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## Make Estimating Process Efficient

One of the most difficult challenges a small to medium-sized woodworking shop faces is turning over the job of estimating and bidding to an employee. The owner has learned the lessons of estimating the hard way; he has made mistakes and paid for them along the way. The “School of Hard Knocks” is no different from any other school of higher learning; it comes with a big price tag. Now the business has grown to a point where the owner/estimator can not do it all. If the business is to grow and if he expects to get any free time at all, he will have to train someone to take over the job of estimating. Naturally there is a reluctance to turn over the reins to someone else.

What if the business owner could take all of his knowledge, years of invaluable experience and put that knowledge into the hands of an employee? Sounds perfect – well that is exactly what happens with a computer software program for estimating. The chief estimator puts all his know how into a software program and makes this information available to the estimators.

At People Logic they recognized this problem from first hand experience. The president of People Logic, Brian Timothy, is also the president of Island Precision Cabinets a successful commercial millwork shop. Brian was confronted with the same problems all millwork shops face. He also recognized expansion would require that he get away from the day-to-day pressure of estimating and deadlines, away from the often repetitive nature of preparing an estimate. He wanted to spend more time managing and overseeing the company. With this in mind Brian and his partner Axel Wagner set out to find a solution. What they developed was a software program that took their method of estimating and provided the framework for Brian to impart all of his skills and expertise into the program. The software program also provided Brian with a means to train his staff and gave him the confidence that he has approved the methods, numbers and assumptions that his estimators were using.

Traditionally the wood working industry has looked to its manufacturing systems to make the company money and with that in mind companies have invested heavily in machinery that has made them more productive. But by being more productive there now is a demand to get more work to keep the machines running. Consequently there is now a problem in the front office to get more bids out and win more jobs and as owners and estimators have found out, they are not able to keep up with the demand. With all the money spent on equipment in the factory it is now becoming apparent that it is now time to revolutionize the office systems. By investing in a tool that will allow a company to train more estimators or allowing their current estimators the ability to bid more jobs companies are taking the first step to solid growth and better organization.

Once you start winning more jobs other problems are created. Purchasing has now become a bigger and more demanding job. Scheduling labor and machinery effectively has become another challenge. And as is the nature of this business the “dreaded” change orders keep coming in. All of the increases in productivity generate their own problems and now require that your organization be prepared to solve them.

But before we get ahead of ourselves let’s go back to the original estimate process. Now that you have introduced an estimating software program, you as owner/estimator have trained another member of your team to do the estimating. By delegating you are now able to avoid much of the repetitive nature of the estimate building process and have created some extra time for yourself to be a more effective manager of your business. Before that bid is submitted you will want to review, refine and approve your company’s submission. This is where your expertise and just plain *gut instinct* is required. With all the data in an easily readable and accessible form you can spend your time finalizing the bid; you will even be able to run *what if* scenarios to fine tune your bid.



Once your bid has been accepted now the challenges faced with project management now have to be solved. Once a job is in progress it becomes important that you have the ability to send all of the information down stream to the various departments. Your purchasing department will find the detailed reports provided by the estimate will make this department more efficient and allow purchasing to take place prior to engineering. The shop foreman will be keenly interested in what is coming his way and have the ability to schedule labor times and functions to get the most effective use of your shop labor.

With detailed reports, the shop foreman will have a complete overview of the job with detailed labor times and will be able to head off potential problems and bottle necks by foreseeing the problem. This will give him the time to correct the situation before he is buried in the middle of it. The project manager requires a complete understanding of the job and if you are to make money he needs to keep a tight rein on the project. The detailed reports from the estimate and his ability to access this information directly in the software program keep him informed of the logic and assumptions that were made by the estimator and ensure he keeps the project on track. All change orders can be logged on the estimate which will automatically update all labor times and, if applicable, material lists for purchasing. With all of the information going with the job through to its completion all departments are kept in the loop.

*Estimating software can allow shop owners to  
spend more time managing their businesses by  
allowing others to make estimates – without fearing  
those estimates will be poor.*

# Sample Project

## Setup Specification

Prior to doing the takeoff, a project specification needs to be setup if required. This will assign materials to various product components. Multiple specs are allowed such that each line item can be individually specified.

Option	Material	Labor	Groups	
North Carolina Savings <ul style="list-style-type: none"><li>Cabinet<ul style="list-style-type: none"><li>Carcass (C)</li><li>Drawer box (C)</li><li>Finish panel (F)</li><li>Hrdw door (H)</li><li>Hrdw drawer (H)</li><li>Hrdw other (H)</li></ul></li><li>Counter</li><li>Millwork</li><li>_Misc</li></ul>	Item	Material Name	UOM	Cost
	2x6	2x2 Maple	Linf.	\$1.75
	Back	1/2 Select White Maple G1S	Sqft.	\$3.50
	Carcass G1S	3/4 Select White Maple G1S	Sqft.	\$4.00
	Divider Hard Bd	1/4 Hardboard	Sqft.	\$0.15
	Edging case	0.5mm x 24mm white maple veneer	Linf.	\$0.40
	Edging lip	Description		
	Edging wide	0.5mm x 24mm PVC Birch		
	Pegboard	0.5mm x 24mm PVC White		
	Shelf G2S	0.5mm x 24mm PVC1		
	Shelf G2S auto thickness	0.5mm x 24mm white maple veneer		
	Spreader	0.5mm x 33mm PVC Birch		
	Wall top/bottom	0.5mm x 33mm PVC White		
	Wooden frame	0.5mm x 33mm white maple veneer		
	Wooden guide	1.5mm x 33mm PL Acid		
		1.5mm x 33mm PL1 GP		
Cab-Birch\Cab-Maple\Cab-Plam\Cab-WhitMel\Default(C)\				
<input checked="" type="radio"/> Construction <input type="radio"/> Finish <input type="radio"/> Hardware <input type="radio"/> All Types				




Items are organized by folders for common project locations such as Rooms and Elevation. This will allow for quick access and review. Once a Room has been selected then items are added from the above icon menu which contains anything from simple labor and material components to parts, assemblies and products.

Page 6

### Edit Item

Each item may be individually customized.


**T115**

	Labor	Material	Cost
Base Cost	\$118.62	\$48.41	\$167.03
Extra	\$0.00	\$0.00	\$0.00
			\$167.03

Default(C) / Default(F) / Default(H)

General

Option

Material

Labor

Extra Cost

Graphic

ItemT115

ReferenceBreakroom

Qty  
(Each)

1

Width

86

Height

Def\_splash

Depth

Def\_counter

Phase

Phase 1

Revision


Original

Comment

Allowed for garbage & sink cutout

W

D



Save

Cancel

Help

Each product may define as many options as required.

General	Option	Material	Labor	Extra Cost	Graphic
Description		Formula		Value	
How many cutouts		2		2	
How many end caps		0		0	
How many joints		0		0	
How many splash ends		1		1	
How much extra shop labor (hr)		0.0		0	
Type of counter edge		Plam		0	



Mix and match material specifications for interior, exterior and hardware.

General	Option	Material	Labor	Extra Cost	Graphic
Construction		Finish		Hardware	
Default(C)		Default(F)		Default(H)	
Qty	UOM	Description			Cost
17.389	Sqft.	Brown backer			\$5.11
19.472	Sqft.	PL1 GP			\$26.34
22.167	Sqft.	3/4 Sheathing			\$16.95

Labor is automatically calculated.

General	Option	Material	Labor	Extra Cost	Graphic
Qty	UOM	Description			Cost
0.269	Hours	Panel saw			\$8.08
1.247	Hours	Assemble top			\$37.41
0.295	Hours	Panel layup			\$8.85
0.188	Hours	Handling parts			\$5.63
0.717	Hours	Install counter			\$28.67
0.75	Hours	Sink cutout			\$30.00



# Material Summary

Each location will instantly provide running totals of materials.

Takeoff	Material	Labor	Summary				
<ul style="list-style-type: none"> <li>NC Savings - PlanRoom</li> <li>Breakroom</li> <li>Counter</li> <li>Finish Carpenter</li> <li>Lobby</li> <li>Office 1</li> </ul>	Classification	Qty	UOM	Name	Cost	Weight	Buyout
	Edging	74.83	Linft	0.5mm x 24mm PVC White	\$3.74	0.00	
		77.00	Linft	0.5mm x 24mm PVC1	\$9.24	0.00	
	Hardware	104.00	Each	8mm Beech Dowel	\$1.04	0.00	
		20.00	Each	Blum 125 Deg	\$25.40	0.00	
		2.00	Pair	Blum br230 20	\$6.00	0.00	
		20.00	Each	Blum clip on mtg plate	\$9.20	0.00	
		12.00	Each	D pull 4 inch US3 wire	\$102.00	0.00	
		28.00	Each	Shell clip metal	\$2.24	0.00	
	Lumber	254.83	Lnft	Fr 5/4	\$15.08	7.92	
	Sheet Goods	26.00	Sqft	Brown backlit	\$7.65	0.00	
		33.64	Sqft	Fr G15 3/4	\$39.58	0.00	
		26.50	Sqft	PL1 3/4MDF Liner	\$77.94	0.00	
		29.11	Sqft	PL1 GP	\$39.29	0.00	
		12.00	Sqft	PL1 VG	\$16.24	0.00	
		12.20	Sqft	Sheathing plywood 3/4	\$11.27	0.00	
		36.38	Sqft	W/H Melamine G15 1/2	\$32.10	0.00	
		51.67	Sqft	W/H Melamine G15 3/4	\$48.63	0.00	
		33.00	Sqft	W/H Melamine G25 3/4	\$36.00	0.00	
	Weight (Lbs) = 7.92 [7.92 Mtp + 0.00 Buyout]						
	Cost = \$463.00 [\$463.00 Mtp + \$0.00 Buyout]						
	<a href="#">Explosive Composites</a> <a href="#">Convert to UOM2</a>						
	<a href="#">Items</a> <a href="#">Report</a>						

Takeoff

Material

Labor

Summary

NC Savings - PlanRoom

Breakroom

Counter

Finish Carpenter

Lobby

Office 1

Edging

NetQty

GrossQty

UOM

Description

UnitCost

TotalCost

TotalWt

74.83

74.83

Linft

0.5mm x 24mm PVC White

\$0.05

\$3.74

0.00

77.00

77.00

Linft

0.5mm x 24mm PVC1

\$0.12

\$9.24

0.00

\$12.98

0.00

Hardware

NetQty

GrossQty

UOM

Description

UnitCost

TotalCost

TotalWt

104.00

104.00

Each

8mm Beech Dowel

\$0.01

\$1.04

0.00

20.00

20.00

Each

Blum 125 Deg

\$1.27

\$25.40

0.00

2.00

2.00

Pair

Blum br230 20

\$3.00

\$6.00

0.00

Items

Report



## Labor Summary

Each location will also provide running totals of labor.

[illegible]

## Report Types

The key to useful information is extracting meaningful knowledge from data. Takeoff™ produces much more data than is normally available during manual estimating. In order to put the data to use and produce useful business decisions, a report writer is utilized. It's task is to consistently sort, group and total the same type of data for every report. This is normally a very tedious task. Fifty common report templates are available. The following are sample reports derived from the North Carolina estimating project.

Bid Results

People Logic Software



Takeoff

Bid Results  
NC Savings - PlanRoom

November 4, 2014  
1:00:06PM

PROJECT NAME                    AWINCS  
PROJECT TITLE                NC Savinas - PlanRoom  
ESTIMATOR                     Axel  
CLASSIFICATION               Commercial  
                                  Supply and install millwork to Lobby, Office and breakroom  
                                  GLAZING OF DOORS & SIDELIGHTS BY OTHERS  
                                  DOOR HARDWARE BY OTHERS  
                                  PAINTING OF PRIMED MILLWORK BY OTHERS  
                                  LAMINATE ITEMS TO HAVE MATCHING PVC BANDING  
                                  WOOD ITEMS TO HAVE MATCHING VENEER BAND

QUALITY GRADE                Premium  
LATEST ADDENDUM            1  
PLAN DATE                    27-January-2013  
BID STATUS                    Pending

		COST	%MARK UP	\$MARK UP	TOTAL	%MARGIN
MATERIAL		\$3,351.33	65.0%	\$2,178.37	\$5,529.70	29.3%
	+indirect	\$2,184.39	80.0%	\$1,747.51	\$3,931.90	20.8%
LABOR		\$1,570.66	30.0%	\$471.20	\$2,041.85	10.8%
	+indirect	\$782.80	40.0%	\$313.12	\$1,095.92	5.8%
	Sub Total	\$7,889.18		\$4,710.19	\$12,599.37	
PROFIT(Material+Labor)			50.0%	\$6,299.69	\$6,299.69	33.3%
SUB CONTRACTS		\$0.00	60.0%	\$0.00	\$0.00	0.0%
ALLOWANCES		\$0.00			\$0.00	0.0%
GENERAL CONDITIONS		\$0.00			\$0.00	0.00%
				Sub Total	\$18,899.06	
TAX			0.00%		\$0.00	
				TOTAL	\$18,899.06	

SUBMITTED BID

\$29,991.00





# Scope

People Logic Software



Takeoff

Item Scope by Location  
NC Savings - PlanRoom

November 4, 2014

1:05:51PM

**Breakroom\ Counter**

Casework

Item	Qty	UOM	Description	Finish
14	1	Each	152 Sink 2 Door 30W x 34H x 24D	Cab-Plam
13	1	Each	222 1 Dbl drw 2 door 30W x 34H x 24D	Cab-Plam
17	1	Each	302 2 Door 28W x 24H x 12D	Cab-Plam
18	2	Each	302 2 Door 28W x 24H x 12D	Cab-Plam
15	1	Each	Filler panel 4W x 34H x 4D	Cab-Plam
19	1	Each	Filler wall 4W x 30H x 12D	Cab-Plam
16	1	Each	T115 120W x 4H x 26D	Standard-Fin

**Breakroom\ Finish Carpentry**

Door, frame window sill

Item	Qty	UOM	Description	Finish
20	1	Each	Frame 4 inch 36W x 84H x 0D	Standard-Fin
22	5	Linf.	Sill & apron 12W	Standard-Fin
21	1	Each	SR 3-0x7 Door 1 Lite 36W x 84H x 0D	Cab-Maple

**Lobby**

Running trim

Item	Qty	UOM	Description	Finish
23	70	Linf.	Base 5/4 8W	Standard-Fin
24	70	Linf.	Crown 5/4 6W	Standard-Fin

**Lobby\ Check Desk**

Check desk c/w with stone top

Item	Qty	UOM	Description	Finish
26	2	Each	000 Base Column 30W x 34H x 24D - Lower pedestal	Cab-Maple
29	1	Each	000 Upper Column 30W x 12H x 14D - Upper pedestal	Cab-Maple
27	1	Each	101a 1 Door 18W x 34H x 24D	Cab-Maple
30	1	Each	Custom build - 3 Plexi tray	Cab-Maple
28	7	Linf.	Stone top	Standard-Fin
31	7	Linf.	Stone top 0W x 0H x 0D	Standard-Fin
25	1	Each	Wall 1 curved 84W x 42H x 24D	Standard-Fin



# Schedule of Values

People Logic Software



Takeoff

+Schedule of Values  
NC Savings - PlanRoom

November 4, 2014

1:05:08PM

## Phase 1-Casework & Tops

27-Jan-2013

### Breakroom / Counter Casework

LABOR	Cost	Sell	Total time
Engineering	\$13.50	\$26.33	0.7
Manufacturing	\$249.48	\$486.49	12.5
Site	\$118.50	\$248.85	5.9
MATERIAL	Cost	Sell	
Edging	\$12.98	\$32.13	
Hardware	\$145.88	\$361.05	
Lumber	\$15.08	\$37.32	
Sheet Goods	\$309.66	\$766.41	
			<b>Total cost:</b>
			<b>\$865.09</b>
			<b>Total sell :</b>
			<b>\$1,958.58</b>

### Breakroom / Finish Carpentry Door, frame window sill

LABOR	Cost	Sell	Total time
Manufacturing	\$68.40	\$133.38	3.4
Site	\$47.50	\$99.75	2.4
MATERIAL	Cost	Sell	
Buyout	\$455.00	\$1,228.50	
Lumber	\$68.75	\$170.16	
Miscellaneous	\$23.49	\$58.13	
Mouldings	\$25.50	\$63.11	
			<b>Total cost:</b>
			<b>\$688.64</b>
			<b>Total sell :</b>
			<b>\$1,753.02</b>

### Lobby Running trim

LABOR	Cost	Sell	Total time
Manufacturing	\$59.11	\$115.27	3.0
Site	\$210.00	\$441.00	10.5
MATERIAL	Cost	Sell	
Lumber	\$729.17	\$1,804.69	

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## Purchase

People Logic Millwork



NC Savings - PlanRoom

## Purchase Order

\*\* UNASSIGNED \*\*

PO 001000

November 4, 2014

## VENDOR

ACCOUNT  
ADDRESS  
CITY  
STATE  
COUNTRY  
PHONE  
FAX  
Web

	QTY	UOM	SKU-ITEM	UNIT	TOTAL
Buyout	0.7	Sheets	Glass Float 6mm Clean Cut	\$4.55	\$95.55
	0.5	Sheets	Plexiglass Clear1/4 in.	\$3.00	\$50.00
Edging	74.8	Linft.	0.5mm x 24mm PVC White	\$0.05	\$3.74
	77.0	Linft.	0.5mm x 24mm PVC1	\$0.12	\$9.24
Hardware	6.0	Each	Bracket KV 180 ANO 12 inch	\$1.26	\$7.56
	2.0	Each	Elbow catch	\$2.50	\$5.00
	72.0	Each	Shelf clip metal	\$0.08	\$5.76
	6.0	Linft.	Stds KV 80 ANO	\$0.85	\$5.10
Lumber	149.6	Bdft.	Maple 5/4	\$5.00	\$748.02
Miscellaneous	9.5	Sheets	TR-0 Synthetic Penetrating Oil	\$0.20	\$60.82
	9.5	Sheets	TR-1/OP-1 Standard Lacquer	\$0.30	\$91.23
	7.3	Sheets	TR-2/OP-2 Catalized Lacquer	\$0.32	\$74.64
	7.3	Sheets	TR-4/OP-4 Conversion Varnish	\$0.30	\$69.98
	16.8	Sheets	TR-Seal Coat	\$0.15	\$80.60
Mouldings	142.0	Linft.	Casing maple	\$0.75	\$106.50
Sheet Goods	1.9	Sheets	Brown backer	\$0.25	\$15.29
	5.2	Sheets	Fir G1S 3/4	\$1.00	\$166.21

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# Labor Summary

People Logic Software



Takeoff

Labor Cost Summary by Library

November 4, 2014

NC Savings - PlanRoom

1:02:12PM

Engineering

Manufacturing

2.16 Hours

Detailing

\$43.13

2.16

Total

Manufacturing

\$43.13

Site

0.43 Hours

Site visiting

\$8.63

0.43

Total

Site

\$8.63

2.59

Total

Engineering

\$51.75

Manufacturing

Cabinet fab.

5.08 Hours

Assemble case

\$101.65

2.25 Hours

Assemble drawer

\$45.00

5.78 Hours

Attach hardware

\$115.60

0.42 Hours

CNC face bore

\$8.38

0.20 Hours

CNC rout

\$4.00

1.41 Hours

Edge band

\$28.29

1.28 Hours

End bore

\$25.68

3.90 Hours

Panel saw

\$77.95

20.33

Total

Cabinet fab.

\$406.55

Counter fab.

3.54 Hours

Assemble top

\$70.80

0.95 Hours

Panel layup

\$18.97

4.49

Total

Counter fab.

\$89.77

Finishing

5.37 Hours

Finish Sanding

\$107.47

10.75 Hours

Seal and laquer

\$214.93

5.37 Hours

Staining

\$107.47

21.49

Total

Finishing

\$429.87

Millwork fab.

14.44 Hours

Assemble Millwork

\$288.75

1.30 Hours

Chop saw

\$26.00

3.68 Hours

Panel bending

\$73.50

0.86 Hours

Router

\$17.20

0.50 Hours

Sanding

\$10.00

20.77

Total

Millwork fab.

\$415.45

Miscellaneous

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 C:\PROGRA~1\PEOPLE~1\TAKEOF~1\Reports\TakeoffLab\_sum2.RPT



Page 1 of 2



## tkOffice

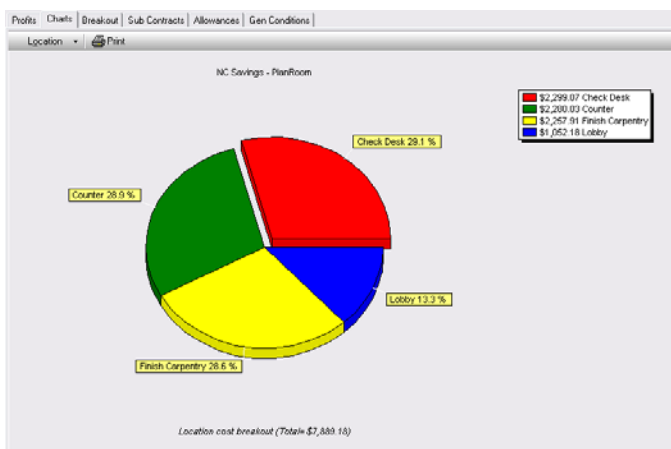
Information from takeoff may easily be transferred to MS Office Excel, Word, Access and Project.

## Profit Center

Dial in the markups you need before you bid.

Profit Center						
Profits   Charts   Breakout   Sub Contracts   Allowances   Gen Conditions						
Item	Cost	% Markup/Rate	Amount	Total	Margin	Tax
Mfg Material	\$3,351.33	65%	\$2,178.37	\$5,529.70	29.3%	✓
Buyout Material	\$2,184.39	80%	\$1,747.51	\$3,931.90	20.8%	✓
Mfg Labor	\$1,570.66	30%	\$471.20	\$2,041.86	10.8%	✓
Site Labor	\$782.80	40%	\$313.12	\$1,095.92	5.8%	✓
SUB TOTAL Costs				\$12,599.37	[ 66.7% ]	
Profit	[\$12,599.37]	50%		\$6,299.69	33.3%	✓
Gen Conditions	[\$0.00]	100%		\$0.00	-	✓
Sub Contracts	\$0.00	60%	\$0.00	\$0.00	-	✓
Allowances	\$0.00			\$0.00	-	✓
Subtotal				\$10,899.06	[100%]	
TAX	[\$10,899.06]	-		\$0.00		✓
TOTAL				\$10,899.06		

## Charts



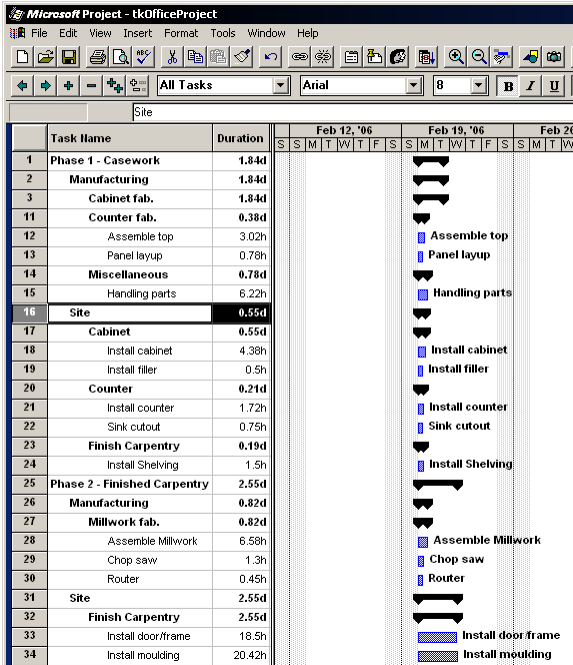


## Excel

Transfer to multiple Excel sheets complete with outlines, formulas and popups. Even project managers will need this.

7	Breakroom												
8	LineItem	Qty	Item	Dimension	Comments	Phase	Revision	Material	Labor	Qty_Labor	Markup	Fee	TotalPrice
9	11	1	211 1 Dnw 1 door	15 x 34.5 x 24		Phase 1	Original	\$172.94	\$91.26	2.54	\$58.97	\$166.58	\$469.75
10	12	1	151 Sink 1 Door	15 x 34.5 x 24	Garbage bin by others	Phase 1	Original	\$141.38			\$46.51	\$124.33	\$372.98
11	13	1	152 Sink 2 Door	30 x 34.5 x 24		Phase 1	Original	\$207.00			\$62.04	\$170.67	\$512.02
12	14	1	Filler base	2 x 34.5 x 4		Phase 1	Original	\$3.73			\$3.48	\$8.16	\$24.49
13	15	1	1115	96 x 4 x 24	Allowed for garbage &	Phase 1	Original	\$43.41			\$45.27	\$106.15	\$318.45
14	16	1	302 2 Door	30 x 30 x 12		Phase 1	Original	\$171.89			\$51.91	\$141.13	\$423.39
15	17	1	302 2 Door	24 x 30 x 12		Phase 1	Original	\$140.68	\$55.01	1.71	\$44.64	\$120.16	\$360.47
16	18	1	302 2 Door	30 x 30 x 12		Phase 1	Original	\$162.75	\$55.96	1.74	\$49.30	\$153.94	\$401.83
17	19	1	Filler wall	2 x 30 x 12		Phase 1	Original	\$4.13	\$13.00	0.39	\$4.72	\$10.92	\$32.77
18	20	1	Window sill & apron	62 x x		Phase 1	Original	\$13.96	\$73.26	2.15	\$24.77	\$55.99	\$167.97
19	21	1	Frame 4 inch	36 x 96 x		Phase 1	Original	\$90.25	\$163.50	4.45	\$67.10	\$160.43	\$481.28
20	22	1	SR 3-0x7-0 Door, 1 L	x x		Phase 1	Original	\$455.00	\$80.00	2.00	\$115.00	\$325.00	\$975.00
21	12							\$1,612.13	\$840.29	24.61	\$674.51	\$1,513.47	\$4,540.41
22	Lobby												
23	LineItem	Qty	Item	Dimension	Comments	Phase	Revision	Material	Labor	Qty_Labor	Markup	Fee	TotalPrice
24	25	1	Window sill & apron	62 x x		Phase 1	Original	\$13.96	\$73.26	2.15	\$24.77	\$55.99	\$167.97
25	26	70	Base	x x		Phase 1	Original	\$105.00	\$280.00	7.00	\$105.00	\$245.00	\$735.00
26	27	70	Crown	x x		Phase 1	Original	\$0.00	\$467.60	11.69	\$140.28	\$303.94	\$911.82
27	28	1	Frame 4 inch	36 x 96 x		Phase 1	Original	\$90.25	\$163.50	4.45	\$67.10	\$160.43	\$481.28
28	29	1	SR 3-0x7-0 Door, 1 L	x x		Phase 1	Original	\$455.00	\$80.00	2.00	\$115.00	\$325.00	\$975.00

## Project





# Takeoff Program

## Why do I need parametrics

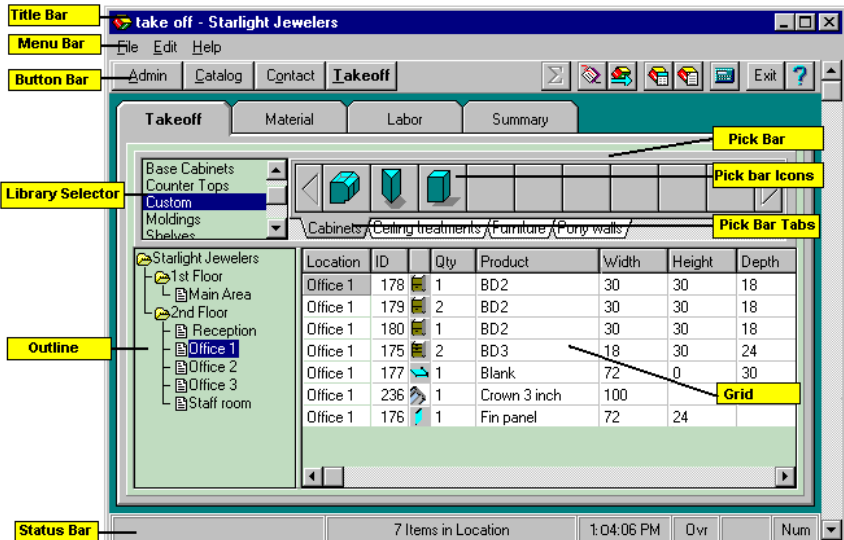
Parametrics gives you the ability to price many many similar items each with different attributes *{parameters}*. Ask yourself how many times you have priced the same item over and over with only minimal differences. Now imagine describing the same item only once and then having a machine automatically calculate the differences for you. The following are examples of typical attributes which make products different from a pricing and production perspective.

- Size
- Options (shelves, finished ends, locks)
- Materials (hardware, sheet goods, finishing)
- Labor rates
- Machine process times

Using a *parametric*, model you need only design one product which can span all of the above permutations. The net result is that the library is much smaller than the traditional size specific libraries and immensely more flexible.

## Takeoff Section

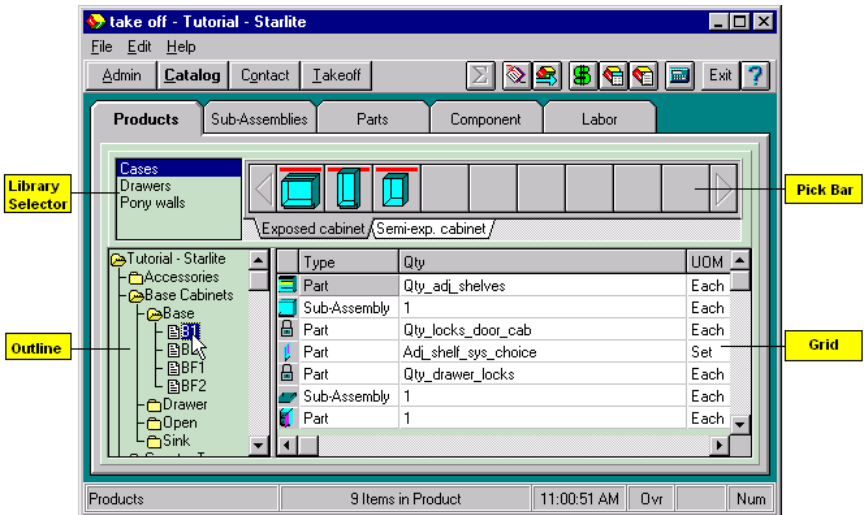
The most important section is where estimators actually do the take off. Estimates can be as simple as one item or as complex as hundreds. Takeoff™ can handle them all with ease. As in any take off, the starting point for the estimate is to lay out the project in the Outline section. To do a take off, you simply select the room you are working in, select from the pick bar tab and drag the product onto the grid. Then one customizes the product for size, optional items and material type. Thus each takeoff item is individually customizable and *parametric*. Windows drag and drop technology makes it fast and easy for you and your estimators.





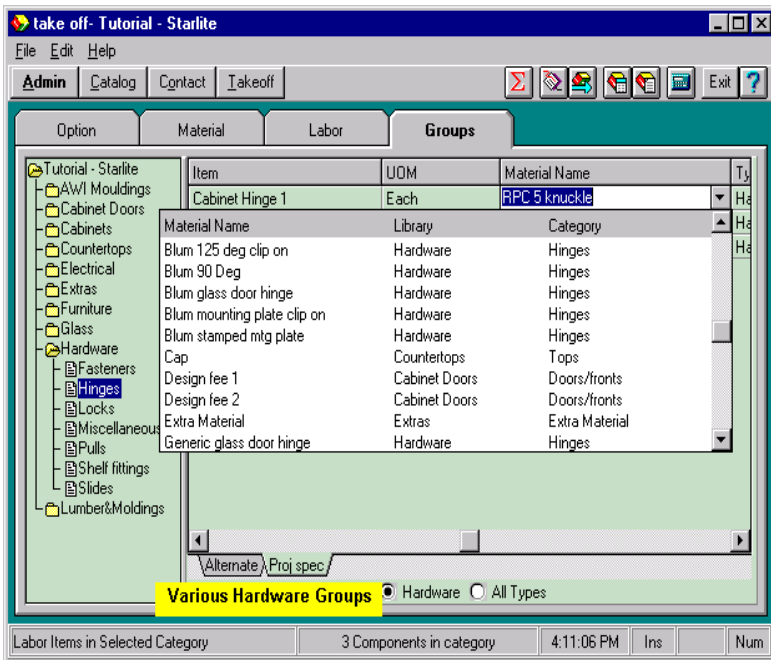
## Catalog Section

The Catalog Section of takeoff™ is used for adding items to the pickbar. Products, Sub-Assemblies, Parts, Components and Labor make up this section of the program and each of these has their own tab. Products are usually created for items you use on a regular basis. Any product may be renamed or reconfigured as per individual requirements. This includes any processes, optional items, icon or assemblies. The final product is fully *parameteric*, material independent and ready for the takeoff™ pickbar.



## Admin Section

The Admin Section is generally used for project setup tasks. It is divided into four tabs as shown below. The groups tab contains the most powerful feature of the software which allows grouping different sets of materials together which form the project specification. This enables the user to change a product to a different material group with one easy selection, and have all of the related costs follow along with the change.





## Contact Section

The Contact Manager is a convenient tool for storing information about the companies and people within a particular project. The Contact Manager also helps you keep track of events within a project as they occur by attaching notes to clients. A date stamp, the user who wrote the note and the subject are all recorded with the note for future reference.

The screenshot shows the 'take off - Tutorial - Starlite' application window. The 'Contact' tab is selected in the top menu bar. Below the menu, there are several sub-tabs: 'Suppliers', 'Trade Contract', 'Architects' (which is currently selected), 'Associations', 'General Contract', 'Installers', 'Professionals', and 'Sub Contract'. The 'Architects' sub-tab displays a 'Client' section with a dropdown menu showing 'Interior Space Planners Inc.' and a list of contact details: 5500 Pike St., Seattle, WA, USA, 78967. To the right of these details are fields for 'Account:', 'Phone: 206-454-7762', and 'Fax: 206-454-7867'. Below the client information is a 'Notes' section with a table. The table has two columns: 'User' and 'Reference Line'. The first row shows 'Dean' in the 'User' column and 'Changes to staff room' in the 'Reference Line' column. The 'Contacts' section on the right shows a dropdown menu with 'Mr Bob Shanks - Partner' and a table with two columns: 'Type' and 'Number'. The table has one row with 'Phone' in the 'Type' column and '555-1234' in the 'Number' column. The bottom status bar shows the time '12:06:25 PM' and the words 'Ins' and 'Num'.

User	Reference Line
Dean	Changes to staff room

## Contact People Logic

Phone 250-475-1392

Fax 250-475-0792

Web [www.peoplelogicssoftware.com](http://www.peoplelogicssoftware.com)

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