

Overview: Highlights of What We Told Attendees at the '03 User's Conference

Did you come to Chandler, AZ, for the User's Conference early in April? We're sorry if the answer is "no". Here's just a bit of what you missed:



Versions 7.0 & 7.1

V7.0 of McCormick's software is now "the standard" and out on the market.

We reviewed enhancements that 7.0 offered over our previous "standard" and covered the upcoming upgrades to it in V7.1. Version 7.1 is now in beta testing. When ready for release (soon!), it will offer you the ability to:

- ✓ select several items and/or assemblies before cutting, copying, or moving them from one label set to another in the audit trail;
- ✓ pick several items and/or assemblies to delete from the audit trail;
- ✓ send data from the extension to the graph feature and schedule; and
- ✓ you'll find the extension process will now move much faster!

What You Already Have

McCormick budgeted time to go over the following items that are "embedded" in our software—

capabilities you've paid for and that are on your desk (in your estimating software). These include:

- ✓ **Proposals:** Our system offers a built-in proposal-producing feature.
- ✓ **Graphs:** You can use our system to produce graphs that could help your company—or your clients—get a quick grasp of data in the estimate.
- ✓ **Scheduling:** Your software can help you schedule your work. It's in there!
- ✓ **Price Updating:** You can obtain materials prices electronically from local distributors and use them in pricing the job. How you can use this: You can obtain prices from, say, four distributors and have the machine choose the lowest price for each item among the four.

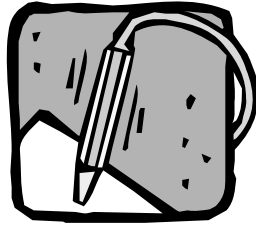
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Highlights

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Electric West Session: McCormick Talks CAD

Ed Bundy of McCormick's staff presented a 90-minute seminar on "21st Century CAD Estimating" at the Electric West show, held Feb. 4-6 in Los Angeles. As this session was a paid seminar (attendees paid to get in), he covered the water-front of CAD estimating, not just what McCormick offers.



Among Bundy's points to the contractors and other electrical personnel in attendance:

"You can use CAD to organize the job. The only way to decrease the time it takes to do a job is to organize that job." Bundy said that, over time, use of CAD would greatly speed up job organization and estimating.

"You can use CAD to eliminate problems in communication." In some cases, an estimator will "build a job in his mind" one way—using 90-degree elbows, for example—but the foreman might approach the drawings and end up using LBs. There is a difference!

CAD can help communicate what was in the estimator's head (how he or she estimated the job would be built) to the field personnel. "Draw it the way you want to build it," Bundy said. "Lay the drawing out the way you want it built. Put all of the information you can into the drawing."

How can you convey all kinds of information via a CAD drawing? Bundy noted that color was a key communicator. "You can use color to distinguish different sizes or types of conduit," he noted. "It's an easy way to convey information."

Further, the use of "layers" in a CAD drawing enables a great deal of information to be added. In going from plan to construction, estimators, project managers, and foremen can avoid seeing the information they do not need at a given time—by simply turning the unneeded layers off.

Of course, Bundy covered the interface of CAD and estimating. However, he did not spend more than one minute on McCormick's product.

An obvious audience question was about Time. Didn't all of these things Bundy was talking about eat minutes and hours? "You will spend a bit more time up front," he answered. "But there is a benefit on the back end, in building the job—and that's where you spend your money." ✕

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Enhancements

McCormick offers many enhancements, some of which will be useful to your company depending on its type of business. Included here:

- ✓ **CAD Estimating:** Once again, Steve Shrader was set to hold forth on how he puts this to use and holds his overhead down to a very low single-digit figure. See our May 2001 newsletter (available on our web site) for details.
- ✓ **Remote Take-Off:** Remote Take-Off is our newest offering and winner of a ShowStopper Award at the 2002 NECA Show. Take our software to the existing building for a walk-through estimate and count on a PDA.
- ✓ **T-Bill on a PDA:** This was winner of the ShowStopper honor at the 2001 NECA Show. It enables your service people to create an electronic document, have it signed on-site by the customer, and send it wirelessly to your office, in minutes!
- ✓ **Change Order:** We offer an effective way to track change orders. Each change order received is entered into the program and its progress is tracked through the whole process from start to finish.

Is That All There Is?

No! There is a lot more that we can't cover here. Highlights of the annual User's Conference include questions aimed at McCormick staffers from the audience, input from contractors and estimators to the company on future directions for program enhancements, and one-on-one sessions between customers and staffers in the on-site "Lab."

More next time! ✕



Did You Know ... **When doing "normal" BACKUPS, the DATABASE MAINTENANCE will ask if the User wants a note applied to the backup. Notes let you know exactly when the backup was performed and by whom.**

McCormick on BICSI Stage




FYI—here's a listing from the program for BICSI's May meeting in Denver, for Tuesday morning, May 13:

"Twenty First Century (CAD) Estimating"

Richard Manrod, McCormick Systems, Inc., Chandler, Arizona. This presentation will discuss the difference between a CAD estimating program and the counting/measuring method used with printed drawings. Manrod will explain how the CAD estimating program counts and measures the drawing for you. Outlets are not missed and lengths are measured with the accuracy of the CAD system they were drawn with. Plans and specifications will be available in only a digital format—on CD, over the Internet, or whatever the future will bring. He will review the various aspects of CAD estimating.

BICSI's Spring Conference runs May 12-15 at the Colorado Convention Center. For more info: www.bicsi.org. Come and see us during the trade show—we're in Booth #613. Show hours are 7:15-8:15 a.m. and 5:00 to 7:30 p.m., Tues. and Wed., May 13 and 14. ✕

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ADD YOUR PEOPLE

We'll ADD other people at your company to our electronic list. If you'd like us to send this newsletter to several people at your company who do not now receive it (other estimators, project managers, and so forth) just give us their names and e-mail addresses. Thanks! ✕

McCormick at Electric 2003



Are you coming to Electric 2003, the eastern regional trade show—to be held June 10-12 at the new convention center in Washington, D.C.? You'll find McCormick Systems in booth #1003. For more info go to west.electricshow.com. ✕

Win 6000 Goes To School!



The Electrical Systems Design Technology program at Ranken Technical College (St. Louis) graduates its first students next month. Their two-year program has included education in electrical estimating, electrical design, lighting design, power distribution, electrical machines, and the National Electrical Code.

According to Ranken educators, the students are prepared for entry-level positions as electrical estimators, electrical designers, lighting designers, and electrical sales representatives. Note that these students received up-to-date estimating training, thanks to the donation of Win 6000 software from McCormick Systems. The company's donation included instructor training, and support.

Ranken (www.ranken.edu) is a two-year, degree-granting college founded in 1907. For more info, contact Bill Layman (chair of the Electrical Systems Design department) at whlayman@ranken.edu. ✕

Estimator's Corner

Modify Your Database with 'Hot Link'



As noted in the March issue, Hot Link is a link between McCormick's Win Products 3/6/8/12000 and Tra-Ser™. Hot Link is an easy way to bring Items into the Permanent or Temporary (Job) database, depending on the User's Security. An Item or a group of Items may be marked and brought in, in any order selected. *NOTE: Items brought in will **overwrite** the items in an area of the database, so space should be arranged before Hot Linking. The Actual Hot Link process is shown in both the User's Manual and the Training Manual.* The tips below may help in adding Items to your Database.

The normal Specifications in McCormick's standard Database that would be linked to Tra-ser would be:

Tra-Ser<>McCormick Systems

- UPC<>DCI Code
- Col3 [Numeric]<>Book Price [Numeric] on 3000 Systems use Price Book [Numeric]
- Description<>Item Name
- Mfr Name <>Manufacturer (6,8,12000 Systems)
- Catalog Number<> Catalog Number (6,8,12000 Systems)

To insert new blank lines into your database (making room for items to be brought in from Tra-Ser):

- Mark the space where you want to insert new lines.
- Right-click the "C-Probe/L-Probe/Count" area.
- The pop-up menu will appear.
- Click on Insert.
- Type in how many lines you want to add in the Quantity area.
- Click on the "Insert After" button.
- Click on "OK."

You'll now have new blank lines to use in transferring items from Tra-Ser. *NOTE:* Make sure you have added enough blank lines. This is important -- as stated previously, the transfer will overwrite any current items in your database.

After you have Hot-linked over new items, be sure to modify any pertinent information -- such as Bid Labor, Cost Code, Schedule Code, etc. -- if needed.

Get Windows Training Now!

Standard Estimating

Structured to take you from "Job Startup" through " Bid Summary," it provides in-depth instruction, including good manual experience and "brush-up" exposure for those who want to get more out of the product.

Advanced Management

Designed for the database manager or chief estimator, this class drills o the bottom of the program. You'll learn how to build specification formulas, write reports and reports formulas, and more. To get the most out of it, you should be proficient in all takeoff phases -- and understand your company's needs.

Upcoming Schedule

Classes are available in Baltimore, MD or Chandler, AZ. We start at 7 a.m., go to about 4 p.m. We make hotel reservations and reserve space using info you send in on a registration form -- we need a form from you to save a space in our class. Call 800-444-4890 to request a form today **X**

April 24-25 (Baltimore, MD)
Standard Estimating

April 30-May 2 (Chandler, AZ)
Standard Estimating

May 7-9 (Chandler, AZ)
Standard Estimating

May 14-16 (Chandler, AZ)
Standard Estimating

May 22-23 (Baltimore, MD)
Standard Estimating

June 18-20 (Chandler, AZ)
Standard Estimating

June 26-27 (Baltimore, MD)
Standard Estimating

June 25-27 (Chandler, AZ)
Standard Estimating



Did You Know ... **The JOB NAME in the Jobs screen can include a Job Number and can still be both SORTED and SEARCHED normally.**