

## AGTEK Seminar Basics

**Seminar Courses:** Depending on your experience and needs, attend one, two or three days of training (see inside panel for more detailed course descriptions) . . .

**Day 1 (Tuesday) – Fundamentals of Takeoff & Modeling**

The fundamental functions that all AGTEK users must know

**Day 2 (Wednesday) – Working with CAD & Survey Data**

How to import/process CAD, vector PDE, and PNEZ text files

**Day 3 (Thursday) – Strata, Over-Ex & Related Functions**

Site modeling and analytic capabilities for “power users”

**Materials Provided:** Each seminar attendee receives a detailed, illustrated step-by-step seminar handbook documenting each day’s topics and techniques (these detailed technical handbooks are highly valued by our seminar attendees).

**Prerequisites:** For Day 1, some hands-on experience with Earthwork 3D, SitePlan 3D, SiteModel 3D, GradeModel 3D, or Earthwork 4D is strongly recommended (students with no prior hands-on experience may be overwhelmed by the volume and detail of information presented, especially if they will also be registering for the Day 2 and/or Day 3 seminars). For Day 2 and Day 3, proficiency with the Day 1 topics is strongly recommended.

**Seminar Hours:** On the day of each seminar, sign-in and seating begins at 8:00 am and instruction begins at 8:30 am. Class end time varies somewhat each day: 4:30 ~ 5:00 pm on Day 1 and Day 2, and 3:30 ~ 4:00 pm on Day 3. A one-hour lunch break is taken at noon (lunch is provided by Earthwork Software Services) and short breaks are taken at mid-morning and at mid-afternoon each day.

**Seminar Tuition:** Standard (non-discounted) tuition is \$775 per student, per seminar day. Generous Early Payment tuition discounts are offered at each location (see expiration dates on opposite flap). **If available, discounted Early Payment tuition is based on the number of seminar days attended by each student as follows:**

**Good Deal - One Day (Save 7%)**

Early Payment tuition is \$720 per day

**Better Deal - Two Days (Save 14%)**

Early Payment tuition is \$665 per day

**Best Deal - Three Days (Save 28%)**

Early Payment tuition is \$555 per day

**Seminar Registration:** Registrations are accepted and processed online at [www.EarthworkSoftwareServices.com](http://www.EarthworkSoftwareServices.com), where you will automatically receive the lowest available tuition rates. See the website for seminar venue information, detailed seminar outlines, seminar handbook tables of content, cancellation/refund policies and other terms of registration.

3440 Lismore, Conyers, GA 30012 USA  
[www.EarthworkSoftwareServices.com](http://www.EarthworkSoftwareServices.com)

**OPEN IMMEDIATELY-DISCOUNTS EXPIRING  
FOR A SEMINAR LOCATION NEAR YOU!  
ADDRESS SERVICE REQUESTED**

**EARTHWORK**  
SOFTWARE SERVICES  
Authorized AGTEK Software Training

## AGTEK EARTHWORK SOFTWARE TRAINING SEMINARS

Fall 2011 - Summer 2012  
Courses & Schedule

### WORK SMARTER...NOT HARDER

Unlock the Full Power of Your AGTEK Software  
With these Comprehensive Training Seminars

*“Today was worth the amount I paid for all three days! I have never attended a seminar with so much needed, useful and previously unknown information. I have been using AGTEK products on a daily basis since 1995 and wish I would have attended years ago.”*

– Frank Soots (Seattle Seminars)

*“I attended all three days and by the morning break on the third day I determined that Michael Cope [the instructor] had shown me better ways to analyze my work and had saved us the cost of the three day seminar. I will be back!!!”*

– Tom Shelley (Chantilly Seminars)

**EARTHWORK**  
SOFTWARE SERVICES

[www.EarthworkSoftwareServices.com](http://www.EarthworkSoftwareServices.com)



<u>Location</u>	<u>Class Dates (Tue-Wed-Thu)</u>	<u>Discount Expires*</u>
Raleigh, NC	Nov. 1 – 3	Sep. 30
Phoenix, AZ	Nov. 15 – 17	Oct. 14
Philadelphia, PA	Dec. 6 – 8	Nov. 4
Atlanta, GA	Jan. 3 – 5	Dec. 2
Worcester, MA	Jan. 17 – 19	Dec. 16
Minneapolis, MN	Jan. 31 – Feb. 2	Dec. 30
Denver, CO	Feb. 14 – 16	Jan. 13
Columbus, OH	Feb. 28 – Mar. 1	Jan. 27
Seattle, WA	Mar. 13 – 15	Feb. 10
Nashville, TN	Mar. 27 – 29	Feb. 24
Chantilly, VA	Apr. 10 – 12	Mar. 9
Orlando, FL	May 1 – 3	Mar. 30
Dallas, TX	May 15 – 17	Apr. 13
Richmond, VA	May 29 – 31	Apr. 27
Orange County, CA	Jun. 12 – 14	May 11
Atlanta, GA	Jul. 24 – 26	Jun. 22

\* Discounted registrations must be received on or before the corresponding discount expiration date!

**SEATING IS LIMITED AND SOME LOCATIONS MAY SELL OUT!**

**RESERVE YOUR PLACE and REGISTER NOW at:**  
[www.EarthworkSoftwareServices.com](http://www.EarthworkSoftwareServices.com)

### Day 1 - Fundamentals of Takeoff & Modeling

Regardless of whether your AGTEK site earthwork data is used in the office (to bid work) or on the job site (to stake, check or control grade), this fast-paced lecture/demonstration format course methodically covers the fundamental base of program knowledge that all AGTEK users (of Earthwork 3D, SiteModel 3D, SitePlan 3D, GradeModel 3D, and Sitework 4D) require.

**Topics include:** Data entry from site grading plans via manual digitizing using raster PDF files (also applies to paper plans); creating horizontal, vertical and slope offsets; adjusting existing ground models for topsoil stripping and other fixed-depth removals; adjusting proposed design models for structural sections; creating horizontal cut/fill subtotal areas; identifying and correcting data-entry, scaling, and interpolation errors; calculating cut/fill volumes and interpreting the volumes report; a brief overview of formatting printed/plotted documentation; and (if class time permits) using the Length/Area utility.

### Day 2 - Working With CAD & Survey Data

This comprehensive lecture/demonstration format course picks up where the Day 1 course leaves off by extending the seminar attendee's base of knowledge to include site takeoff and modeling tools using imported CAD, vector PDF, and raw survey data sources (this course applies to AGTEK's Earthwork 3D, SiteModel 3D, GradeModel 3D, and Sitework 4D programs).

**Topics include:** Creating site earthwork models from imported CAD and vector PDF data (import options, troubleshooting "missing" data, selecting/transferring layers, finding/eliminating elevation errors, 2D to 3D conversions—including use of the *Auto Pad* and *Conform Annotate* utilities), coordinate translations for aligning imported and manually digitized data sets, and importing and processing raw survey data from PNEZ coordinate text files (for borrow pit/stockpile volumes, cross-section survey data modeling, and bid-topo verification manipulations).

### Day 3 - Strata, Over-Ex & Related Functions

This intense lecture/demonstration format course is designed for "power users" and moves well beyond the Day 1 and Day 2 courses by demonstrating AGTEK's advanced modeling and analytic capabilities (this course applies to the Earthwork 3D, SiteModel 3D, GradeModel 3D, and Sitework 4D programs).

**Topics include:** Modeling subsurface strata layers, balancing onsite cuts and fills, entering and using balance regions for cut/fill subtotals, analytic applications of cut/fill depth contours (e.g., delineating stripping and waste areas by cut/fill depth), copying and pasting layer data between surfaces, and modeling vertically-staged earthwork (quantifying removal and replacement of unsuitable materials, creating "lowest surface" models, calculating structural excavation and backfill volumes, etc.).

### Background and Professional Experience

All seminars provided through Earthwork Software Services are designed, produced and conducted by Michael Cope. Michael has been involved with the grading and paving industry since 1977 and he has been providing independent AGTEK software training services since 1998. His industry experience includes ten years as a grading and paving estimator with contractors located in both California and Georgia and he has logged countless hours using AGTEK quantity analysis products. Michael's formal education includes a graduate degree in International Management and undergraduate degrees in Natural and Political Science.

Michael performed earthwork takeoffs by hand for seven years before his much-welcomed introduction to the AGTEK software in 1984. In addition to his practical experience in using AGTEK products as an estimator, Michael also spent many years working directly for AGTEK in various capacities, including marketing, sales, seminar instruction, technical support and training.

### Kudos From Previous Seminar Attendees

*"The shortcuts and methods from Day 1 and Day 2 will save me HOURS on takeoff!"*

- Carmen Culp Sargent (Raleigh Day 2 seminar)

*"The instructor's knowledge and organization of the material presented flowed naturally as a project would be analyzed. His explanations and demonstrations made learning the techniques easy. The numerous shortcuts will save us an enormous amount of time and more than covered the cost of the course."*

- Tom Shelley (Chantilly Day 1 seminar)

*"I liked the fact that the 1st day of this seminar doubled my AGTEK tool belt with twice as much knowledge. The amount of information that can be extracted from AGTEK is amazing!"*

- Brandon Vaught (Orange County Day 1 seminar)

*"The Modeling With CAD & Survey Data Sources seminar finally filled in the 'blanks' and will indefinitely lead to faster modeling."*

- Marcella Sorber (Philadelphia Day 2 seminar)

*"We have been attending these courses for 8-10 years. We always pick up many helpful hints and procedures."*

- Rick Powers (Worcester Day 3 seminar)

*"I've been using AGTEK for over 2 years and you taught me multiple uses I never knew about. Thanks."*

- Joe Resch (Denver Day 3 seminar)

*"All three seminar days are going to give our use of the software a real boost."*

- Shane Tinsley (Denver seminars)