

WinEst v14 is loaded with new features to make your job easier and more profitable, such as the “on-the-fly” unique-crew feature that gives estimators the flexibility to assign labor to jobs quickly and easily.

WinEst v14 raises the bar yet again in features and performance

WinEstimator, Inc. has just released WinEst version 14, which includes an extensive set of new features and functions across the board. This marks the latest step in the company’s continuing efforts to develop new and refine existing products; the company’s last major release was version 12.0 in February 2010.

A sampling of v14’s notable new functions includes

Database WBS Codes WBS codes can now be stored in the database.

Takeoff Calculator Smart Variables The takeoff calculator now shows only the variables needed to complete a calculation.

New Markup Type: Lump-Sum from Alternate WinEst now has the capability of using the lump-sum amount of an alternate as a markup.

Drag-and-Drop Filtering On a filter with headings that are based on a table, one or more items can now be selected and dragged onto a heading row, after which the items will move to that section.

Unique Crews Labor crews are now enhanced to support unique crews.

Labor and Equipment Productivity Display Choices WinEst now allows control over how productivity on each item is displayed and entered—either as *time/unit* or *unit/time*.

Subcontractor Hours and Productivity The subcontractor cost type has been enhanced to include subcontractor hours and subcontractor productivity fields.

Lump-Sum Markups, Ranges and Cost Types Totals-page markups that have the type *Lump Sum* can now be applied to ranges and cost types.

Of course, this upgrade is free to all WinEst customers who are up-to-date with their service plan! ■

THE TAKEOFF
CALCULATOR NOW
SHOWS ONLY THE
VARIABLES NEEDED
TO COMPLETE
A CALCULATION.

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CUSTOMER SPOTLIGHT

One of WinEst's top domestic clients is **Clayco**, headquartered in Chicago, IL. Clayco is one of the nation's largest, privately owned real estate, architecture, engineering, design-build and construction firms.



At top left, Clayco recently completed development, design and construction on the new 21-story high-rise corporate headquarters facility for Centene Corporation in Clayton, MO.



Below, the 800,000 s.f. Payless Shoe Source distribution facility in Brookville, OH.

Clayco operates nationwide and also has full-service offices in St. Louis, Oakbrook Terrace, IL and Detroit, all providing turnkey services nationwide. Wholly owned subsidiaries include Forum Studio, providing full-service architectural and engineering services, and Concrete Strategies, a full-service concrete subcontracting company.

Employees Approximately 995

Specializations Clayco provides design-build project delivery nationwide for the corporate, financial, industrial, institutional, healthcare, government and residential markets, and is a leader in safety, diversity and sustainable design.

How long using WinEst One year.

WinEst products used WinEst Pro Plus; Modelogix

Mehrdad Nankali, Director of Preconstruction Services, comments on Clayco's use of WinEst "We have changed our estimating software to WinEst, helping us to standardize our estimates among all estimators, run them all in Unifomat, and have the capability to break the estimate into different bid items of our choosing. We also rely on WinEst's integration with On-Screen Takeoff and its BIM capability as well." ■

CLAYCO

THE ART & SCIENCE OF BUILDING
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RUMOR HAS IT...



...that as many as **one** in eight adult Americans has worked for McDonald's at some point in their lives. **You want fries with that?**

2011 WinEst User Conference wraps up

March 9, 2011 — WinEst's annual User Conference wrapped up after two-and-a-half days of intensive learning, lively discussions, great food and fun for all attendees.

The conference offered two tracks—one for WinEst training and another *Focus Sessions* track covering a wide range of more in-depth topics such as *Beginning and Advanced Assemblies*, *Modelogix*, *OST Integrator*, *Virtual Take-off*, *Filter Development and Reports*, *Scheduling*, *Collaborative Estimating* and more.

“WHAT CAN I SAY? IT WAS A FANTASTIC SEMINAR.” Keynote speaker Tim Rhoades, director of the Lighthouse Institute (www.lighthouseinstitute.us) got the conference off to a great start with his talk on Raising the Bar toward Excellence on both personal and professional levels. WinEst president Steve Watt then presented the first focus session, Modelogix, while instructor extraordinaire Terrie Day began her WinEst training sessions with a capacity crowd of students. From there, WinEst staffmembers Ken Regier, Martin O'Reilly and Doug Quinn, as well as a handful of guest presenters from around the industry, led the charge through the remainder of the conference. ■



ATTENDEE COMMENTS

“Very well put together!”

“Very beneficial; I will take a lot away with me from this conference!”

“It was all enjoyable!”

“I really liked the approachability of all the WinEst staff.”

“What can I say? It was a fantastic seminar.”

“Excellent facility, and staff was very helpful.”

Of course, we asked for, and received, numerous ideas and suggestions on ways to make future conferences even better—and as always, we'll be looking to raise the bar for next year. We hope to see you there!

Built in only sixteen months, the Pentagon is only 71 feet tall and yet it has five floors, 17.5 miles of corridors, 131 stairways, 284 restrooms, 691 drinking fountains and 7,754 windows.

Around the horn

News from around the industry



TOP BUILDING OF THE YEAR? Architectural Record reported recently on the controversy surrounding acclaim for the new MAXXI Museum in Rome. The building first won the 2010 Stirling Prize. Now, museum, designed by Zaha Hadid, has been named the *World's Best Building of the Year*.



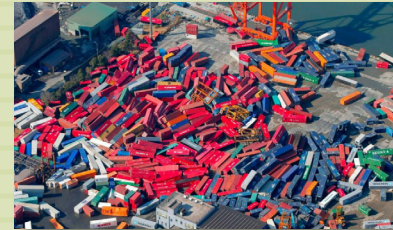
The announcement was made last November during the third annual World Architecture Festival (WAF) in Barcelona. Although MAXXI beat out fourteen other finalists, many comments on the AR website ques-

tion the award, citing many other buildings around the world as being far more significant.

There's no denying, however, that MAXXI has turned many heads. Paul Finch, of the WAF, described the building as "an unwound Guggenheim, with ribbons of connectivity... a building which will still be talked about in the history of architecture in fifty years' time." ■

REBUILDING JAPAN CBC News (cbc.ca) reports that the rebuilding of earthquake- and tsunami-ravaged Japan could take up to five years and upward of \$200 billion, according to figures from the World Bank.

The bank cited damage estimates between \$123 billion and \$235 billion, and cost to private insurers of between \$14 billion and \$33



billion. It said the government will spend \$12 billion on reconstruction in the current national budget and "much more" in the next one.



These figures pale in comparison, however, to human toll. The March 11 disaster may ultimately claim close to 20,000 lives. ■



ENGLAND'S SOON-TO-BE HIGHEST POINT It's affectionately referred to as The Shard, is quickly garnering legions of both fans and foes, and it will soon be England's tallest building. Designed by Renzo Piano, *the Shard London Bridge Quarter* is already nothing short of controversial. Proponents appreciate its boldness, sheer size and physical presence, but opponents cite many of the same attributes as negatives, claiming that it's height is simply an ego-laden, macho display. And the angular, not vertical, shape has many scratching their heads.

When completed in 2012, The Shard will actually be the tallest building in western Europe, rising to 1,016 feet (306 meters) and offering a mix of office, residential, hotel and restaurant space, as well as public viewing platform, and will herald a new era in high-rise development for London. The Shard is immediately adjacent to London Bridge Station. ■