



Suderman Electrical Estimating Course

**MEMBER
EXCLUSIVE!**



***ECA Ottawa is offering TWO, intense,
Gold Seal Certified,
2-day hands-on Suderman Estimating Courses***

DEADLINE FOR REGISTRATION: November 22, 2019

These courses will take you right from the start to the final bid price. Your estimates will be done in a systematic way, forms are easy to follow and will guide you step by step. Errors are easy to find. All material is listed and a labour unit is applied to each item. You will finalize a tender, have good charts for adding overhead and all other job costs. Adding the profit will be your final step.

Course #1

Monday Dec 9th 2019
Tuesday Dec 10th 2019
8:00 AM to 4:30 PM

Course #2

Thursday Jan 9th 2020
Friday May 10th 2020
8:00 AM to 4:30 PM

Location:

ECA Ottawa Classroom
86 Greenfield Ave
Ottawa, Ontario

INCLUDES

- ❖ All costs are covered by ECA Ottawa
- ❖ Includes Breaks & Lunch
- ❖ The Suderman Labour Manual
- ❖ Go to our website to register
- ❖ www.ecaottawa.org



Course # 1

Suderman Electrical Estimating Course # 1 is an intense, 2-day, hands-on course designed to introduce the basic principles of Electrical Estimating and their applications.

Agenda

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Estimating Fundamentals

- Role of an Estimator
- Setting up to Estimate
- Methods of Estimating
- Estimating Tools and Forms
- Labour Manual and Use
- Pricing

Detailed Takeoff

- Review Drawings and Specifications
- Organization of Estimate
- Measuring and Counting
- Use of Forms
- Use of Computer Estimating Systems
- 400 Amp Service Entrance

Layout and Estimate for:

- 110 Volt Receptacle Outlets for an office
- Lighting Fixtures and Switches for an Office
- Lighting and Outlets for a Plant
- Distribution and Feeders
- 400 Amp Service Entrance

Pricing, Labour and Summarizing

- Listing of Material
- Pricing, Labour Units and Extension
- Summarizing
 - Labour Cost
 - Non-Productive Labour
 - Job Expenses
 - Mark-Up and Profit
 - Job Closing
 - Quote
 - Sales Techniques



"The Suderman Estimating Course is the program that I solely use for my company's training for estimators. I also send my Project Managers as it helps them greatly with change orders. Both my father and I took this course. The fundamentals they taught created a great system for estimating at our company."

Johannes Ziebarth, President, Ziebarth Electrical

Course #2

Suderman Electrical Estimating Course # 2 is an in-depth, 2-day, hands-on course that provides the participant with the opportunity to learn advanced Electrical Estimating techniques for systems, distribution, service equipment and motor power control. Suderman Electrical Estimating Course # 1 is a prerequisite.

"The Suderman Estimating Course helped reinforce the things I was doing correctly in my estimates, as well as, highlighted the things I need to improve upon. A highly beneficial learning experience!"

Estimator, Wired Synergy Inc.

Agenda

Review of:

- Estimating Fundamentals
- Details Takeoff
- Pricing, Labouring and Summarizing
- Supplier Pricing
- Sub-Contracts
- Job Closing
- Change orders and extras on jobsites
- Hourly cost of a vehicle
- Hourly charge out rate
- Unit pricing

Layout and Estimate for:

- Fire Alarm
- 600 Amp Distribution
- QMQB and CDP Panelboards
- 600V Switchgear
- Bus Duct
- Motor Control Center (Complete Design)
- Motor Power & Control
- 5kV Service Entrance

"Knowledgeable staff with true background experience, giving the novice, intermediate or advanced layperson the tools to work with. A truly wonderful program that can enhance your current estimating/management department. 'The man who asks a question is a fool for a minute, the man who does not ask the question is a fool for life'.

I highly recommend the 2 day course."

Jeff Tremblay, President, T & M Electric