: Carpentry

- Complete detail estimate accomplished
- Trim carpentry estimate prepared for current commercial building
- Materials adjusted from installed to purchased quantities

Division 7: Thermal and Moisture Protection

- Complete detail takeoff accomplished
- Both pitched and flat roofs are estimated

Division 8: Doors and Windows

- Complete detail takeoff accomplished

Division 9: Finishes

- Complete detail takeoff accomplished
- Room finish schedule utilized as checklist
- Memory sheet method used to reduce estimating time required

Divisions 10 through 16: Mechanical, Electrical and All Specialty Construction

- Estimated by general contractor methods that rely on subcontractor performance
- Scope verification and price analysis per division and/or trade
- Commercial construction project "real world" bids are utilized

Summary Estimate and Bid

- A complete project estimate is prepared
- Total project cost is compared to recent project costs
- Mark-ups for overhead and profit are covered
- A bid document is completed

To register, call 800.423.7058 or register online at www.ceihome.com

This five-day course prepares attendees to work as estimators for contractors bidding institutional or commercial building projects. Students will be able to accurately takeoff and summarize work quantities from architectural drawings, apply the correct costs for labor and materials, and prepare an accurate project estimate. Attain a level of proficiency that might otherwise take six months to achieve with on-the-job training alone.

WHO SHOULD TAKE THIS COURSE

- Estimators with responsibility for total project costs
- Beginning to Intermediate Estimators
- Developers/Builders
- General Contractors
- Project Managers
- Building Contractors

THIS COURSE SHOULD BE PART OF YOUR COMPANY'S TRAINING PROGRAM

In just five days, attendees learn how to produce accurate, detailed estimates of commercial buildings. All students complete an estimate of the general construction trades for a two-story commercial building. Mechanical, electrical, sitework and other specialty trades will be estimated using comparative appraisal estimating techniques.

Students attending this course develop the underlying skills needed to create and organize accurate estimates. Math and takeoff skills necessary for estimating the general construction trades are covered, as well as different types of drawings needed to visualize the building and its components. This is a practical alternative to the semester-long courses offered at colleges with construction technology programs.

UPON COMPLETION, STUDENTS WILL BE ABLE TO

- Perform complete detail estimates of the general construction trades for commercial buildings.
- Put into practice a structured and tested system for determining project costs.
- Determine how project complexity affects labor pricing.
- Select the correct costs for all aspects of the entire project.
- Utilize various approaches to negotiate favorable subcontracts and material prices.
- Have confidence in their ability to function as fully qualified building construction estimators with valuable skills.



SCHEDULE

January 22-26, 2018	March 19-23, 2018
Jan 29 - Feb 2, 2018*	April 16-20, 2018
February 19-23, 2018	May 21-25, 2018

LOCATION

Construction Estimating Institute
5016 Calle Minorga, Sarasota, FL 34242

***January 29 - February 2, 2018 held in San Diego, CA**
AGC, 6212 Ferris Square, San Diego, CA 92121



Estimating Sitework Construction

Earth Moving – Underground Utility – Roadwork

Class size limited.

Register Now!

Tuition: \$1995

Includes Tuition, Books & Materials.

DVD Homestudy

Version Available: \$1995

Includes DVD Video Library and All Course Materials.

"I now feel confident doing takeoffs in all aspects of sitework. I feel I am much more prepared to be an estimator today than I was prior to attending this course."

—Matt Bluth

Markham Contracting

"After attending several seminars on construction, this course taught me more than any other because of the small class size and the instructor's confidence and knowledge. The instructor taught us that shooting from the hip is like having your address on Low Bid Lane"

—Eric Paul-Hus

Hypower Inc.

SYNOPSIS

DAY 1: ESTIMATING EARTHWORK

- Pre-bid investigation
- Plans and specifications
- Site visit and soil borings
- Pre-estimate checklists
- Area and perimeter calculations
- Cut/fill calculations: average end area method
- Soils shrink and swell
- Cut/fill calculations: grid cell method
- Soils classifications
- Matching equipment to soil type
- Excavation production
- Bulk excavation exercise

DAY 2: ESTIMATING EARTHWORK

- Crew analysis
- Trucking optimization
- Bidding and mark-up discussion
- Equipment costing
- Road calculations
- Mass haul diagrams
- Earthwork "Rules of Thumb"

DAY 3: ESTIMATING UNDERGROUND UTILITIES

- Estimating forms and formats
- Trench volume calculations
- Trenching productivity
- Pipe laying productivity

- Storm drainage exercise
- Materials costing

DAY 4: ESTIMATING UNDERGROUND UTILITIES

- Equipment selection procedures
- Subsurface interferences
- Clearing and demolition
- Dewatering methods
- Specification analysis
- Safety requirements
- Complete the estimate
- Sanitary sewer exercise

DAY 5: ESTIMATING ROADWORK & PAVING

- Estimate slopes/shoulders
- Curb and gutter calculations
- Estimate and quantify asphalt paving
- Estimate and quantify concrete paving
- Estimate hauling costs
- Crew assemblies
- Estimate compaction

To register, call 800.423.7058 or register online at www.ceihome.com

This five-day course is designed for those who want to better understand the methods by which sitework construction cost estimates are developed. This course covers all the tasks required to **develop an accurate sitework estimate**. Students learn to calculate work quantities from engineering drawings, correctly adjust for material swell and shrink, assemble efficient crews, and determine productivity.

WHO SHOULD TAKE THIS COURSE

- Beginning to Intermediate Estimators
- Anyone who quantifies cut and fill, underground utilities or road-building
- Real Estate Developers
- General Contractors
- Project Managers

WHAT YOU WILL LEARN

This course consists of a full week of hands-on training in sitework estimating. It enormously improves and complements your knowledge and experience in sitework construction. Learn concise and proper methods required to prepare thorough, organized cost estimates. The training enables you to effectively evaluate the extreme range of sitework price quotations that are often received by the general contractor.

This course gives students the knowledge and skills necessary to assemble and organize all elements of an accurate sitework estimate. Learning is accomplished with testing and practical application via a series of hands-on exercises, problem solving, and discussions.

UPON COMPLETION, STUDENTS WILL BE ABLE TO

- Accurately measure quantities of earthwork, utilities, and paving.
- Properly adjust the measured quantities of each allowing for swell, shrink, subsidence, and waste.
- Select appropriate equipment that represents a cost-effective approach to constructing the entire project.
- Determine accurate productivity rates for projects based on soil conditions, site restrictions, excavating depths, special requirements, etc.
- Calculate the production cost estimate of a project by using the crew analysis method of estimating.



SCHEDULE

Jan 29 - Feb 2, 2018	April 23-27, 2018
Feb 26 - Mar 2, 2018	May 7-11, 2018*
March 26-30, 2018	June 4-8, 2018

LOCATION

Construction Estimating Institute
5016 Calle Minorga, Sarasota, FL 34242

***May 7-11, 2018 held in San Diego, CA**
AGC, 6212 Ferris Square, San Diego, CA 92121



Successful Construction Management

Class size limited.

Register Now!

Tuition: \$995

Includes Tuition, Books & Materials.

"Excellent class, and well organized! This class is key to becoming a more organized and plan-ready Project Manager."

—Tommy Messina
Cangelosi Ward
General Contractors

"After attending the construction management seminar, I know that I can take on any project that comes my way and make it a success. I would strongly suggest that every superintendent and project manager take this course as a requirement. You will not realize what you are lacking until you attend!"

—Michael Weilbaeher
Design Contractors

SYNOPSIS

- Process based project management
- Core competencies of Project Managers
- Solutions to poor drawing quality
- The Work Breakdown Structure
- Solving "It's not in my scope"
- 27 pre-construction services needed
- Project management maturity model—CPM3
- The five process areas of project management
- The project initiating process
- The project selection process
- The project planning process
- Estimating planning time
- Keeping your job site safe
- Assuring project quality requirements
- How to hire the best subcontractors
- Creating realistic project schedules
- The best estimating methods and tools
- Buy-out vs. procurement management
- Risk management techniques
- 16 major areas of risk in construction
- Getting project "buy-in"
- Eliminating conflict on the project
- Controlling the project
- Earned Value Management and the smart PM
- Fulfilling your 5 key responsibilities
- Maintaining quality without sacrificing productivity
- Practical negotiating tactics
- Proven methods to prevent theft and vandalism
- Keeping people safe and cutting Worker's Compensation costs
- Solving disputes and conflicts
- Researching and evaluating your contractors bids
- The best ways to build and maintain teamwork
- Improving your listening skills
- Dealing with problem people
- How to change behavior in others without resentment
- Developing effective communication skills
- Understanding how leadership style affects performance
- The difference between leadership and management
- An expectation every boss has, but only 5% of supervisors know how to meet
- Managing the paperwork burden—using it to your company's advantage
- Maintaining discipline and company policy
- How listening added \$60,000 to a firm's profit
- Change orders—dealing with them more effectively
- Finding the best approach to improve subcontractor performance
- Surefire job productivity boosters
- Closing out the project

To register, call 800.423.7058 or register online at www.ceihome.com

Course attendees will learn the best project management processes in the world today. **Discover tips and techniques assembled from the combined experience and best practices of over 40,000 project managers.** Learn how to keep your projects on time and on budget. The tools you will take away from this course will enable you to manage your construction projects in a method that is truly world class!

WHO SHOULD TAKE THIS COURSE

- Project Managers
- Future Project Managers
- Estimators
- Experienced Superintendents
- Company Owners
- Project Owners & Developers

YOU WILL LEARN TODAY'S BEST PRACTICES IN PROJECT MANAGEMENT

Discover how to effectively manage a construction project from concept to closeout. Beginning with an overview of the construction management process and continuing through each project phase, you will gain insight into the meaning and application of real project management.

Experience actual scenarios, obstacles and real-world situations which challenge project managers. Your instructor's first-hand experience running both large and small projects encompasses the elation and satisfaction of bringing home a winner, as well as projects gone bad, and with resolute persistence, turned disaster into profits.

GAIN INSIGHT FROM EXPERIENCED PROFESSIONALS

Learn how successful construction project managers:

- Effectively manage risk
- Resolve conflicts
- Build effective teams
- Navigate design changes & change orders
- Employ team development
- Complete projects in 10-30% less time

WHY ATTEND THIS PROGRAM?

Effective management of a construction project is no easy task. The state-of-the-art methods taught in this program will make you a more efficient project manager by giving you techniques to help you complete projects on time and on budget. If you want to know how the best of the best do it, you need to attend this course!



SCHEDULE

January 10-12, 2018 April 4-6, 2018
February 7-9, 2018 May 9-11, 2018
March 7-9, 2018

LOCATION

Construction Estimating Institute
5016 Calle Minorga, Sarasota, FL 34242



Estimating Concrete Costs

Class size limited.

Register Now!

Tuition: \$995

Includes Tuition, Books & Materials.

DVD Homestudy

Version Available: \$995

*Includes DVD Video Library
and All Course Materials.*

"This class teaches the how and why of an effective detailed estimate which allows you to win more projects, increase profitability, and save the company money. I learned complete concrete estimating."

—Talmadge A. James
Dunn Building Co.

"This course taught me how to do take-offs and how to price a job. Now I can work in the office as well as on site. Everyone involved in concrete construction should consider attending this course."

—Garan Gallagher
Euroway Construction Corporation

SYNOPSIS

- Get acquainted with concrete
- Concrete terminology
- Categories of concrete costs
- General Costs for:
 - Forming
 - Placing
 - Reinforcing
 - Finishing
 - Equipment
- Essential forms and documentation
- Takeoff quantities of work
- Reinforcing costs for:
 - Footers/pads
 - Pile caps
 - Piers/pilasters/columns
 - Walls/beams
 - Slabs/wire or fiber fabric
- Shrinkage and temperature reinforcement
- Horizontal forming
- Job-built forms
- Tilt-up systems
- Pre-cast concrete
- Manufactured forming systems
- Discussion on:
 - Hot and cold weather concrete
 - Admixtures
 - Chemical sealers, compounds
 - Form releases, hardener
- Prepare a concrete bid
- Slabs on grade problems
- Footers and pads



To register, call 800.423.7058 or register online at www.ceihome.com

Attendees of this two-day course learn to accurately estimate concrete costs. Using a real set of drawings, students perform a complete concrete takeoff and apply material and labor costs to assemble a complete estimate. Students leave with the knowledge to produce accurate concrete estimates using efficient and reliable estimating techniques.

WHO SHOULD TAKE THIS COURSE

- Beginning to Intermediate Estimators
- Project Managers
- Supervisors working for General Contractors
- Concrete Subcontractors
- Employees of construction companies to which concrete costs are important

WHAT YOU WILL LEARN

This two-day estimating course covers a multitude of different concrete cost categories, including purchasing, forming, reinforcing, finishing, and placing concrete. It covers all aspects of concrete construction with which the estimator must be familiar, including concrete terminology, construction types, concrete properties, chemical admixtures, forming systems, and curing materials. How each of these aspects affects the cost of concrete construction is covered in detail.

This course is designed to improve the skills and building knowledge the estimator draws upon while estimating the concrete portion of a project. A brief review of basic math and estimating procedures will be covered. Various concrete practice problems are presented. A working set of drawings will be assigned and estimated. Material and labor costs are presented, utilizing a cost data book and other references.

UPON COMPLETION, STUDENTS WILL BE ABLE TO

- Prepare accurate estimates of concrete costs.
- Select cost-efficient methods of forming, placing, reinforcing, and finishing the concrete.
- Organize cost data in a clear and logical manner for use in a summary estimate.
- Apply realistic unit costs to the estimated material and labor quantities.
- Check and verify the total cost estimate using comparative analysis.



SCHEDULE

January 22-23, 2018	March 19-20, 2018
January 29-30, 2018*	April 16-17, 2018
February 19-20, 2018	May 21-22, 2018

LOCATION

Construction Estimating Institute
5016 Calle Minorga, Sarasota, FL 34242

***January 29-30, 2018 held in San Diego, CA**
AGC, 6212 Ferris Square, San Diego, CA 92121



Estimating Earthwork Construction

Class size limited.

Register Now!

Tuition: \$995

Includes Tuition, Books & Materials.

DVD Homestudy

Version Available: \$995

Includes DVD Video Library and All Course Materials.

"This course taught me about cost items that I wasn't taking into consideration in my bids. We learned how to properly plan productivity, forming the best crew, and new measuring shortcuts. Using the tools that I learned here, I'll be making my company more competitive."

—Josh Clossey
Clossey Excavating, Inc.

"The instructor was a wealth of knowledge—both from the field and office end of the industry."

—Phil Sabatino
J. A. Neary Excavating

SYNOPSIS

DAY 1:

- Pre-bid investigation
- Plans and specifications
- Site visit and soil borings
- Pre-estimate checklists
- Area and perimeter calculations
- Cut/fill calculations:
average end area method
- Soils shrink and swell
- Cut/fill calculations:
grid cell method
- Soil classifications

- Matching equipment to soil type
- Excavation production
- Bulk excavation exercise

DAY 2:

- Crew analysis
- Trucking optimization
- Bidding and mark-up discussion
- Equipment costing
- Road calculations
- Mass haul diagrams
- Earthwork "Rules of Thumb"



To register, call 800.423.7058 or register online at www.ceihome.com

Estimating Earthwork Construction contains many assumptions and unknowns, which represents the greatest financial risk to the contractor. The most effective way to **minimize your risk** is to increase your estimating knowledge and skills. This course will teach the estimator correct guidelines for verifying quantities, adjusting soil swell and shrink, selecting efficient equipment and determining productivity.

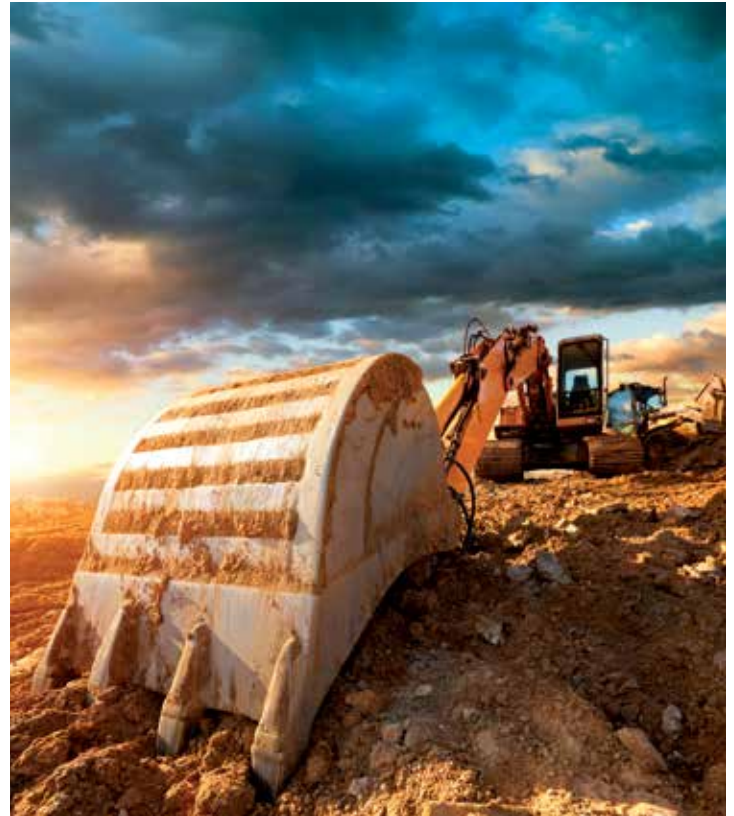
WHO SHOULD TAKE THIS COURSE

- Beginning to Intermediate Estimators
- Anyone who quantifies cut and fill, underground utilities or road-building
- DOT employees
- Real Estate Developers
- General Contractors
- Project Managers

WHAT YOU WILL LEARN

Upon completion of this course the student will be able to:

- Accurately measure quantities of cut and fill using both of the generally accepted methods of measurement:
 1. Average end area method
 2. Grid cell method
- Properly adjust the measured quantities of cut and fill, allowing for swell and shrink based on soil type and operation.
- Select appropriate equipment, both size and type, that represents a cost-efficient approach to constructing the earthwork portion of the project.
- Determine accurate productivity rates for projects based on soil conditions, site restrictions, excavating depths, special requirements, etc.
- Zero in on the true cost that incurs in the operation of specific machines.
- Extend the production cost estimate of a project by using the crew analysis method of estimating.
- Complete the earthwork estimate by combining the production estimate with the fixed costs in earthmoving.
- Convert the cost estimate to a correct bid by incorporating the four basic pricing premises:
 1. Business plan pricing
 2. Asset utilization
 3. Risk analysis
 4. Market conditions



SCHEDULE

January 29-30, 2018	April 23-24, 2018
February 26-27, 2018	May 7-8, 2018*
March 26-27, 2018	June 4-5, 2018

LOCATION

Construction Estimating Institute
5016 Calle Minorga, Sarasota, FL 34242

***May 7-8, 2018 held in San Diego, CA**
AGC, 6212 Ferris Square, San Diego, CA 92121



Estimating Underground Utilities

Class size limited.

Register Now!

Tuition: \$995

Includes Tuition, Books & Materials.

DVD Homestudy

Version Available: \$995

*Includes DVD Video Library
and All Course Materials.*

"The instructor's passion and course content kept me interested and anxious to return each day. I would encourage all persons interested in sitework construction estimating to experience this course."

—Don Swasing
Schlouch Inc.

"I think everyone at every level of estimating should take this course."

—Robert Astephen
Prime Time Construction

"This course exceeded my expectations!"

—James Cotton
*Cook Concrete
Excavation & Utilities*

SYNOPSIS

DAY 1:

- Trench volume calculations
- Trenching productivity
- Pipe laying productivity
- Pipe trench assemblies
- Storm drainage exercise
- Materials costing
- Pre-bid investigation
- Performing pre-estimate checklists
- Analyze sites and soil borings
- The bidding procedure
- Estimating forms and formats
- Swell and shrink
- Material weights and swell factors
- Prepared exercises
- Daily production estimates
- Calculate productivity
- Allow for time at structure locations
- Adjust productivity for subsurface interference
- Apply crew cost to estimated productivity
- Test estimating skills with problem solving exercises

DAY 2:

- Equipment selection procedures
- Subsurface interferences
- De-watering methods
- Specification analysis
- Safety requirements
- Sanitary sewer exercise
- Clearing and demolition
- Drainage pipe and miscellaneous structures
- Estimating ground water control
- Format of the estimate
- Basic cost data
- Complete the bidding package
- Effects of interference, interruptions and the unexpected
- OSHA trenching excavation standards



To register, call 800.423.7058 or register online at www.ceihome.com

This course is for new estimators, field personnel and all other construction professionals who want to acquire a fundamental understanding of the principles of underground utility construction cost estimates. The course is designed to improve costing, pricing, and production techniques of underground utility contractors on private and government projects.

WHO SHOULD TAKE THIS COURSE

- Underground Utility Workers
- Sitework Contractors
- Earthwork Contractors
- Developers
- New Estimators
- DOT Employees

WHAT YOU WILL LEARN

This program concentrates on the specific problems encountered while estimating varying costs of underground utilities. Solutions for items such as interferences, work stoppages, and unanticipated conditions are covered in detail.

This course provides the estimator with a practical and time-saving approach to quantity calculations, soil analysis and water tables. It covers how to accurately determine the productivity rates upon which to base your bid.

UPON COMPLETION, STUDENTS WILL BE ABLE TO

- Perform accurate trench volume and backfill calculations.
- Verify the engineer's quantities.
- Foresee project complexities and installation difficulties.
- Assemble crews for maximum efficiency.
- Correctly gauge productivity.
- Improve estimate accuracy.



SCHEDULE

February 1-2, 2018	April 26-27, 2018
March 1-2, 2018	May 9-10, 2018*
March 29-30, 2018	June 7-8, 2018

LOCATION

Construction Estimating Institute
5016 Calle Minorga, Sarasota, FL 34242

***May 9-10, 2018 held in San Diego, CA**
AGC, 6212 Ferris Square, San Diego, CA 92121



Estimating Roadwork and Paving

Class size limited.

Register Now!

Tuition: \$595

Includes Tuition, Books & Materials.

DVD Homestudy

Version Available: \$595

Includes DVD Video Library and All Course Materials.

SCHEDULE

January 31, 2018

February 28, 2018

March 28, 2018

April 25, 2018

May 11, 2018*

June 6, 2018

LOCATION

Construction Estimating Institute

5016 Calle Minorga
Sarasota, FL 34242

***May 11, 2018 held in San Diego, CA**
AGC, 6212 Ferris Square
San Diego, CA 92121

SYNOPSIS

- Estimate slopes/shoulders
- Curb and gutter calculations
- Estimate asphalt paving
- Estimate concrete paving
- Establish crew costs
- Estimate hauling costs
- Estimate from typical details
- Calculate compaction production

WHO SHOULD TAKE THIS COURSE

- Road & Highway Contractors
- Asphalt & Concrete Pavers
- Commercial Contractors
- Developers
- DOT Employees

WHAT YOU WILL LEARN

This program teaches the primary aspects of estimating roadwork and paving construction. It provides the estimator with the skills necessary to assemble a detailed and accurate estimate of this scope of work. Practical experience is gained throughout the course using hands-on exercises and problem-solving challenges.

UPON COMPLETION, STUDENTS WILL BE ABLE TO

- Implement a structured system for determining job costs by accurately assessing equipment, labor, material and other service costs involved in the completion of roadwork projects.
- Determine cut and fill quantities in road-way excavations, working from cross sections and profiles.
- Increase work efficiency and control of the project.
- Accurately calculate and apply equipment production rates to the estimate.
- Confidently estimate all major aspects of paving construction, including: asphalt and concrete materials, subgrade preparation, curb and gutter.

"We have sent several of our estimators and the results have been fantastic. They are more organized and we see better bidding results!"

—Paul Pate
Pate Asphalt Systems

To register, call 800.423.7058 or register online at www.ceihome.com

Blueprint Reading



The Blueprint Reading training programs on DVD provide essential skills and knowledge that virtually every employee in a construction company or organization should possess. These programs are also beneficial for beginning to intermediate office staff members that are involved with sales and customer service.

- Learn to properly read construction drawings
- Accurately interpret construction drawings
- Increase and speed up comprehension
- Increase plan reading proficiency and accuracy
- Effective in-house training for new hires
- Courses include DVD video library and all training materials

CIVIL BLUEPRINT READING PROGRAM

Construction company field and office employees can increase efficiency and reduce avoidable errors with a thorough understanding of civil blueprints and engineering drawings. Students taking this course learn to completely read and understand civil blueprints. This home study course covers engineering plans for earthwork, underground utilities, and roadwork and paving. Learn where to look, how to visualize what a drawing is showing, where to find other views—such as sections and details—and ways to speed up comprehension. **\$199**



RESIDENTIAL/LIGHT COMMERCIAL BLUEPRINT READING PROGRAM

Construction field personnel and office employees can increase their efficiency and reduce avoidable errors by being able to thoroughly understand construction blueprints and drawings. Students taking this course learn to completely read and understand residential and light commercial blueprints. This home study course covers architectural, structural, mechanical, and electrical drawings used in construction projects. Learn where to look, how to visualize what a drawing is showing, where to find other views—such as sections and details—and ways to speed up comprehension. **\$199**

DELUXE BLUEPRINT READING PROGRAM

Includes: Civil Blueprint Reading Program + Residential/Light Commercial Blueprint Reading Program

The deluxe blueprint reading home study program includes the civil blueprint reading course and the residential/light commercial blueprint reading course. **\$295**



"I would recommend your training to anyone in the construction business. Your training provided more than I expected."

—Mark Ferguson
Director of Construction, Fibrebond

Order Today! | 800.423.7058 | www.ceihome.com

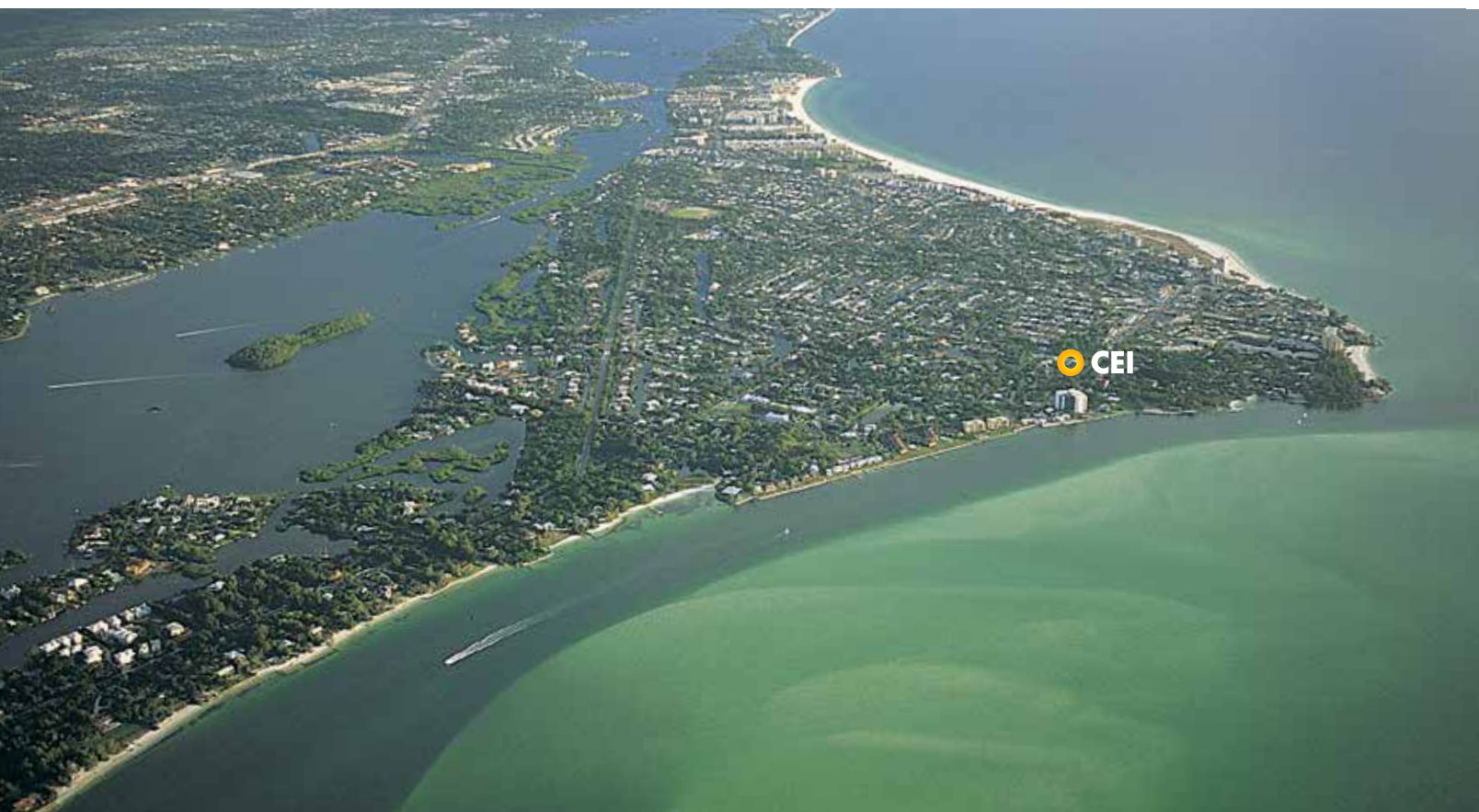
Construction Estimating Institute

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Sarasota, FL 34242

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2018 Training Schedule for:

- Building Estimators
- Project Managers
- Sitework Estimators
- Supervisors
- Foremen



Experience industry-renowned training with Construction Estimating Institute on beautiful Siesta Key in Sarasota, Florida!