

Plumbing Mechanical and Sheet Metal Contractors Alliance



Presents Webinar Series:

LEARN HOW TO PREDICT TRUE PRODUCTION COSTS

PRESENTED BY: SMACNA

Using SMACNA's "Reference Manual for Labor Units", SMACNA contractors and their project managers, estimators and management teams will learn how to use this new, upgraded Excel-based interactive reference tool. Learn how to:

- Monitor and manage site & shop conditions in order to improve production
- Validate increased production costs due to changes in site & shop conditions
- Learn how to better predict true production costs based on specific project types
- Have a standardized tool to aid in insuring that you cover the true costs of change orders and extras
- Improve the communication between what was sold and what your production team actually encounters on the site & in the shop to aid in improved production

Based on the former labor units manual, the new Excel-based, interactive reference manual has been upgraded and made more user-friendly. Another important part of the manual is the section on job & shop conditions, which allows the user to customize the labor units based on real or predicted site & shop conditions.

SPEAKER: Kevin Dougherty has been a consultant, speaker, author for over 20 years. Kevin has served as sales manager and corporate trainer for a multimillion dollar mechanical contractor.

Wednesday, December 15

@ PMC/SMACCA Office

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10:00 am—11:00am

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