

Lean, Keen & Green



Spring Professional Development Seminars

**HOW TO MAKE
YOUR PLANT
RUN LIKE A
WELL-OILED
MACHINE.**

Comprehensive courses for sharpening your skills in a variety of architectural woodwork operations. Gain insights, knowledge and effective practices to develop clear, sharp methods to work smart and build profits.

Early Bird
Rates End
**March
21st**

April 29 – May 1, 2010

Marriott Hotel, Marina del Rey, California

Program Information

Thursday, April 29

Time: 6:30 – 8:00 am

Breakfast

Time: 8:00 am - 5:00 pm

AutoCAD for Profitable Millwork Drawing

This hands-on session will give you sound upper level experience as an AutoCAD operator so that you will **efficiently and easily translate ideas** into engineering details for any type of complex architectural woodwork project. Demonstration, practice and guidance will give you confidence and enhance your productivity. Each attendee will **work on an AutoCAD computer workstation** to improve your skills in: **blocks and dynamic blocks; creating a template; X-refs; using styles – dimension and text; hatches and linetypes**; and much more! Use the bonus “cheat sheet” on Advanced AutoCAD tools to take your ability to the next level. Instructors are real woodwork drafters who will bring real life situations and solutions that you can apply on all your projects. Note that this course will not cover drawing in 3D, rendering, or raster-to-vector.

Seating is limited to 20 attendees. Not for beginners

Faculty: **Tim Schramm**, Hardline;
Chris McVey, Resource Engineering

Fee: \$350 - AWI, WI, & AWMAC Members;
\$600 Non-Member

Early Bird Rate: \$300 - AWI, WI, & AWMAC Members

Time: 8:00 am - 12 pm OR 1:00 - 5:00 pm
Please note: this is a 1/2 day workshop, repeated in the afternoon.



Contracts: Making A Sharp Delivery

Learn the **fine art of negotiating** to secure the contract terms you need to protect your interests while satisfying those of Contractors and Owners. Share the perspective of an attorney who has represented specialty trade contractors in a variety of disputes involving construction defects, warranty issues, increased scope of work, and labor inefficiencies. Discover how to craft profitable agreements. Take home a Contract Addendum you can use to negotiate for your rights on your next project. It's all in the details -- nail them down up front and deliver a sharp contract that will minimize disputes down the road.

Faculty: **Randy Jensen**, Leonard Peterson & Company;
Michael P. Davis, Esq., Chamberlain, Hrdlicka,
White, Williams & Martin

Fee: \$250 - AWI, WI, & AWMAC Members;
\$400 Non-Member

Early Bird Rate: \$200 - AWI, WI, & AWMAC Members

Time: 8:00 am – 5:00 pm

Fundamentals of Estimating



Keep your company lean and mean by **developing on-target estimates**. This basic program lays the groundwork for calculating average prices and factoring in all variables for any and all projects. Gain the knowledge and tools to determine and exceed your “break-even” for maximum profits through effective use of the **AWI Cost Book**. Don't forget your company's operating overhead – discover how to factor it in as a component of your costs. Gain assurance, knowing you can turn down unprofitable work and negotiate your margins with confidence.

Faculty: **Tony Perno**, Casework Technologies, Ltd.;
Scott Nelson, Central Plains Millwork, Inc.

Fee: \$350 - AWI, WI, & AWMAC Members;
\$600 Non-Member

Early Bird Rate: \$300 - AWI, WI, & AWMAC Members

Time: 8:00 am – 5:00 pm

Fundamentals of Project Management



As the principal organizational specialist on the woodwork team, the project manager is confronted with tight schedules, change orders, resource availability, equipment glitches, conflicts, communication, and more, while assuring that the job proceeds according to the specifications and the contract. It's a challenge! This intense one-day program will **help NEW PMs** build a solid foundation for a successful career. You can immediately **put to work the best practices, skills and techniques** gained in this course. Start using the handout materials – forms, templates, and tracking mechanisms – when you get back to the job. Interact with participants to form a network of PM consultants who share – and successfully meet – the same challenges.

Faculty: **Rick Thaler**, OGB Architectural Millwork;
Randy Lange, Lange Bros. Woodwork Co., Inc.

Fee: \$350 - AWI, WI, & AWMAC Members;
\$600 Non-Member

Early Bird Rate: \$300 - AWI, WI, & AWMAC Members

Time: 8:00 am - 12 pm OR 1:00 - 5:00 pm
Please note: this is a 1/2 day workshop, repeated in the afternoon.

Getting Green: LEED For Woodworkers



This exciting and informative half-day program addresses the nuts and bolts of **working on a LEED-specified project**. Attendees will gain insight and a working knowledge of their firm's potential role in providing material and data for **compliance in the LEED Building Rating System**. The woodwork manufacturer will then be able to look at his or her own company and assess whether the firm is ready to participate in a LEED project. Attendees will also be able to decide how their firms fit into, grow with and participate proactively and effectively in the world of green building. Listen closely and be prepared with pen and paper to take some important notes.

Fee: \$250 - AWI, WI, & AWMAC Members;
\$400 Non-Member

Early Bird Rate: \$200 - AWI, WI, & AWMAC Members

Time: 12:00 - 1:00 pm

Lunch and Exhibitor Showcase



Time: 5:00 - 7:00 pm

Exhibitor Showcase

View products and learn about the services of participating suppliers while networking and enjoying delicious food and beverages.

Friday, April 30

Time: 7:00 - 8:00 am

Breakfast and Exhibitor Showcase

Time: 8:00 am - 5:00 pm (Day 1 of 2)

Advanced Estimating



Gain satisfaction from a job well done by taking your knowledge of basic estimating to the next level. Sharpen your skills and learn advanced techniques for estimating complex projects, get useful tools for job costing, and fine-tune skills for justifying bids that **turn into profitable projects**. Through problem-solving and reaching real-world solutions, you will learn how to become an estimating master while improving your company's bottom line.

Prerequisite: Completion of the Fundamentals of Estimating course or 3 years experience as an active Estimator. It is not recommended to take Fundamentals and Advanced Estimating back to back.

Faculty: **Bruce Spitz**, Classic Millwork & Products, Inc.; **Mike Bell**, Kentucky Millwork; **John Leininger**, Leininger Cabinet & Woodworking, Inc.; **Jim Broich**, Architectural Arts; **Josh Browning**, Genbrook Millwork, Inc.

Fee: \$700 - AWI, WI, & AWMAC Members;
\$1200 Non-Member

Early Bird Rate: \$600 - AWI, WI, & AWMAC Members

Time: 8:00 am - 5:00 pm (Day 1 of 2)

Advanced Project Management

This advanced course will elevate your skills from "good" to "great." Apply the fundamentals, on-the-job experience, and the advanced techniques presented in this course to **become a master** of the art of project management. Learn how to evaluate the client's "**hot button**" issues, develop change order control processes, and maintain project authority structures. From project initiation to close-out, stay in control by improving your customer management skills. Maintain your cool and increase your confidence in analyzing risks, responding to troublesome requests, and dealing with sometimes demanding parties in the chain of command - from general contractors up to owners. Improve the flow of the job to successful punch out.



Prerequisite: Completion of the Fundamentals of Project Management course or 3 years experience as an active Project Manager. It is not recommended to take Fundamentals and Advanced Project Management back to back.

Faculty: **Matt Lundahl**, Meyer and Lundahl; **Jeff Stück**, Stück Wood Works, Inc.; **Greg Kasten**, Mortensen Woodwork Inc.

Fee: \$700 - AWI, WI, & AWMAC Members;
\$1200 Non-Member

Early Bird Rate: \$600 - AWI, WI, & AWMAC Members

Time: 8:00 am - 5:00 pm (Day 1 of 2)

Lean Manufacturing

This **two-day, interactive workshop** has two objectives: to help attendees decide if implementing Lean principles is right for their custom woodworking operation; and to give those who decide to implement the Lean process a **checklist of steps** they can take home with them and put into effect. Learn **tried and tested methods to "drive out waste"** in your operations.



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Program Information

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This workshop is designed and presented by active woodworking professionals currently implementing Lean principles. Sessions will feature a laser-like focus on the steps a woodworking firm needs to take to get Lean. This program is not an introduction to Lean manufacturing. A pre-seminar reading list will be sent to those attendees who need a primer. At the seminar we will dive in the deep end of the pool and start swimming for the Gold Medal in the first hour.

Faculty: **Erik Fetzer**, Fetzer Architectural Woodwork; **John Wiley**, Elipticon Wood Products; **Casey Strong**, Fondell Woodwork, Inc.; **Greg Blomberg**, GreaterValue Hardwood Consultants; **Eric Peterson**, New World Millworks Inc.

Fee: \$700 - AWI, WI, & AWMAC Members;
\$1200 Non-Member

Early Bird Rate: \$600 - AWI, WI, & AWMAC Members

Time 12:00 - 1:00 pm

Lunch and Exhibitor Showcase

Saturday, May 1

Time: 7:00 - 8:00 am

Breakfast



Time: 8:00 am - 5:00 pm (Day 2 of 2)

Advanced Estimating

Continuation of Advanced Estimating.
(See description listed for April 30th)



Time: 8:00 am - 5:00 pm (Day 2 of 2)

Advanced Project Management

Continuation of Advanced Project Management.
(See description listed for April 30th)

Time: 8:00 am - 5:00 pm (Day 2 of 2)

Lean Manufacturing

Continuation of Lean Manufacturing.
(See description listed for April 30th)

Who Should Attend?

Bring yourself and your employees to the 2010 Spring Professional Development Seminar and you will bring much, much more home with you! Newcomers, novices, and experienced professionals will benefit from the courses. Sessions are perfect for drafters, woodworkers, project managers, estimators, middle and upper management as well as key specialists.



Meeting and Hotel Location

Marina del Rey Marriott
4100 Admiralty Way
Marina del Rey, CA 90292
800-228-9290
or **310-546-7511**

Reservations

Reservations should be made by individual attendees directly with Marriott. Reservations number: **(800) 228 9290**
Online Reservations: www.awinet.org

Group and Rate Info

Group Name: **AWI Spring Professional**

Online Group Code: **spdspda**

Group Rate: **\$144** (Subject to availability)

Group Rate Cutoff Date: **April 6, 2010**

Transportation Information

The closest airport is **LAX**, Los Angeles.
Phone: **1 310 646 5252**

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The Marina del Rey Marriott is 5 miles NW of the airport.

Driving Directions: From Airport exit Sepulveda N., merge left onto Lincoln Bl (North), continue on Lincoln Bl to Fiji Way; Left on Fiji Way; Right on Admiralty, hotel approx 1.5 miles on the right side of street. From San Diego Freeway (405): exit 90 Freeway and take until freeway ends. Left on Mindanao, right on Admiralty Way, hotel approximately 1.5 miles on the right. The Marriott Marina del Rey hotel does not provide shuttle service. Alternate transportation: Super Shuttle/310-782-6600; fee: \$20 (one way); reservation required. Estimated taxi fare: \$20 (one way).

Registration

Register for one, two or all three days for high impact learning. **Registration includes all utilized materials** (including notebooks, CDs, and template files) **continental breakfast, lunch, Thursday evening reception**. Seats are limited and will be assigned on a first-come first-serve basis. To register, go to the AWI web site, awinet.org, and click on **"2010 Spring Professional Development Seminars"**. Register early using AWI's secure, online service available 24/7. **Register by March 21st to receive our Early bird rates. Registration closes on April 2, 2010.**

For more information, contact **Ilaria Buffalo, 571-323-3614**,
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