

What Do You Get with Our Software? Actually, One Heck of a Lot!

We don't always toot our own horn. Usually, we use this space to profile a contracting company, and how it uses our electrical estimating software.

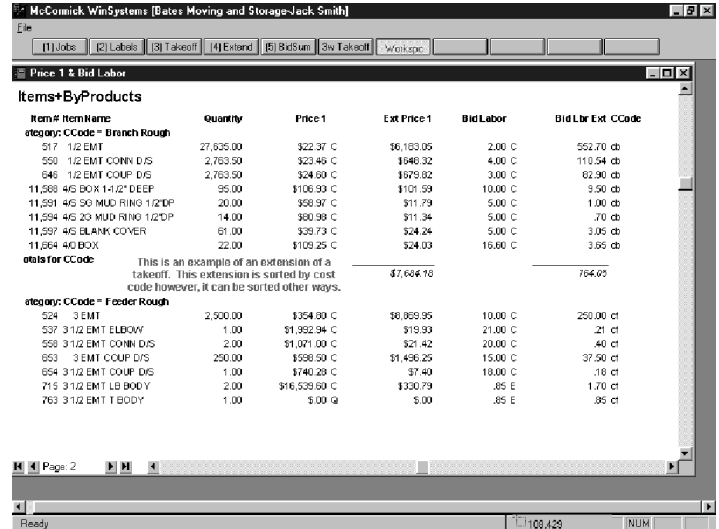
At the NECA Show, however, we learned that at least a few McCormick users are not fully conversant with everything that's built into the software you're using. So—at the risk of boring some readers—let's review some of the basics . . . the things that you already have on your desk!

Here's an unadorned fact: McCormick's electrical estimating software has enabled multiple estimators to work on the same project—in "real time"—since 1997. And yes, you can put this to work for you . . . **today!** What's more, our software has been able to pick the lowest price for a given item for more than five years, since our conversion to Windows.

For future reference, here is a list of capabilities we've had in our software for a long time—a list of "standard" items that you're not likely to find duplicated anywhere else:

- ✓ 254 items per assembly;
- ✓ unlimited supplier price columns;
- ✓ update individual price columns directly from the supplier;
- ✓ custom extension reports;
- ✓ true multi-user (dates to 1997); and
- ✓ the ability to create an extension specification to select the lowest price from among multiple vendors.

Continued on page 3.



Item#	Item Name	Quantity	Price 1	Ext Price 1	Bid Labor	Bid Lbr Ext	CCode
Category: CCode = Branch Rough							
217	1/2 EMT	27,835.00	\$22.97 C	\$6,183.05	2.00 C	552.70	cb
550	1/2 EMT CONN DIS	2,763.50	\$23.45 C	\$196.32	4.00 C	110.54	cb
646	1/2 EMT COUP DIS	2,763.50	\$24.60 C	\$197.92	3.00 C	82.90	cb
11,268	4G BOX 14 1/2" DEEP	95.00	\$106.93 C	\$10,159	10.00 C	9.50	cb
11,291	4G 50 MUD RING 1/2" DP	20.00	\$58.97 C	\$1,179	5.00 C	1.00	cb
11,294	4G 20 MUD RING 1/2" DP	14.00	\$80.38 C	\$1,134	5.00 C	.70	cb
11,297	4G BLANK COVER	61.00	\$39.73 C	\$2,424	5.00 C	3.05	cb
11,264	4G BOX	22.00	\$109.25 C	\$2,403	16.00 C	3.65	cb
total for CCode					\$7,684.78		764.65
Category: CCode = Feeder Rough							
524	3 EMT	2,500.00	\$354.80 C	\$8,869.95	10.00 C	250.00	ct
537	3 1/2 EMT ELBOW	1.00	\$1,992.94 C	\$19.93	21.00 C	.21	ct
550	3 1/2 EMT CONN DIS	2.00	\$1,071.00 C	\$21.42	20.00 C	.40	ct
653	3 EMT COUP DIS	250.00	\$536.50 C	\$1,341.25	15.00 C	37.50	ct
654	3 1/2 EMT COUP DIS	1.00	\$140.29 C	\$14.03	10.00 C	.10	ct
715	3 1/2 EMT LB BODY	2.00	\$16,529.50 C	\$33,059	.85 E	1.70	ct
763	3 1/2 EMT T BODY	1.00	\$0.00 Q	\$0.00	.85 E	.85	ct

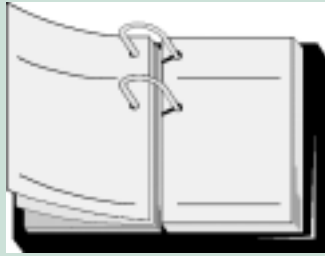
McCormick's software provides the ability to create custom extension reports.

Highlights

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Mark Your Calendar

If a trade show is listed, McCormick Systems will be on hand in a booth. Please keep the dates open for our annual User's Conference!



January 13-17

BICSI Winter Conference, Orlando, FL
www.bicsi.org

February 4-6

Electric West, Los Angeles, CA
west.electricshow.com

March 10-12

VDV Expo, Las Vegas, NV
www.vdvexpo.org

April 2-5

McCormick's User's Conference,
Chandler, Ariz.

Watch these pages for more info!

May 12-15

BICSI Spring Conference, Denver, Colo.
www.bicsi.org

June 10-12

Electric 2003, Washington, D.C.
east.electricshow.com

September 10-13

Independent Electrical Contractors, Inc.,
Convention, Anaheim, Calif.
www.ieci.org

October 2-4

National Electrical Contractors Association
Convention & Show, Orlando, Fla.
www.necashow.org

November 16

Jack McCormick's birthday!



What We're Telling The Media **Do Take-Offs Anywhere with System on a PDA**

Electrical contractors can now do estimating take-offs anywhere, using a handheld personal digital assistant (PDA).

McCormick Systems has adapted its software so that a company's estimating database (including special items and assemblies) can be loaded right onto the PDA. After doing a take-off at a remote location, an estimator sends the data from a handheld to the company office wirelessly—or just downloads the data from the PDA to a main system at the office.

Here are some routine electrical estimating tasks that now are "unchained" from the office, and no longer require the use of a laptop:

- ✓ change orders;
- ✓ job walk-throughs, by which estimators get a better picture of the work that will need to be done in an existing building; and
- ✓ estimates for service work.

"Our company's focus has always been on helping contractors be more productive and accurate in their estimating work," says Todd McCormick, the company President. "We're certain that enabling electrical estimators to do take-offs anywhere with a PDA—instead of pieces of paper or a laptop—will result in greater savings and accuracy."

Additionally, McCormick has adapted the software to the capabilities of most PDAs—especially for job "walks" or walk-throughs. Often, estimators need to count something (for example, the number of light fixtures needed) on a walk-through. With McCormick's remote take-off, the estimator can just tap the button on the PDA once for each item...getting a lump-sum total at the end of a walk-and-count operation. This is impossible on a lap-top. ✕



Keyboard Takeoff and Entry

In addition to the normal Windows take-off methods, McCormick 3/6/8/12000 systems come with keyboard macros and take-off windows that allow the user to enter take-offs from the keyboard. And: Keyboard macros can be user-modified! Below is a list of the keyboard macros that come with your system.

Description	Key for Window 1	Key for Window 2	Key for Window 3
Cursor Up	Q	W	E
Cursor Down	A	S	D
Count	Z	X	C
Permanent/Job	R	T	Y
Review	F	G	H
Transfer Length	V	B	N
Transfer Count	Shift Z	Shift X	Shift C
Exchange	J	K	L

Description	F Key
Help	F1
Set Scale	F2
Calculate Count	F3
Calculate Length	F4
Clear Count	F5
Clear Length	F6
Go To	F7



Did You Know ...

The **WORKSPACE** button is a macro. The button "snapshots" include only the TAKEOFF windows. They will NOT include the AUDIT TRAIL. Once the User has created all anticipated shortcuts, it is possible to "snapshot" the WORKSPACE window with the AUDIT TRAIL so any shortcut selected will include the AUDIT TRAIL on the screen.

Next month: "The Take-Off Window."



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

Continued from page 1.

A Bit of Detail

Allow us to elaborate. We call our approach "true" multi-user, because—if you like—you can have two, three, four, or more estimators work on a project at the same time, and actually watch (on another computer) as the various take-offs go into the audit trail. In other words, it happens in "real time"...right now.

With product pricing, you can accept prices from any number of vendors—but let's say you have four distributors. Let's say your product is a small one and involves only 300 line items. With McCormick, you can "tell" the system—via the extension spec—to pick the lowest price from each of the vendors for EACH of the 300 items.

If we've bored you, please excuse us. If we've won your interest, don't hesitate to call our Support folks (800-444-4890) for help in putting to work these capabilities . . . for which you already have paid! ✖

Software Advice

Different Strokes— Win 2000 & Win XP



What's the difference between Windows 2000 and Windows XP? Windows 2000 and Windows XP are essentially the same operating system (known internally as Windows NT 5.0 and Windows NT 5.1, respectively.) Here are some considerations if you're trying to decide which version to use:

Windows 2000 benefits

- ◆ 2000 has lower system requirements and has a simpler interface (no "Styles" to mess with).
- ◆ 2000 is slightly less expensive and has no product activation.
- ◆ 2000 has been out for a while, and most of the common problems and security holes have been uncovered and fixed.
- ◆ Third-party software and hardware products that aren't yet XP-compatible may be compatible with 2000; check the manufacturers of your devices and applications for XP support before you upgrade.

Windows XP benefits

- ◆ XP is somewhat faster than 2000, assuming you have a fast processor and tons of memory (although it will run fine with a 300Mhz Pentium II and 128MB of RAM).
- ◆ The new XP interface is more cheerful and colorful than earlier versions, although the less-cartoony "Classic" interface can still be used if desired.
- ◆ XP has more bells and whistles, such as the Windows Movie Maker, built-in CD writer support, the Internet Connection Firewall, and Remote Desktop Connection.
- ◆ XP has better support for games and comes with more games than 2000.
- ◆ XP is the latest OS—you'll probably end up migrating to it eventually anyway, and we mere mortals can only take so many OS upgrades.
- ◆ Manufacturers of existing hardware and software products are more likely to add XP compatibility now than Windows 2000 compatibility. ✕

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. ✕

November 13-15
Advanced Estimating

November 20-22
Standard Estimating

November 25-25 - **Baltimore, MD**
Standard Estimating

December 4-6
Standard Estimating

December 11-13
Standard Estimating

For the latest Training updates, go to www.mccormicksys.com and "press" the Training button!



Did You Know ... The PULL DOWN—FILE for JOB brings up the Jobs List window.