

## Contractors with 'The Need for Speed' Say Version 7.1 Helps Them Move Much Faster!

McCormick Systems doesn't always toot its own horn as well as some other companies in the software business. We've talked about Version 7.0 in this space several times in the recent past. Now, of course, V7.1 is the standard.

We're still not going to boast about how good V7.1 is. Instead, we asked a number of our customers to speak, on the record, about how it is working inside their companies.

So . . . here's McCormick some horn-tooting from those using the software.

### View from Virginia

Lee Perschino, estimator at Newcomb Electric Co. (Roanoke, Va.), notes that V7.1 is better than previous software from McCormick. "What I like—extremely—is the audit trail edit. That is just fantastic. I can go in there if I've got a large block, to range-edit my labor factor. I can correct things if I've taken off in the wrong label, which I occasionally do. I can move things around very quickly—and very nicely."

Newcomb has two estimators, but all of its half-dozen project managers use McCormick's software to do change orders. He's looking to schedule a training class for the group. "The ones who have used the software for quite some time always say the same thing—the more they use it, the easier it gets for them to use."

Perschino, who himself has used the software for roughly 15 years, notes that he's not yet using all of the functionality added to V7.1. "What I enjoy about

McCormick is how many changes have been made over the years. The company always has improvements—and they seem to constantly be trying to make it even better."

### From Dave of Davison

David DeFelice, president of Davison Electric (Martin's Ferry, Ohio) is thrilled with the return of the universal in the bid summary: "When we switched from DOS to Windows, this was a major element that we lost—and I was unhappy. It was such a good thing in DOS. Now that they've added it back to the system, I use it all of the time." *Why?*

"It saves us a lot of time. Let's say you have a \$1 million bid, which might have 20 quotations. It

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# Estimator's Corner

## Assembly Unit Pricing



In **Assembly** unit pricing, the following standard specifications may be modified by the user:

- ✓ "Lbr Rate W/B" and "Matl Tax Mult" should be treated the same as was shown last month in Item Unit pricing.
- ✓ "Markup 1" through "Markup 5" ("Markup 1" through "Markup 3" in the 3000 system) are Multipliers of the "Raw Cost," creating "Unit Price 1" through "Unit Price 5" ("Unit Price 1" through "Unit Price 3" in the 3000 system), accordingly.
- ✓ The Byproducts "Bid Lbr" ("Labor Book" in 3000 systems) times the Byproduct quantities added together equals the Assemblies "Labor Hours."
- ✓ "Labor \$'s" equals "Labor Hours" times "Lbr Rate W/B."
- ✓ The Byproducts "Price 1" ("Price Bid" in 3000 systems) times the Byproduct quantities added together equals the Assemblies "Material \$'s."
- ✓ "Totl Matl W/Tx" equals "Material \$'s" times the "Matl Tax Mult."
- ✓ "Raw Cost" equals "Totl Matl W/Tx" plus "Labor \$'s."

A big advantage to using Assembly Unit pricing is the five unit price markups. Some Assemblies including the wire Assemblies have only one byproduct. With the use of Assembly Unit pricing, the five unit price markups may be used. ✖

Next month: *Toolbar Buttons.*



**Did You Know ...** Once a Report is chosen and a Bid Summary/Graph Data/Schedule are chosen and named in EXTENSION REPORTS in (4) Extension, VERIFY the

REPORT DESTINATION. By default, this is usually PRINTER, but can also be a COMMA DELIMITED file, a LOTUS file, or an EXCEL file. Choosing anything other than PRINTER will require choosing a PATH and EXPORT OPTIONS (choosing all options is recommended).

*Continued from page 1.*

probably saves you a half-hour per bid on a job like this. You just 'universal' to your next one."

DeFelice's creative use of the McCormick system's capabilities is to perform "what-if" analysis on different approaches to the job. "With the Universal, it makes it easier to do this. On a given job, we might perform five different extensions. I want to see where the job falls if I try X, and where it goes if I try Y. Doing that helps me. And now I have a great time-saver back on my side."

Essentially, DeFelice's story is one of a DOS fan who's now become a Windows booster. "Initially, when we converted from DOS two years ago, I found the system to be a bit cumbersome. But with the changes McCormick has made, it is now a whole different product. It is unbelievable the difference that Version 7.1 has made for us. I can't say enough about it. Now, it's a fantastic product!"

### Gaining at TriState

Go to [www.tristateelec.com](http://www.tristateelec.com), click through to the "who we are" page, and you'll find Bruce Hamilton's name listed first among field supervision personnel, as senior estimator/senior project manager, with 13 years experience. Unlike DeFelice, Hamilton was not a big user of the universal in bid summary. With V7.1, however, he learned about it. "Now, I use it all of the time," he says. "It saves us a great deal. For example, when I bid a job recently, we had 13 alternates. Using the universal saved me the time of going into the bid summary, copying my labor, copying my tax screen—that sort of thing."

Time is a key for any estimator. Hamilton notes that, before McCormick unveiled V7.1, the estimates at TriState could become time consuming. "Before, when we wanted to swap-out material, we would have to print out what we'd done on paper. Then we'd mark it up. And we'd re-input it. Now," he says, "we can swap material in edit extension—and I do it on just about every job."

Last-minute investigations can arise, Hamilton notes. Minutes before bidding a job, "sometimes you can see something that looks just a little out-of-whack," he adds. "When that happens, I get on the phone immediately and follow up with a couple of our suppliers. If changes need to be made, I can make them—now—by editing the extension in Edit Extension. It lets us change prices on the fly. Sometimes, we need that." ✖

# McCormick's Dick Manrod Enlightens Academy of Electrical Contracting

The Academy of Electrical Contracting was established by NECA 35 years ago to help the industry avoid losing the expertise of industry veterans.

"Fellows" are inducted into the Academy to honor their accomplishments in the industry. Over the years, 515 Fellows have been added to the Academy; 164 are active.

Dick Manrod, who ran an electrical contracting company in Rockford, IL for 35 years, is one such active Fellow. After selling Manrod Electric, he moved to Arizona—and came to work for McCormick Systems, where he is an instructor...and a very potent brain!

Academy meetings are held twice a year, once at the NECA Convention and once earlier. Each year, two or three Fellows present papers on the future of the industry. In 2003, Dick was one of the presenters. It probably won't surprise you to learn that his topic was, "The How, Why, And Future of Estimating."

Unfortunately, Dick's six-page paper (with a one-page checklist attachment) was actually printed in smaller type than this newsletter! So we can't repro-

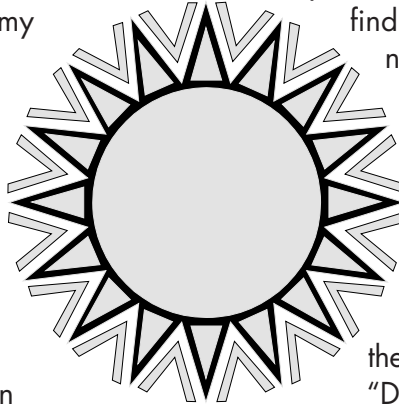
duce it here. Here are a couple of paragraphs:

"Always try to consider your competition. Have you tried using your gross cost in his bid to find out what he's using for overhead and net profit? Are you then tracking his overhead and profit so you have an average to consider on your quotations?"

"I believe that, in the near future, most plans and specifications will be in a digital format...This transition will happen almost overnight, similar to how the fax took over the industry."

"Divide the job into logical sections for project management purposes Try not to make the divisions so small that it is difficult to obtain the information from the field or too time-consuming to process in the office...Divisions or labels may also be used for the release of materials. This will help cash flow, cut down on theft, and reduce breakage due to moving the material a number of times."

NECA members can download the paper in PDF format from the NECA private Web site—find the "Academy" link and go to "Academy Papers." ✕



**Did You Know ...**  
Choosing the **BACKUP** button in the Jobs screen allows you to backup individual jobs. You can

choose any destination for the job using the dialog box, including other drives/media. This is the **ONLY** method recommended for moving jobs between separate systems.



**Did You Know ...**  
You can include a "Bid Time" in the **BID DATE** field in Job Information Details by putting a space after the Bid Date

and doing a <CNTRL> <COLON>. Then change the displayed time to the correct time needed. The **BID DATE** must be entered first so the field is read correctly.

DETACH BEFORE MAILING

• **FREE ADMISSION** •

**Yes! I want to attend The NECA Show FREE!**

Simply fill out and mail this postage-paid card by Sept. 6 and we'll provide you with **FREE ADMISSION** to The NECA Show. Or, bring this card with you to The NECA Show and get in **FREE!** (Regular price: \$20)

PLEASE PRINT:

NAME \_\_\_\_\_

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COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY, STATE, ZIP \_\_\_\_\_

TEL \_\_\_\_\_ FAX \_\_\_\_\_

E-MAIL \_\_\_\_\_

NOTE: NO ONE UNDER 16 PERMITTED ON SHOW FLOOR

Please send me information on education opportunities at The NECA Show.

C 7588

**My primary job function:**

(Please check ONLY ONE)

- A General Management
- B Sales/Marketing
- C Research/Development
- D Designer
- E Distributor
- F Specifier
- G Estimator
- H Construction Management
- I Construction Acquisition
- J Plant/Facilities Engineering
- K Union Officer
- L Educator/Instructor
- M Supervisor/Foreman
- N Journeyman
- O Apprentice
- P Inspector
- Q Writer/Reporter/Press
- R Engineering Communication
- S Other (SPECIFY) \_\_\_\_\_

**Registration classifications:**

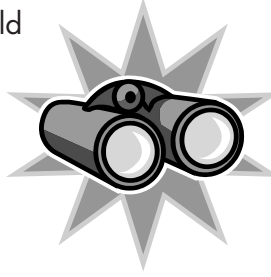
(Please check ONLY ONE)

- 1 NECA Member/Employee of NECA Member
- 7 Electrical Contractor (Non-Member)
- 8 Employee of Non-NECA Electrical Contractor
- 9 Wholesaler/Distributor
- 10 Manufacturer's Agent
- 11 Manufacturer Service Co.
- 12 Engineer/Architect
- 13 Utility/Co-op Executive
- 14 Government Employee
- 15 Labor Union Officer
- 16 Educator
- 17 Trade Association Executive
- 18 Press/Media Agent
- 19 Insurance Company Rep.
- 20 Other (SPECIFY) \_\_\_\_\_

## See McCormick at IEC

The Independent Electrical Contractors will hold their 46th annual national convention and exposition Sept. 10-13 in Anaheim, CA. A panoply of scheduled events include the IEC Electric Expo 2003. It opens at 5:30 p.m. on Sept. 11 (closing at 7 p.m.), and reopens the next day (11 a.m. to 5 p.m.).

On Sept. 12, McCormick—an IEC Platinum Partner—is among the hosts for a special party at the House of Blues. You'll find McCormick in Booth #112. You don't have to be an IEC member to attend the Expo—you can download, print, and use a free pass to the show. Get details at [www.ieci.org/default.asp?PID=420](http://www.ieci.org/default.asp?PID=420). ✖



## Get Windows Training Now!

### Standard Estimating

The class is 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 down into the bottom of the program. You will learn how to build specification formulas, write reports and reports formulas, and more. Before taking the class, you should be proficient in all takeoff phases of the product and understand your company's needs.

### Upcoming Schedule

Unless specified, all classes are at the training center in our office in Chandler, AZ. Classes start at 7 a.m. and wind up about 4 p.m. daily. We make hotel reservations using information from the registration forms sent in from participants. We must receive your registration form in order to reserve a space in our class. To obtain a registration form, call 800-444-4890. ✖

August 13-15  
Advanced Estimating

August 20-22  
Standard Estimating

August 21-22  
Standard Estimating (Baltimore)

September 17-19  
Standard Estimating

September 24-26  
Standard Estimating

September 25-26  
Standard Estimating (Baltimore)

September 29-30  
Standard Estimating (Orlando, FL)

## We're Growing!

We're not the kind of company (or people) that like to "crow" about ourselves. But we did want you to know that, over the past year-plus, McCormick had added one person per quarter to our employee roster. Most recently, we've re-hired Gary Winslow, who worked for McCormick Systems for more than five years, left, and has now returned. He brings with him an in-depth knowledge of Windows applications—which will be helpful to our customers. ✖



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c/o CONVENTION MANAGEMENT  
RESOURCES  
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SAN FRANCISCO CA 94105-4515

