



## BMSA's Building Material Basics & Estimating Series

Casey Voorhees, Executive Director of the Western Building Material Suppliers Association, uses his 40 years of industry experience to teach those new to the industry as well as those beginning their estimating career.

### Intro to Building Material Sales

The **Introduction to Building Material Sales Course** provides entry-level personnel and employees who have limited industry knowledge with a basic understanding of building material operations, product usage in residential construction and customer service basics.

**Material Covered:**

- Building material terminology
- Abbreviations, formulas, measures
- How profits are made (and lost)
- Margins, board footage, price conversions
- Customer relations & practical selling skills
- Product usage on the jobsite—boards, plywood, floor, walls, trusses, roofing, soffit/siding, moldings, interior finish stair parts, doors, windows, insulation, and builder's hardware.

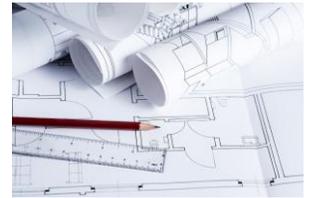


### 2 -Day Blueprint Reading & Material Take-Off

BMSA's popular **Blueprint Reading & Material Take-Off Workshop** teaches attendees residential construction methods, blueprint reading and material take-off. Attendees will receive hands-on experience figuring an actual set of working drawings.

**Material Covered:**

- Blueprint Reading
- Scale Usage
- Estimating Formulas
- Material Applications
- Wall Framing
- Siding & Exterior Trim
- Gable and Hip Roof Systems
- Floor Layout



Attendees will learn basic blueprint reading by identifying lines, symbols and details while developing an understanding of elevations, floor plans, framing and sectional views.

Students will be introduced to various residential construction methods and estimating formulas while working on a basic single level home with a trussed roof.

### Advanced Estimating & Material Take-Off

The **Advanced Estimating Course** is designed to provide a deeper understanding of residential framing as well as increased efficiency in completing material estimates. This workshop will go beyond basic house design and focus on the difficult areas of completing framing take-offs.

**Material Covered:**

- Irregular floor and roof layouts
- Multi-pitched roofs
- Vaulted walls and ceilings, rake framing
- Stick-framed roofs including hips, valleys, and jack rafters



Those attending the 2-Day Basic Blueprint Reading & Material Take-Off course may continue with this course provided they have some prior experience with estimating. If registering for this session only, please be sure your personnel have the requisite experience and are familiar with interpreting plans, residential construction methods and fundamental material take-off concepts. **This is an Advanced Course.**