



MARCH 2016 NEWSLETTER

THE NATIONS LEADER IN ESTIMATING SOFTWARE

V12's Amazing Gains Highlight Conference

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In a way of thinking, the 2016 User's Conference – held March 9-12 in Chandler AZ – was a destination to which McCormick Systems has been headed for a number of years.

How so? Enhancements requested by customers (contractors and their estimators) – some of them not easily achieved – were rolled out. These requests, submitted over a number of years, helped point the way toward refinements and changes that enable even faster, even-more-accurate estimating.

Chief among these changes are modifications to Extension in the new Version 12. "It's now so much easier for estimators to use," said Todd McCormick, who explained the changes in conference sessions. "Our customers are now able to save tons of time, and break out any area in Extension."

Backing that up: Mark Jackson, chief estimator for [E-J Electric](#) of New York City. "Every bid we submit requires a great number of breakout prices," he reported. "In the past, on larger bids, we could need as many as two or three minutes per breakout."

"Now, with Version 12, we're running these in just seconds. Seconds! We're saving a lot of time. And there's a great increase in accuracy as well."

**Mark Your Calendar:
2017 Conference**

April 5-8 in Phoenix

If you stayed home in 2016, you missed a great event – and a chance to learn more, in person, to boost your estimating productivity and accuracy.

Next year's McCormick System's User's Conference – which will be our 35th annual – is scheduled for April 5-8, 2017, at the Embassy Suites Phoenix/Scottsdale. Finer points of V12 and enhancements to OSE Pro are among items already on the agenda!



Conference arrangements changed

Although this was the 34th annual User's Conference for McCormick and its customers, some "regular" schedule elements were moved around – and while change can be difficult, these new set-ups met with customer approval.

One big difference: The Computer Lab. After a 90-minute session on V12 Extension, for example, attendees were unleashed for a 45-minute Lab session. This proved enormously popular! Fortunately, the McCormick conference plan included 35 on-site computers – the most ever.

"Customers were able to listen to us, and immediately get to work – in the Lab – on what they just heard," explained Todd McCormick. "Not only were all of the computers in use, but those not using them were observing, learning, asking questions of each other and our staff."

How would you follow 135 minutes of V12 Extension discussion and hands-on trials? McCormick's schedule offered another session – this one on On-Screen Estimating Pro (OSEP) . . . with another 45-minute Lab time allocation.

Special guests: Changes here, too

As in the past, other technology vendors were included in the Conference program. However, there were changes here as well.

Net Pricer, Project Doc Control, and Trade Service were included this year. In the past, each company had a 30-minute slot in which to present its latest ideas and solutions for contractors.

However, the 2016 schedule allocated a lot more time for discussion of Version 12. So each of the three had just five minutes to talk – just enough time to whet the appetite of attendees. For the bulk of the conference, each company had a tabletop set up at which it could meet and speak with individual attendees.

While this rearrangement might have been driven by the need to present V12 information, each company's representative reported that it led to a higher level of interest from attendees. A change created by necessity, it turned out, led to a better result for these vendors – and for attendees.

[Buildings & The Internet of Things](#)

[EVs Continue to Prosper](#)

[Inspecting Large PV Systems](#)

[Lighting Market Acquisitions & Mergers](#)

[Lighting Revolution 'Around The Corner'](#)

['17 NEC Revisions: Impact on PoE](#)

Data & Reports

[Architect's Index: Slight Contraction](#)

[Construction Jobs Up in 44 States](#) (12 months)

[Dodge January Data - Reviewed](#)

[Eaton A Topic in Election Blather](#)

[Nonresidential Construction Forecast](#)

Training Dates



STANDARD CLASSES

April 6-8(Full)
(Arizona)

April 13-15 (Arizona)
May 11-13 (Arizona)
June 8-10 (Arizona)
July 13-15 (Maryland)

ADVANCED CLASSES

April 21-22 (Arizona)

OSE PRO ONE-DAY CLASSES

April 11 (Arizona)
July 18 (Arizona)

ESTIMATING BY HAND CLASSES

May 12-13 (Maryland)
May 19-20 (Arizona)

June 23-24 (Arizona)

PLUMBING & MECHANICAL

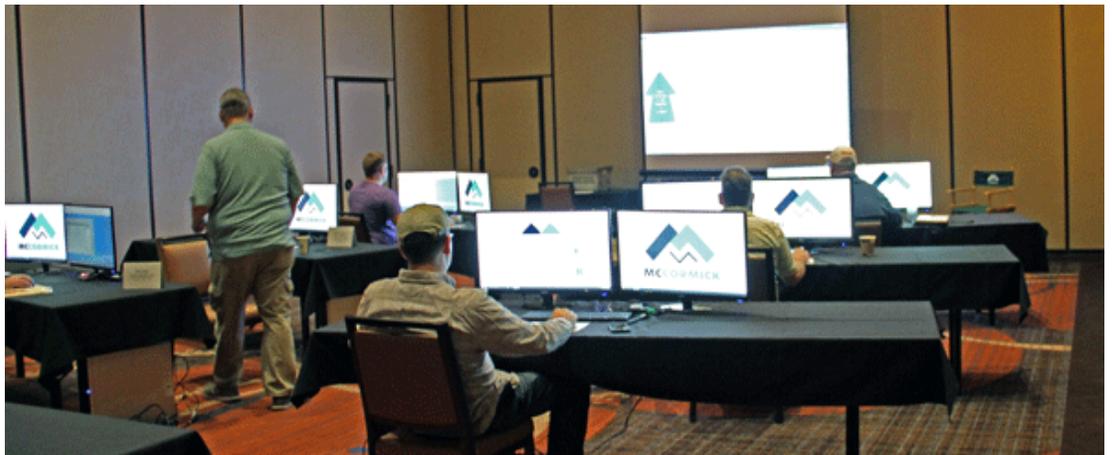
Dec. 14-16 (Arizona)

Click here for the complete list of upcoming [2016 training dates](#)

Training can be "suit-cased" to your facility. We can tailor our training to your needs. Ask us about customized training at your site!

Call to register for any of the above classes, including those in Maryland: 1-800-444-4890.

We've posted training dates, directions to our training facilities, and registration forms on our Web page. Click the "Education" button on our home page, or [click here](#).



First-timers in attendance

Perhaps some of the enthusiasm reflected at the vendor tabletops came from first-time attendees. One was Bill Zody, an estimator/project manager with [Tellico Electric](#) (Lenoir City TN).

"I came early, and took the Advanced Estimating class," said Zody. The Advanced class ran Monday and Tuesday, meaning he stayed the full week (the event "officially" opened Wednesday evening with a reception, flowing into two full days of conference sessions).

"I felt the class was very valuable, the instructor was very professional and efficient. We had a small class, so there was allowing for one-on-one interaction. Each of us, I think, were able to learn from the other estimators in the room."

Regarding conference : "I like V12. Overall, I really think the new features and layout that's now come out will help us. And as far as the conference itself – well, if my employer will allow it, I'm planning to return next year."



OSE Pro opens eyes

Another first-time attendee was Jeff Meldrim, president of [Lightning Electric](#) (West Palm Beach FL). His company recently switched from another software system to McCormick's.

Here's Meldrim's post-event analysis, as contained an e-mail to Todd and Loriel McCormick:

"I just wanted to say thanks for a great conference! It was super informative, very



The latest McCormick version is:

V11.72

with a release date of

4/20/15

If you are on an older version, just fill out this [form](#) and send it in!

V12

with a release date of

2/18/16

[Company Hours](#)
[6am-4pm Arizona Time](#)

[Visit the Website](#)

beneficial, and a fun atmosphere!

"I really like your commitment to continuous enhancements, with such direct input/feedback from users.

"I definitely plan to be back next year, and will likely bring some people with me."

In a follow-up phone call (in which we sought his permission to use those comments), Meldrim noted that what he saw of OSE Pro was really eye-opening.

Among the changes in OSE Pro: There is now a auto-count feature that enables an estimator to ask the computer to provide an accurate count by each symbol used in a project.



Team tackling

Bringing several people to the User's Conference made sense for [Commonwealth Electric of the Midwest](#), which has several offices. Among the five people attending from that company, according to Matt Firestone, vice president, was one of the company's project managers.

"We brought several people because it's good for our people to see all that McCormick's software can do," he explained. "We rely on this software for estimating, but for more as well. We use it in project management, which is one reason we had a project manager with us."

A quick question brought forward the fact that Commonwealth now has several locations (in Arizona, Nebraska, and Iowa) – and has continued its growth over recent years. Now with as many as 600 employees in the field, the company has more than 80 people at those offices using McCormick's software.

McCormick Master's Golf Notables

Kicking off the User's Conference on Weds. March 9 was the annual McCormick Masters Golf Tournament, held at Whirlwind Golf Club in Chandler. Noteworthy accomplishments:

Closest to the Pin – Louis Lee

Longest Drive – Darren Imada

Longest Putt – Bob Philipps

Highest Gross Score – Aaron Quick

Lowest Gross Score – Jeremy Wheeler



A useful revisit

While all McCormick system software discussed at this event was V12, there was a bit of revisiting – specifically, one feature about which contractors seem to have been unaware.

Todd McCormick expended roughly 10 minutes of time revisiting the link inside the McCormick software to the proposal program. In presenting a proposal, a contractor can draw data directly from the estimate into the document.

[Key benefit: No double-keystroking. If it's right in the estimate, it's going to be right in the proposal.]

"This is something I think many of our customers might overlook, and it's a shame – because it's really easy to use," Todd noted. "Before those 10 minutes, I asked for a show of hands – how many of our attendees were using the proposal feature.

"I think we got two hands."

"When we were done discussing it, I asked how many now planned to use the link. I think almost every hand went up!"



No, we're *not* done!

One element of the annual Conference that stayed in place was the "What's Next" session. This features Todd McCormick and the full R&D staff on the stage,

accepting anything customers want to talk about – potential improvements, questions, criticisms, requests for enhancements . . . and even simple changes.

"We took 2 ½ hours, and as usual, it was very much worth it," he said. "Let me give you an example of the kind of stuff that I learn during these sessions.

"In OSE Pro, the default we set up for the opening view was the top left of the screen. We just put it there. We never thought about it. So whenever a customer – whichever customer it was – opened OSE Pro, that's where it was."

"But that's not where some of our customers want it to be. One of them stood up and told us that he really, really wanted it that to open at the bottom right of the screen, where the scale usually is."

"This has never occurred to us. We didn't know if this was just one contractor, or many customers who wanted it. So we asked. A bunch of hands shot up. Now, you can have that view default – customize it in your program – to the bottom right OR the top left!"

As perhaps this attention to detail shows, McCormick Systems is not, by any means, finished upgrading and enhancing its basic software, OSE Pro, and other add-ons. Based on 150 minutes of "What's Next" discussion, there are more changes to come . . . what follows V12 is going to be even better.



Desert Dogs: The List

"Desert Dogs" is a designation invented – in the distant mist of the past – for regular attendees at the McCormick Systems User's Conference. It's our company's way to honor contractors and estimators who have attended at least four annual events over time.

Here is the 2016 list (keep in mind, we've held 34 of these) –

25 years – Jack Beatson

20 years – Louis Lee

18 years – Steve Arnold

17 years – Mark Jackson

14 years – Matt Firestone, Brian Warnemunde

13 years – Dan Alexander, Jodi DeGraffenried

12 years – Gary Charlesworth, Tim Meiners, Randy Ward, Albert Brown

11 years – Mike Kilian

10 years – Jeff Ihler

9 years – Roy Meinhardt, Kent Nunamaker, Nick Page, George Silbersdorff

8 years – Gordon Tinnin

7 years – Rodney Brase, Eric Karn

6 years – Barney Cabuag, Jacob Cabuag, Brooks Innes, Steve McGuire, Carl Roose, Tim Vaughn

5 years – John Amicucci, Mike Cabuag, Brian Jacoway, Scott Shafer, Michael Wallis

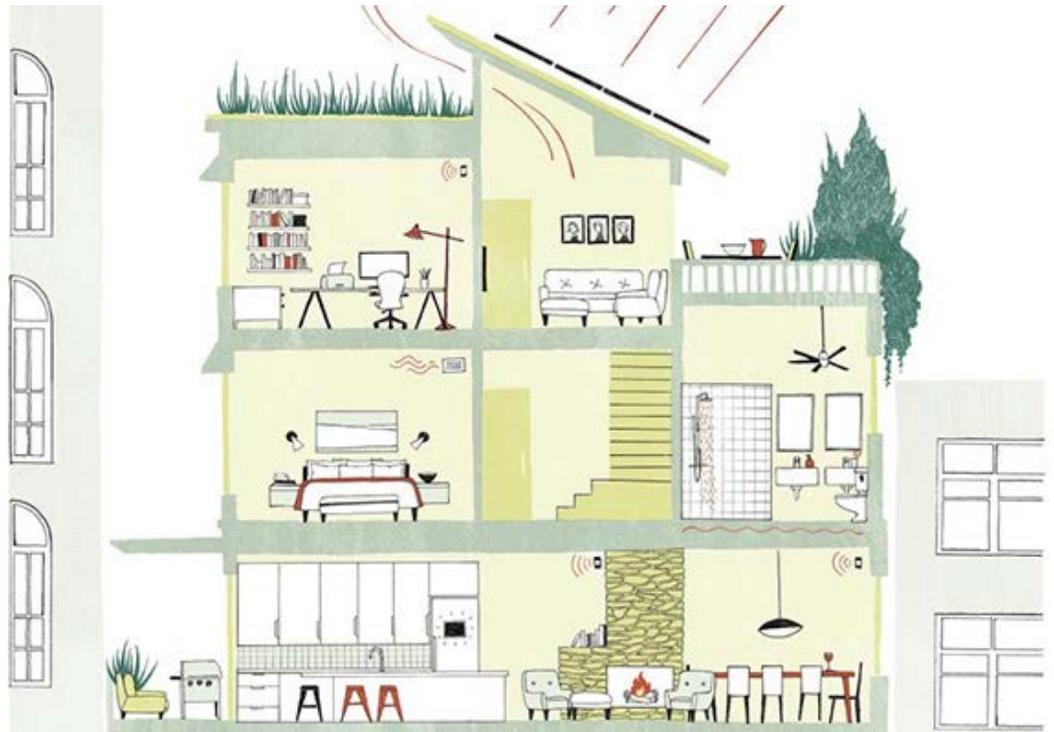
4 years >– Dave Ahern, Neil Berthiaume, Darren Imada, Jimmy Kassner, Mark Sedlacek, Jason Spray, Mark Westley

Oh, and there's another "Desert Dog" who now has been present for **31 years**: Erle Howard. Erle is in his own category, as the only conference-goer with more than three decades under his belt. He's also the independent instructor who teaches McCormick Systems' classes in Maryland.



perspective

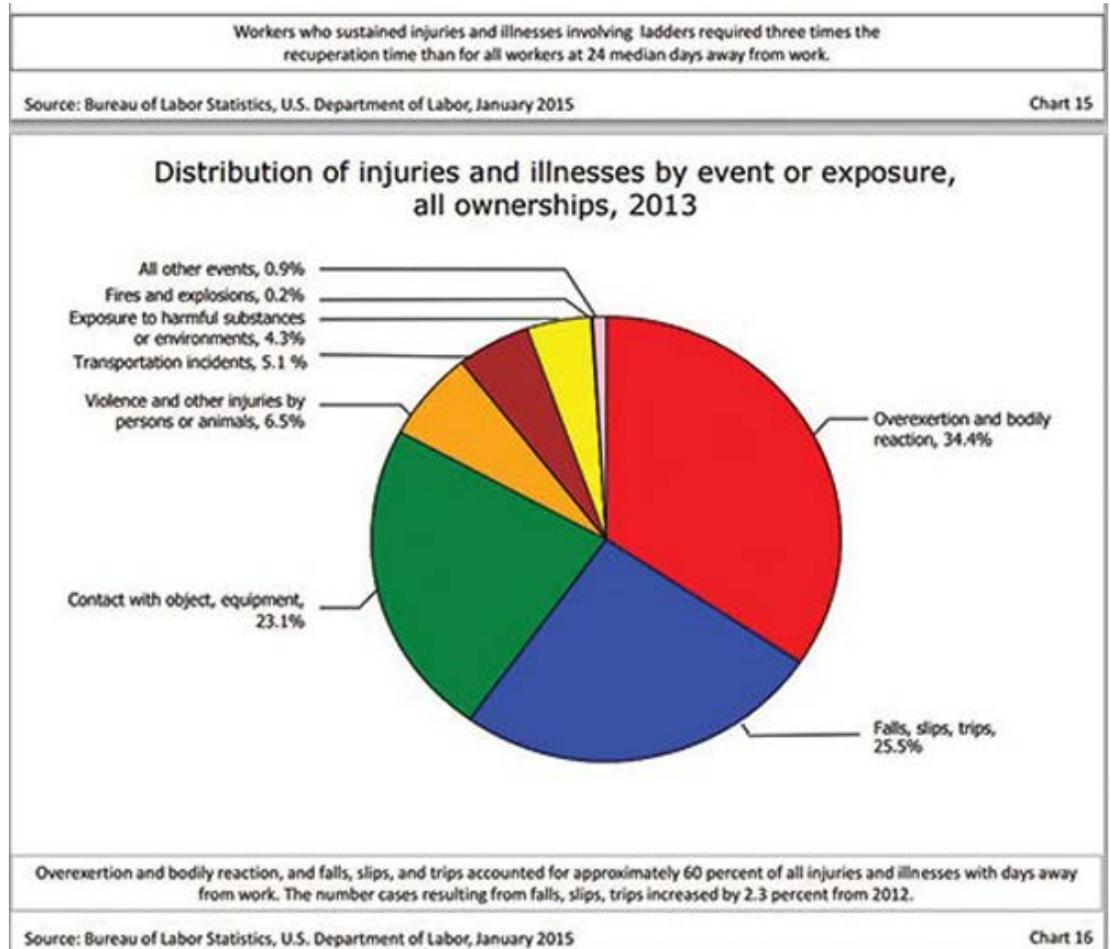
Next 10 Years in Residential Design: Architects Speak



From the [American Institute of Architects](#). A slice:

The aging of our population, the continued recovery from last decade's housing collapse, and a painfully slow economic recovery that is making it difficult for younger households to get ahead in the housing market are all factors that will shape the future of home design.

Lighting, Electrical Codes & Injuries

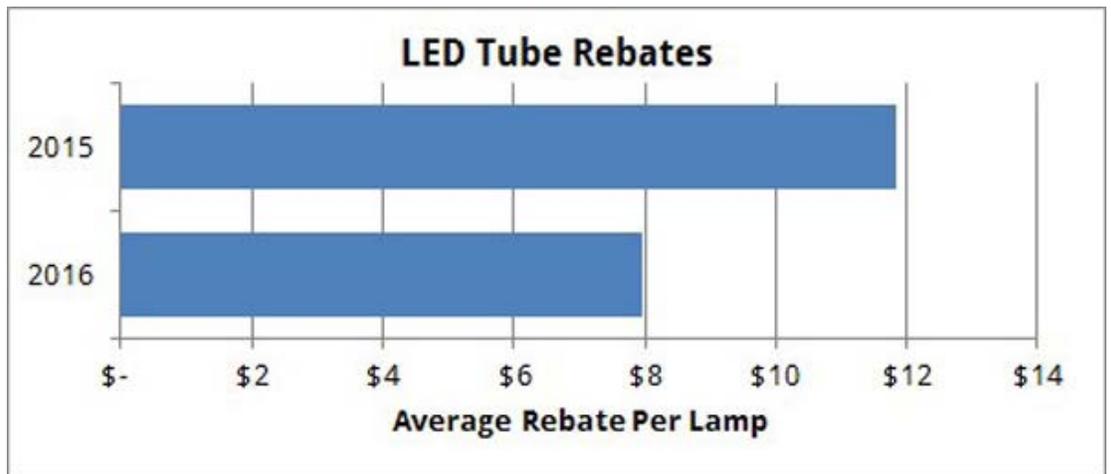


[From the IAEI magazine.](#) An excerpt:

Too many electricians or maintenance people are injured by trying to service lighting equipment that is located over machinery of one sort or another and they reach too far and either get a shock, or fall off the ladder, or both. This could be seen as an example of how and why building codes originate.

Statistics show overexertion, which includes overreaching, is the #1 cause of workplace accidents.

Rebates for LED Tubes UP . . . Dollars Down

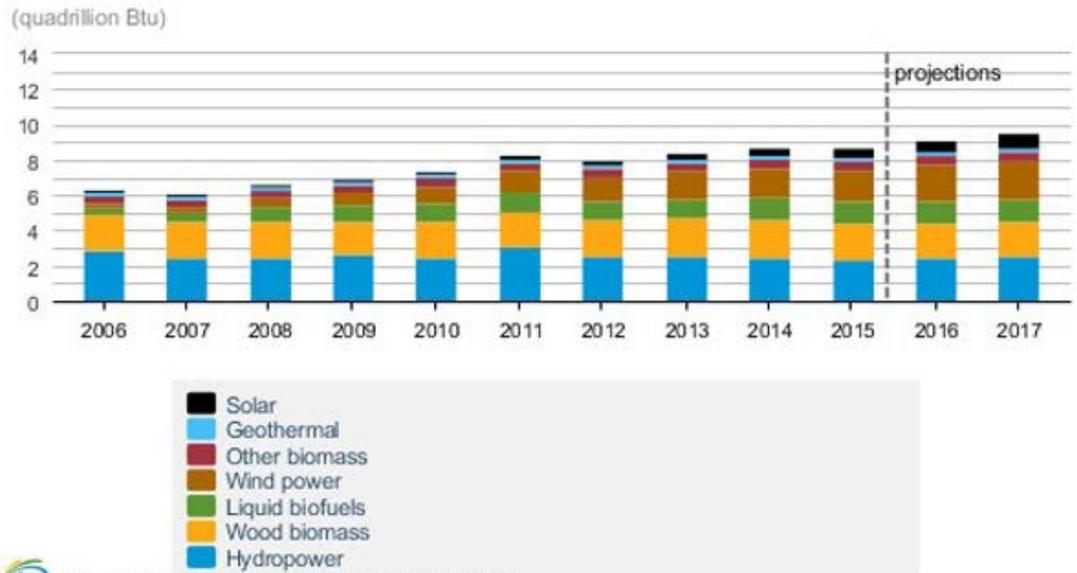


From BriteSwitch.com. The gist:

Last year, incentives for LED tubes really took off as rebate program managers started to add these products. This year, the number of programs providing incentives for these lamps increased 28%. An interesting trend we saw though was that the average prescriptive rebate for these lamps dropped 33% since last year

Government's Renewables Forecast

U.S. Renewable Energy Supply



Source: Short-Term Energy Outlook, March 2016

Note: Hydropower excludes pumped storage generation. Liquid biofuels include ethanol and biodiesel. Other biomass includes municipal waste from biogenic sources, landfill gas, and other non-wood waste.

From DOE's EIA. An excerpt:

EIA expects total renewables used in the electric power sector to increase by 8.7% in 2016 and by 6.5% in 2017. Forecast hydropower generation in the electric power sector increases by 5.4% in 2016 and by 2.8% in 2017. Renewables other than hydropower are projected to grow by 11.5% in 2016 and by 9.5% in 2017.

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