

PUBLISHED BY
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The Atlanta show this year is for more than just machinery. You will be surprised on what you may find. What comes first, the estimate or the machinery. Hope to see you there.

Coming Soon to our software:

- TimeClock
- Shop Management Tools
- Material Management Tools

Estimate Tip:

No project is too big to estimate when you takeoff one room at a time

Software Tips:

Review Material Quantity Summary for Value Engineering issues or to confirm current cost.

Library

Suggestions:

-Combine spec tab items for a more versatile Library. i.e.

Terminology:

Board measure is the cubic measure for lumber. Lineal footage is the length count. Use the one that will best define your costs in your estimate.

Metric Conversion:

96" = 2440mm
39.37" = 1 meter
48" = 1220mm

Business Opps:

-Experience estimators
-Independent Sales Reps

Prime6400

Estimate Control Platform



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Software is for the Benefit of the Company or the Estimator?

The Problem:

Dictated by either the Company or Estimator, there is estimating by the numbers; data, dates, time, logic and accountability or by art; a talent, analog thinking, the gut. Good estimating is some blend of these with a strong lean to the logical. Else there is chaos, a state of the unknown and disorder.

Lets first examine how chaos might be created. An excel spread sheet that has evolved into something out of control. Too many places a materials cost could be entered or used by too many formulas to track down an error. An errant labor value buried in some obscure formula and continually making the same mistake. Or simply too much data to control. If there is more than one place to put a material value or labor value than a mistake will occur (not may). Spreadsheets have been born from the simplicity they offer, adding and subtracting made easy. But they evolve into monsters doing more. As the knowledge of spreadsheet's power becomes known to the estimator

before you know it, only the estimator knows how it works and where to put values. Can the estimator tell his boss how it works? Can the boss hand it off to someone to help? What if the estimator quits!

Sit back a take a look at how many numbers you have in creating the cost for one cabinet and ask why. Chaos in numbers is so easily created because it is fun to watch all those numbers correct or not, work together and come up with another number. But numbers are all they are, no true validated relationship exists. The only standard is a spreadsheet and this has proven to easily create a maze of information and as many approaches as there are users.

The overall in the game of estimating you need to react fast in broad strokes, Client/s has a number sub-trades to assemble and define on bid day. They require the numbers, clear and without a decision to make from their end. They do not care as an example if all the colors are indicated. Or Architect will then issue Addenda or request

Alternate prices. The Client/s will tell you "and I need to know by 2:00 o'clock today". Can your spreadsheet filter the information and provide with a consistent answers and no mistakes? R. Smith

The Resolve:

Prime6400 provides the answer to all your estimating requirements for the estimator or company. The ability to price a piece of millwork (cabinet, trim or reception desk) should be simple and straight forward. One place for each: materials, costs, components, hours, labor costs and overhead/profit. Data validations and easy reports will keep all the decisions clear and exact. Your will respond to your Client/s in their terms as to suite their time restraints. All levels of the Company will have a consistent platform to work from to ensure the best margins on each project.

Prime6400 announces releases Version 1.17.3

Prime6400 has released V1.17 that included new features:

- Auto-populate recalled Special Items to accelerate takeoff entry.
- Overhead/profit allowed by manufacturing category.
- New report was added to display a breakdown of labor tasks by filtered criteria or the entire project showing number of hours by labor task (cutting, machining, edgbanding, etc.) to allow for scheduling.
- Interface procedure has been added to import a takeoff from Planswift, a third party plan viewer and takeoff software. Once imported, all Standard Library items are automatically calculated.
- Added error checking for excessive quantities and proper unit of measure.
- Takeoff screens now has option to display labor hours, material cost and cubic foot by takeoff line item.
- Added sub total on bottom of takeoff screen for all columns.
- Multiple door & door finish specifications allowed by Location for our residential users.