

The McCormick Letter

The Nation's Leader in Estimating Software

www.mccormicksys.com

October 2001

How We Ended Up Working in A Historic Building

McCormick Systems needed room to expand, and wanted to get out of the business of leasing office space (in Mesa, AZ). The old Odd Fellows' Hall in nearby Chandler, AZ, sat abandoned—a virtual eyesore in the heart of the downtown area.

As it turns out, this was a marriage made in Heaven!

"We had leased our space for over 20 years," says Jack McCormick, CEO. Then we saw this old building and every time we'd drive by, my wife, Karaen, would tell me—'you're crazy not to buy it.'

"So I looked into the building, found out who owned it, and found what the asking price was. Then, it was to the Chandler Museum to find out the building's history. In the search, we found photos of what the building really looked like before it was historically destroyed with false fronts, ceilings, etc. Armed with this information and a greater desire to purchase and restore it, we made an offer. The offer was way below what the sellers were asking for it, but to our surprise, they accepted the offer.

Built in 1928 by the Odd Fellows, (IOOF) the building featured a downstairs area for the Chandler Armory and upstairs, its lodge hall and meeting rooms. Over the years,

it had a variety of owners, including a doctor who used the lower area for offices, and converted the upstairs area into four apartments.

"It had been abandoned for about a decade, and we knew



The old Odd Fellows' Hall in Chandler, AZ, built in 1928 (above), has been restored to become the home for McCormick Systems (left).



there would be challenges, starting right with the interior demolition," says Jack McCormick. "We got the whole thing completely demo'd, down to the bare inside walls. Our biggest surprise was the roof which was sagging about one and one-half

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feet in the center.” After all sort of expensive ideas from both my architect and engineer, I rented about forty pipe jacks, pushed the center of the roof back up, and repaired the trusses at a fraction of the cost that was suggested.

A First-Class Refurbishing

McCormick Systems gave the building—the new home for the company and the first office building it has ever owned—first-class treatment. Among other nice touches:

- ✓ antique doors that matched the originals were found in New Orleans,
- ✓ all original windows openings were opened back up to the original size and replaced with windows to match the original,
- ✓ stucco was removed from interior walls, letting the original brick show through,
- ✓ furnishings inside were found to match the historic “look,” including pot-bellied stoves, and
- ✓ with the goal of allowing the original building to show through, most of the modern-day mechanical systems—fans, lights, duct work—are exposed. “It’s fun to look at, actually,” Jack McCormick claims.

“Basically,” says President Todd McCormick, “this changed over time from a construction project to a labor of love—and now, to a work of art.”

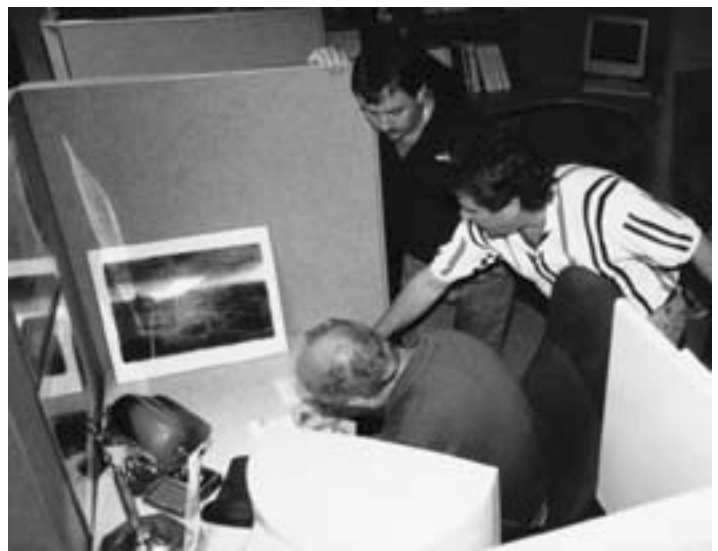
Amazingly enough, the building purchase and renovation, at a cost of around \$1 million, came completely without government money or grants.

“The building completely qualified for treatment as historic landmark,” says Jack McCormick. “So perhaps we could have saved 20 percent or more on this. But we didn’t want to bring in all of the regulations that that would involve. We wanted to bring the building back to the way it was, without our hands being tied and without slowing down the process that government involvement would have created.

“Besides the historic rehabilitation, we were creating a new home for our company. Without the grant money and the rules, we could move much, much faster.”

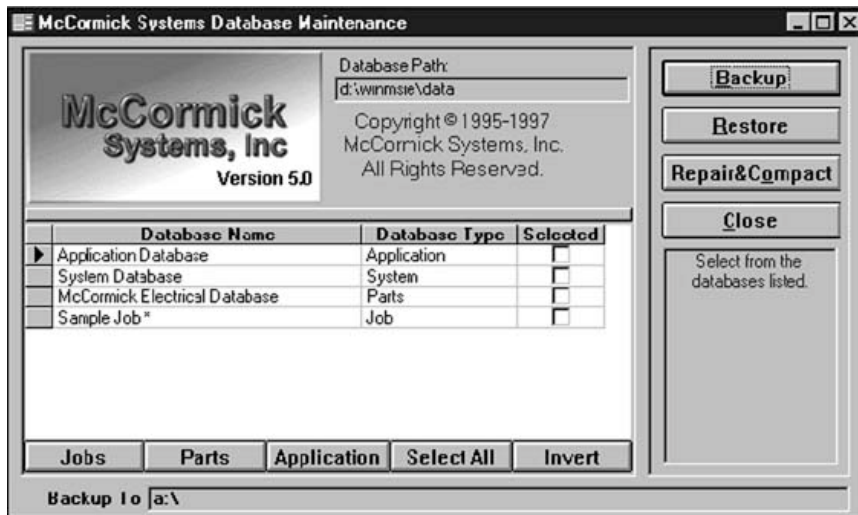
Today, 25 McCormick Systems employees are at work in the new building. The same facilities for training have been created here as were available in the leased building in Mesa and those coming for training should be able to

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Although McCormick Systems has only had three addresses in the past 20 years, with the new building, essentially, the company now has a real home.

Have You Compacted Your Database Lately?



To optimize the speed of our software, you are encouraged to repair and compact all databases on a weekly basis.

This means that at least once a week you need to repair and compact the application, system, parts, and all job databases using the Maintains Utility. If you are an 8000 user, you will need to go to one workstation to repair and compact the system, parts, and all job databases. Then go to each workstation to repair and compact the application database.

We have found that following this procedure results in a smaller database size and a much more effective database. *We have seen query times cut by 30-50% merely by compacting our applications database.*

If you have any questions concerning this new procedure please contact our support department at 1-800-444-4890. ✕

Did You Know... You can have an unlimited number of price specifications, each updated individually? This is an excellent way to compare prices from different vendors.

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“walk” to the office from the Sheraton San Marcos, a hotel/resort located about two blocks away.

Now, McCormick Is Home

Although we have only had three addresses in the past 20 years, with the new building, essentially, the company now has a real home. “There’s a pride of ownership now,” says Jack McCormick. “I’ve noticed it in the people here. At this point, we’ve only been occupying the building for two weeks, but, it seems to me, there’s a little more pride for all of us in what we are doing—the work is crisper, cleaner.

“For one thing, the building was designed to work exactly the way we need it to be. We’re able to get our software engineers and developers off in an area where they don’t have distractions. We’re able to put our marketing people off where they can work without fear of distracting anyone else.

“And all of our technical people—application and

support—are all in the same place now. They are able to communicate much more closely together now, which is going to be much better for our customers. They are able to share with each other what they are learning. They can hear when someone is facing a challenge in helping a customer, and, perhaps, help that person out.”

There are several amazing facets to this historic renovation. First, McCormick Systems took on the task without borrowing a penny. And, second, although there are restaurants, art galleries, and other retail businesses in the Chandler downtown core area, it is the first office building, something the city fathers hope is the first of many.

What’s next? “Well, when I purchased this building, I had the seller throw in the two adjacent lots,” he smiles, referencing the two empty lots to the west of the company’s new headquarters. In an interview with the local paper, he noted that those lots would be eventually developed, bringing more retail facilities into downtown Chandler. ✕

On-Site Training: Your Best Option



On-site training from McCormick Systems offers personal, concentrated training that comes to you. Above, a photo from a recent class at Kaemmerlen Electric (St. Louis). Classes can be configured over two days or three, with a charge of \$600/day plus expenses. Class size is recommended at 12 or fewer; we'll need a classroom of some sort at your location, plus a minimum of one computer for every two students. For information, call Dick Manrod at McCormick Systems—800-444-4890.

Write To Todd

Have a beef? Some praise? An idea on how we can improve our software or services? Contact Todd McCormick, our company president. Use our company address or fax or e-mail him directly at tmccormick@mccormicksys.com. ✕

Did You Know... McCormick's Windows products (3000, 6000, 8000, and 12000) each come with a document and picture viewer built right in? Find this under Edit/Job/Documents or Pictures in the drop-down menu. This is an excellent way to make sure everyone has access to the same information without having to print it out and hand it around.

Please Note Our New Address

After 14 years in a leased office, McCormick Systems has purchased—and restored—a historic office building in downtown Chandler, Ariz. Here's our new address:

McCormick Systems, Inc.
149 W. Boston St.
Chandler, AZ 85225

All of the rest of our contact information does not change—phone 800-444-4890 or 480-831-8914; fax 480-820-2422. And you can still contact President Todd McCormick at tmccormick@mccormicksys.com. ✕

Get Ahead With Training

Standard Estimating

It is structured to take you from “Job Startup” clear through “Bid Summary.” In-depth instruction helps students with good manual experience get up on line.

Advanced Management

This class is designed for the database manager or chief estimator. Students attending this three-day class will drill down into the bottom of the program and learn how to build specification formulas, reports and reports formulas, keyboard mapping, setting up security, and more. You should be proficient in all takeoff phases of the McCormick product.

Upcoming Schedule

Most classes are held at McCormick's training center (generally from 8 a.m. to 5 p.m.) in Chandler, Ariz. Class sizes are limited! Contact Jody Dougherty or Loriel McCormick at 800-444-4890. ✕

Nov. 7 – 9

Standard Estimating Class

Nov. 14 – 16

Advanced Management

Nov. 28 – 30

Standard Estimating Class

Dec. 5 – 7

Standard Estimating Class

Dec. 12 – 14

Standard Estimating Class

Join us for training in 2001!