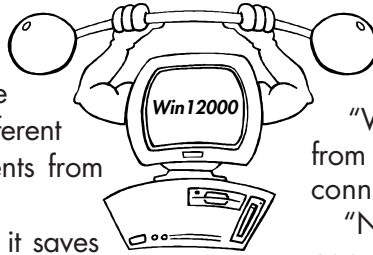




Win 12000 Users Love New Freedom

McCormick's Win 12000 system—which does away with the old "keys" and allows multiple users at the same time to use different machines—is winning endorsements from contractors and their staffs.



"When you get it all cranking, it saves a tremendous amount of leg work," says Steve Strong, president, Electric Services, Inc. (Leesburg, FL). Strong's company, with about \$15 million in sales, has nine Win 12000 licenses.

"Really, it helps us because we avoid some of the problems we had with the keys," says Strong. "We purchased nine licenses partially because we have nine estimators—and, potentially, we could have nine people working at a time. But we also anticipate some growth, and this will let us accommodate that."

In York, PA, I.B. Abel has six estimators and as many as five project managers. The company has six licenses and Ron Howell of the company notes "It was pretty easy to get working—I installed it myself."

Like most of the Win 12000 users, Howell and Strong noted the savings with the system. With the flexibility of having as many users as each company has licenses—now not tied to a designated location—the companies can get work done more quickly...and at a savings.

"We've been with McCormick Systems since Jack McCormick came to our office, many years ago," says Howell. "It's the only system we've used."

Howell appreciates the flexibility for a specific reason. "Most of our project managers won't use the system very often, but they will get on it once or twice a week to do a change order." He adds, "Now, that's very easy."

At M.C. Dean (Chantilly, VA), there are as many as 750 employees. The company has about 20

McCormick Win 12000 licenses. Jim Pattee, the company's manager of pre-construction, really appreciates the flexibility he now has.

"We recently implemented Citrix, so we can work from anywhere," he explains. "We have T-1 lines connecting our office with our job shacks."

"Now, with Citrix and the Win 12000, our company can estimate a large job with flexibility. Sometimes we will have \$15 to \$20 million jobs, with hundreds of drawings. Estimators will work on these for months."

"I can have estimators working on a large job in the main office, or in a project shack—and I even have the ability to get them involved in a project like that when they are elsewhere."

There's a lot at stake in any software switch for such a company, according to Pattee. "So we had our MIS department beta-test it first. Basically, we tried everything we could do to destroy (the Win 12000 system). It was a longer process on our end, perhaps, than elsewhere—but we made sure this thing would work. It does." ✕

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Web Links Of Note

Find suppliers of all sorts:
www.electric-find.com

Sign up for free e-mail newsletters from *Electrical Contractor* magazine:
www.ecmag.com/newsletters

Renew your license via online education:
www.electrerenewal.com

Free "SmartBrief" e-mails from the Associated General Contractors:
www.smartbrief.com/agc/index.jsp

McGraw-Hill's Web Site –
Construction.com:
www.construction.com

Presentations from Allen-Bradley's 2001 **Automation Fair:** www.ab.com/automationfair/techsessions_2001.html

NECA Show 2002 product preview – with six items from McCormick:
www.necashow.org/2002/exhibitors/ex_products.cfm

Top Lighting site –
www.lightsearch.com

Top Code Site --
www.mikeholt.com

Technical Corner

Here's How to Close Multiple Windows Fast!



Opening new programs and windows is easy. But how many times have you wished there was an easier way to close open programs and documents without having to press the little "x" in the upper-right corner of every window? Thankfully, there's an easier way, using your old friend on your keyboard, the control key. Here's a tip for quickly closing multiple windows at the same time:

1. Hold down your Ctrl key.
2. While holding your Ctrl key, single-click every open program or document in your system tray. As you do this, the programs or documents in your system tray will turn inwards as if they were maximized.
3. Release the Ctrl key.
4. Now, right-click any of the documents or programs you just single-clicked and choose "Close." ✖

Send Us Your E-mail Address



We'd like to begin communicating with you, our customer, via e-mail. To get the ball rolling, we need your e-mail address.

Please send an e-mail from your regular e-mail address to Lmccormick@mccormicksys.com. If possible, please put the subject line as "My E-Mail Address." In the body (text) of the e-mail, please give us your name, company name, and city/state. *Thanks!* ✖

Printer Match-Up Problems?

It came to our attention that some McCormick users have trouble "matching up" with some printers. Give us a shot at helping you solve that problem. E-mail the following to President Todd McCormick at Tmccormick@mccormicksys.com: the software operating system you're using, the McCormick version you're using, and the exact make and model number of your printer. ✖



Customers Need to Get on USB 'Bus'

As of this writing, McCormick Systems has shipped more than 250 USB (universal serial bus) ports to its customers. This is a huge surge in just a few months.

An obvious question—if you're not one of them—is...why? Here are a few answers:

1. New keyboards for computers are shipping (almost all of them) with a USB hub as standard equipment. What this means for you: You can plug into the keyboard, instead of (with the old serial port set-up) crawling around amidst the dust beneath your equipment to plug in.

2. USB ports work much better with Windows operating systems. With one, you'll probably run into fewer conflicts.

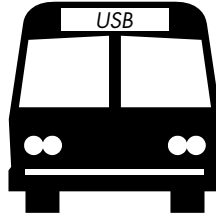
3. Plenty of users experienced problems with the serial set-up. There seems to have been little consistency

among the suppliers that motherboard makers used to get their serial ports. Thanks to a standard, USBs do not suffer from this variance. What this means to you: Fewer problems!

A final observation: *The last three laptops we've taken delivery of here at McCormick have come without serial ports. Computer manufacturers will, fairly soon, stop using serial ports with ANY computer you can buy on the market.*

Therefore, we feel safe in saying: If you are going to be ordering new equipment sooner or later...then, certainly, sooner or later, you're going to be switching from a serial-port set-up to USB. Since it offers so many advantages right now...why wait?

To talk to McCormick about the USB, call 800-444-4890. ✕

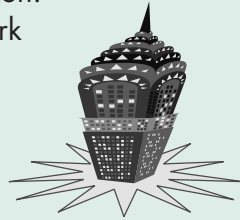


See Us in NY City at Electric 2002

Electric 2002 will be held Mon.-Wed., June 17-19, at New York City's Javits Center.

As you may know, this is usually one of the industry's three largest trade shows (along with Electric West and The NECA Show).

Hours are 10 a.m. to 5 p.m. on Monday and Tuesday, and 10 a.m. to 3 p.m. on Wednesday. McCormick will be there to talk with you about any of your ideas or comments about our company and its software, including some of our industry exclusives—CAD Estimating, field electricians using T-Bill via handhelds, and much more. See us in Booth #1300. ✕



East Coast Training—June Class Scheduled

With training classes filling up regularly in Arizona—despite an expanded schedule!—McCormick Systems is working with

veteran estimator and trainer, Erle Howard, to provide East Coast training. Our first class (late May) sold out rapidly. We've scheduled another for June 13-14. Howard, who has been working with McCormick for more than 17 years, is using facilities near Baltimore for this training.

What's needed next is for you to express your interest in this new option – either in attending the June event, or others to be held later in the year. Please call Loriel McCormick or Jody Dougherty at 800-444-4890. ✕



Did You Know... Do you use your audit trail? If you are accustomed to doing takeoff "blind" and never look at your audit trail—try closing the audit trail. Reason: Your system will run faster without it.

CAD Estimating and You



Estimators:

- ✓ User security should be set so that the Administrator(s) have a unique password. It should be known by at least two people within the company and stored in a safe place. If the Administrator is also an estimator, he/she should also have a user name and password with estimator rights. It is hazardous to the database to have someone with administrator rights estimating.
- ✓ Users may only be added or removed from the job by the job boss or administrator. The job boss is the first user (estimator) on the job. The job boss or the administrator may add other users to the job as needed.
- ✓ Users may be added using the procedure shown in the user's manual. When users are added, they are given a user number by the computer (i.e., Admin = 25). If more than one 3000 or 6000 system is to be used, try to enter all of the users on all of the systems using the same order. That way the same user will have the same number on all the systems. This is especially important when viewing the Audit Trail of a job to determine which user took it off, and also when transferring jobs from system to system.

CAD Take-off:

- ✓ The difference between the CAD Estimating program and the counting/measuring method used with printed drawings is that 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. More and more contractors are obtaining their drawings in a digital format. Plans and specifications will be available in only a digital format, either on CD, over the internet, or whatever the future will bring.
- ✓ Remember the FAX? Almost overnight all of your quotes and a lot of your correspondence was suddenly sent by fax. In the same way, printed drawings will be a thing of the past. Those with CAD Estimating will be the leaders of the Industry. ✖

Next month: "The Estimate Flow."

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. ✖

June 13-14
Standard Estimating
(Maryland - see page 3)

June 26-28
Standard Estimating

July 10 - 12
Standard Estimating

July 17-19
Advanced

July 24-26
Standard Estimating

August 14-16
Standard Estimating



Did You Know... Is your system running slow? You may want to consider a quick and dirty hardware upgrade—system RAM. With RAM at less than 50 cents/MB, it makes sense to upgrade now!