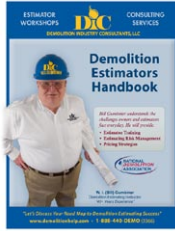


**Demolition Estimators Handbook**  
(139 pages):  
\$199 + S&H



- Industry facts
- Identify your market
- Estimators responsibilities,
- Analysis your competition
- Keys to successful estimating
- Calculate weights of structures
- Equipment and personnel utilization
- Building the estimate

- Bid preparation
- Project check list
- Project start-up
- Rules of thumb
- Demolition safety
- Blueprint information
- PLUS information included in Desk Top Reference.

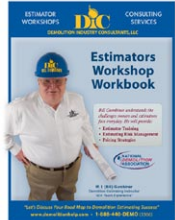
**Desktop Reference Guide**  
(114 pages):  
\$149 + S&H



- Weights of building materials
- Tanks weights
- Piping weights & capacities
- Steel structures
- Railroad specification,
- Copper – weights, alloys
- Transformers and motors make-up

- Nickel alloys specifications
- Wood and timbers
- Conversion factors
- Geometric formulas
- Blue print information
- Contract documents

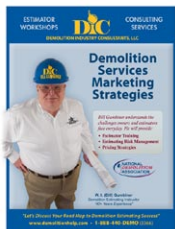
**Estimators Workshop Workbook:**  
\$149 + S&H



- Industry facts
- Understand request for proposal (RFP)
- Contract documents
- Understanding specification and contracts
- The role of the customer
- Calculating material weights

- How to calculate production rates and quantities
- Equipment and personnel utilization
- Estimators check list
- Collecting final payment
- Competitors analysis
- Public vs private work

**Demolition Services Marketing Strategies:**  
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- Identify your customers
- Who would you like to work for?
- Know your market
- Customer resources
- Corporate image
- Tracking your bid opportunities
- Advertising – good & bad
- Handicap your competition
- Importance of a data base
- Direct mail and web sites

- Toll free phone numbers
- Tele-marketing
- Opportunity resources
- Yellow pages “good or bad”
- Networking, wine & dining “yes or no”
- Free advertising, “toot your own horn”
- “Safety sells”
- How important is the 1st impression?
- Printed materials that work
- Opportunities for tools & personnel

**Demolition Estimating Spreadsheets & Form (CD version):**  
\$149 + S&H



- Excel bid spread sheet
- Engineering survey
- Daily reports
- Calculate wage rates
- Safety audit

- Proposal forms
- Proposal letters
- Project check list
- Project start-up package

**Two Day Demolition Estimating Seminar on Four DVD's:**  
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W.I. (Bill) Gumbiner - A native "Hoosier", Bill grew up in the "rust belt" of northwest Indiana. From 1960 thru '64, Bill pursued a degree in Construction Management Technology at Purdue University. In 1964, Bill began his career in the demolition industry at US Steel, Gary Works. Since 1974, Bill has held positions as senior corporate officer for five of ENR'S Top 10 demolition contractors.

Bill's 40+ year career includes major industrial, commercial demolition projects completed in 30 states. Bill has been guest lecturer at Purdue University, Texas A&M, IRA (Investment Recovery Association). Bill has also authored articles in leading demolition periodicals.

Since 1982, the individuals Bill has mentored have gone on to become company owners, regional managers, project superintendents, estimators and marketing managers.

As an out growth of his demolition industry expertise, out going leadership style along with a passion for passing on his experience in estimating and marketing, in 2004 Bill founded Demolition Industry Consultants. Bill can relate his 40+ years of senior management, estimating and marketing expertise to owners and estimators.

Bill's communication skills and his proven management, estimating and marketing successes provided an E-Z, no nonsense, approach to proven estimating and marketing training systems with a sense of humor that is educational and motivating.

Whether your company needs training for your estimators, proven marketing systems or just confirmation you are on the right track, Bill will deliver proven systems, through hands-on, interactive workshops and will continue to follow-up your successes.

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