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PRIME ESTIMATING &  
SOFTWARE SERVICES, LLC

239.213.1237  
WWW.PRIME6400.COM



Visit us at Booth 4449

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 machin-

**Coming Soon to our software:**

- TimeClock
- Shop Management Tools

**Value Engineering:**  
Substitute 3 modules 32" in lieu of 4—24"

**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. Cabinet plus

**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 esti-

**Metric Conversion:**  
96" = 2440mm  
39.37" = 1 meter  
48" = 1220mm

**Business Opps:**  
-Experience estimators  
-Independent Sales Reps

# Prime6400

Estimate Control Platform



Volume 1, Issue 6

August, 2010

## Do you Takeoff in Lineal Foot, by Square Foot or by Assembly?

When considering the best unit of measure to prepare your millwork takeoff, there are 3 basic methods or theories that exist based on the estimators familiarity with his unit costs and installation hours. **Lineal footage or meters** is a good method, if taking off such items as counter tops and trim. However for casework, this can vary substantially and is a less accurate way to prepare a takeoff. Here is why, if in 8 Lineal feet of wall cabinet you have 3—32" modules that's 6-doors, 6 sides. Now for 4-24" modules you have 8-doors and 8-sides. The cost per lineal foot should then vary by module type. The estimator could vary the cost or average to cost to provide his final figure. Sounds simple but now what if there is 24", 32", 36", etc. high wall cabinets, do you add other lineal footage costs to address this issue or again just average the cost. All-in-all a less accurate method of takeoff for pricing. Yes it is fast

and maybe accurate enough for an installation takeoff only but you could be working with inaccurate figures for the manufacturing. Do you have the correct /cost for the \$25.00 pull or drawer slide. **Square Footage** is great for raw material cost and an easy way to takeoff items such as paneling but not efficient for arriving at your material cost or labor hours. When trying to figure same on one square foot, where do you figure waste plus labor and material efficiencies. You may be working from the same module like casework or paneling. A casework assembly could vary from 24" length to 48", requiring different component sizes and likewise for height of the assembly. Should the speed or easy outway the accuracy for material/labor requirements. **Each or by assembly** is the most accurate way to takeoff and price. You have all the components with waste and all labor specific to that assembly based on the exact sizes.

This method is used in combination with lineal footage/meters and used for any item such as casework, counters, paneling, etc.

**The Resolve:**  
**Prime6400** provides the ultimate answer to any estimating requirement with the ability to mix and match units of measure to suit the estimator's or project requirements. Illustrated in the example below, you will see a Wall Cabinet with 2 doors and 2 shelves that shows respectfully each, lineal foot, square foot by height, square foot by depth and by lineal meter. The application makes all the adjustments automatically from the unit of measure that is most accurate for pricing and most understandable by you the user. User can also vary the unit of measure anywhere in the takeoff.

Note that "Ext Price" may vary by slightly due to rounding functions.

Qty	Desc.	UOM	Section	Length	Depth	Height	Site Hrs	Total Hrs	Unit Price	Ext Price
3	W252	EA		36.00	12.00	36.00	1.25	3.75	198.38	595.14
9	W252	LF		36.00	12.00	36.00	0.42	3.78	66.13	595.17
27	W252	SQ		36.00	12.00	36.00	0.14	3.78	22.04	595.08
27	W252	SH		36.00	12.00	36.00	0.14	3.78	22.04	595.08
9	W252	SD		36.00	12.00	36.00	0.42	3.78	66.13	595.17
2.7434	W252	M		36.00	12.00	36.00	1.37	3.76	216.95	595.18

## Prime6400 announces releases Version 2.0

Prime6400 has released V2.0 that includes new features:

- Assign door type/style & finish by Location plus 2 global settings per project
- Takeoff screens will allow input of a material category by line (ie, SSM, WDI, Plam I, etc.)
- Takeoff reports and XLS import/export formats have been updated to show the above
- RFQ, Purchase Order, Inventory, Receiving features have been enabled [separate cost applies]
- Preset for Standard Specs Tab by Project have been extended to the secondary Spec Tab
- User setting for color format for all reports. Typical used to match Company logo color scheme

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**IWF—Atlanta 2010—Show Special Offers**

Prime6400 is proud to announce the following incentive offers for the IWF-Atlanta 2010:

- Free 30 day trial Prime6400 Estimating Software
  - Free 14 day trial PlanSwift 8.7 Takeoff Software
  - Free PlanSwift interface module with purchase of both Prime6400 & PlanSwift [ \$250.00 value ]
  - 5% discount for any AWI or AWMAC members [applies to base software only]
  - \$500.00 trade-in discount for any Copyrighted\* estimating software
  - one year technical support/updates [ \$1,250.00 value ]
- Special Offer valid only for orders during show period and cannot be combined with any other offer

For more information on Prime Estimating, please contact by email at [sales@Prime6400.com](mailto:sales@Prime6400.com)

Be sure to visit us at our re-located Booth #4449 at the IWF Atlanta 2010 show from August 25 – 28, 2010

\*-does not included Excel, Access, etc. [must surrender disk, manual and all keys]

**Prime6400 announces releases Version 2.0**

The image displays three overlapping screenshots of the Prime6400 software interface. The top-left window is the 'Takeoff' window, showing a table of items with columns for Qty, Desc, UOM, Section, Length, Depth, Height, and Material/Type. The top-right window is the 'Standard Library' window, showing item details for 'Base Cabinet - 1 Door - FF' with dimensions and options. The bottom window is the 'Purchase Order Details' window, showing order information for Prime Estimating & Software Services, LLC, including contact details and a table of items with columns for Desc, Qty, UOM, Description, MatCode, W\_Order, UnitPrice, and ExtendedPrice.