

Educational Opportunities 2012

Graham[®]
wood doors

ASSA ABLOY

ASSA ABLOY, the global leader
in door opening solutions

Attendance is FREE

SHOP SEMINAR

March 28, 2012

GRAHAM Shop Seminars are a real “hands-on” experience. All attendees will greatly benefit from these sessions. The GRAHAM one-day seminars covers tools of the trade, modifications and preparations, handling and storage, and finish restoration. This training provides each participant the opportunity to absorb a wealth of information and knowledge about wood doors that otherwise may take years to learn. The Shop Seminars in Mason City also includes a tour of our manufacturing facilities.

ESTIMATING AND PRICING SEMINARS

May 2-3, 2012

Estimating Seminars in Mason City will include a tour of our office and manufacturing plant.

GRAHAM's Estimating and Pricing Seminars will include a discussion of wood door standards, a complete GRAHAM product line overview, a summary of programs and services, plus training on the GRAHAM gQuote pricing/gOrder online tools. Maximum benefit can be achieved with distributor personnel having six months experience in the wood door industry. Our team of expert instructors will familiarize participants to all aspects of GRAHAM, providing students a viable working relationship.

OPTIONAL 2-DAY PRO-TECH[®] TRAINING CLASS

April 30-May 2, 2012

An optional two day PRO-TECH Training Class will begin on April 30th and conclude at noon on Wednesday, May 2nd. The GRAHAM Estimating School will start after lunch on May 2nd. The class is geared towards the latest version of PRO-TECH and is intended for new users and those that have attended a prior PRO-TECH training session and need a refresher course.

The training will include:

PRO-TECH Overview, Company Setup, User Security, Project Tasks/Calendar, Working with the New Spreadsheet Type Grid, Estimating Hardware, Estimating Doors and Frames, Designing Quote Forms, Detailing Hardware, Door and Frame Detailing, Processing Hardware, Ordering, Receiving, Shop Orders, and Shipping.

Seating is limited, so reserve your space TODAY!

REGISTRATION DEADLINES

Shop Seminar – February 24

Estimating and Pricing Seminar – March 30

**All seminars will be held in
Mason City, Iowa**

Lodging

**Lodging and meals will be
provided.**

Accommodations will be provided. We ask participants to room share to reduce cost.

Single room reservations are available to those individuals sending a \$45.00 per night deposit at least ten days in advance of each session to Dave Goetzing.

We cannot guarantee single rooms without this deposit and prior knowledge of your request (note the registration forms, please).

Attendees also have the opportunity to meet and socialize with the GRAHAM Management Team and Customer Service Professionals.

Transportation

Students are responsible for transportation to Mason City.

**Additional details will be
outlined in a confirmation
letter after registration and
acceptance into a seminar.**

Please do not make any reservations until you receive your confirmation letter from GRAHAM.

GRAHAM Registration Form

Type or Print Legibly

Distributor Name: _____

Mailing Address: _____

City, State, Zip: _____

Phone Number: _____

Participant's Name: _____ Nickname: _____

E-Mail: _____

Years experience in the wood door industry: _____

Check the Seminar(s) That You Will Be Attending

Shop Seminar

March 28, 2012 Mason City, Iowa
Registration Deadline: February 24

Estimating and Pricing Seminars

May 2-3, 2012 Mason City, Iowa
Registration Deadline: March 30

Optional PRO-TECH Training

April 30-May 2, 2012 Mason City, Iowa

Indicate Your Room Preference

Single Room *

Share a Room

* Single room reservations require \$45.00 per night deposit for all sessions ten days in advance payable to GRAHAM.

Flying Would you be flying or driving
 Driving directly into Mason City?

For Estimating School Only

Do you require a hotel room on:

May 1st

May 3rd

Prepared by Wood Door Manager or
Officer of your company:

Print Name

Signature

Date

FAX APPLICATION FORM TO:

641-422-2653

Attn: Dave Goetzinger, GRAHAM

Graham[®]
wood doors

ASSA ABLOY

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