

“PLANNING, PRODUCTIVITY, AND PROFITABILITY” PRESENTED BY JOHN KOONTZ

DATE Thursday, April 28, 2011
PLACE Little America Hotel, 500 S. Main Street, Salt Lake City, UT 84101
TIME 8:00am to 4:00pm
COST \$125
OTHER Lunch will be served at this event.
LAST DAY TO REGISTER April 20, 2011

ABOUT THE CLASS

The **best** mechanical contractors usually have a great reputation for integrity, quality, safety, and performance in their market place. They also, undoubtedly, always acquire some great work because of that great reputation.

However...maybe even more importantly...they **ALWAYS have the competitive advantage of efficiency** over the majority of their competitors. The competitive advantage of efficiency creates much higher project profitability during good economic times and allows substantial (but still profitable) price point lowering. During the ridiculously competitive and dismal economic times great contractors are thriving while average contractors are merely surviving.

How do the best create and perpetuate this competitive advantage of efficiency? John Koontz will spend the day answering that question with a fast-paced, practical, no-nonsense “every damn project; every damn time” approach to this subject.

This session is directed to contractor business owners and their top level management teams and will be focused on specific aspects of the following topics: project planning and scheduling, productivity improvement, material handling & site planning, fabrication/manufacturing, innovation and new technology, open-book management techniques, labor cost control, and building highly effective project manager/foreman partnerships.

ABOUT JOHN KOONTZ

John R. Koontz, MCAA's national director for project management and advanced supervisory education, brings a balance of academic and practical experience to his courses. A former tenured associate professor in Purdue University's Department of Building Construction Management, he served as Purdue's mechanical construction management coordinator. He has been teaching since 1992. Prior to this, he spent 15 years in the employment of MCAA contractors in a variety of positions including senior project manager, project manager, project engineer, and estimator. Professor Koontz is the director of the MCAA Institute for Project Management and Advanced Institute for Project Management at the University of Texas in Austin. He also served as Academic Representative on the Board of Trustees of the Mechanical Contracting Education & Research Foundation. In addition to traveling the country to support MCAA's National Education Initiative, Koontz remains active in continuing education, research, and writing in the area of mechanical contracting and MCAA Student Chapter development.

REGISTRATION

NAME _____

COMPANY _____

BILLING ADDRESS _____

PHONE NUMBER _____ FAX NUMBER _____

EMAIL ADDRESS _____

TOTAL TO BE BILLED _____ PAYMENT TYPE VISA MC AMEX CHECK

CREDIT CARD NUMBER _____ EXPIRATION _____

SIGNATURE _____

Signature authorizes card processing for \$125 per registration plus 5% convenience fee. Payment must accompany registration form. Return forms to the UMCA office by Wednesday April 20th, 2011 via mail or fax.

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