

## **- An open letter from AppliCad –**

To operators who have invested or are considering investment in estimating software for roofing and wall cladding.

AppliCad software is the most complete solution for roofing materials available in the world today. It is a powerful tool with so much capability that it may be seen by some as a bit daunting to start with. We would like to put your minds at rest on this matter.

Let's tell our own story as an analogy.

You go to 'Greasy Joe's Diner'\* and ask for a glass of wine. You are offered but one choice, Joe's house special. Now Joe is not known for his skill as a wine taster, so the house special turns out, not surprisingly as being quite 'average' quality. But it was cheap and maybe a bit nasty. But it was indeed wine and I did have a choice, red or white!

(\* with apologies to anyone called Joe running a diner that serves very average wine.)

Now we go to Fred's Fine Steak and Salad Restaurant. You ask for a wine and you get a wine list that reads like a 'who's who' of wine. You are stuck for choice. There are wines you have never heard of, wine you cannot afford and wine that sounds downright scary. You have trouble making a choice; it all gets too hard so you seek the advice of the waiter. It's hard because Fred's Fine Steaks has the best wine list and the longest wine list in town. However, with a few more visits and a lot of guidance from the friendly staff, you are asking for your favourite wine in no time.

Just because it is a bit overwhelming does that make Fred's list useless? Do you eat at Greasy Joe's because the decision regarding wine is easier? Indeed, quite the contrary. Fred's list is an exciting adventure that will always throw up a challenge and some wonderful surprises.

Well, may we say that a full function and very capable roof and wall estimating software program is a bit like Fred's Fine Steaks wine list - a challenge full of wonderful surprises.

AppliCad's suite of software has the most capable set of functions for roof and wall modelling, for accuracy checking, for material definition and such a variety of detailed

reports generated entirely automatically. With a bit of effort the AppliCad software will make you money in time and material savings, guaranteed.

The choice of options can seem too much and sometimes stop you in your tracks. That's where the customer support service kicks in (just like Fred's waiter). The experts at an AppliCad office around the world have the answers to ensure that you can get past the little 'speed humps' that you will encounter along the way. The context sensitive help is just a mouse click away too.

Yes it is a challenge. Is it difficult, perhaps; especially if you don't seek help and guidance from experts. Do you enjoy the best result? Absolutely yes!

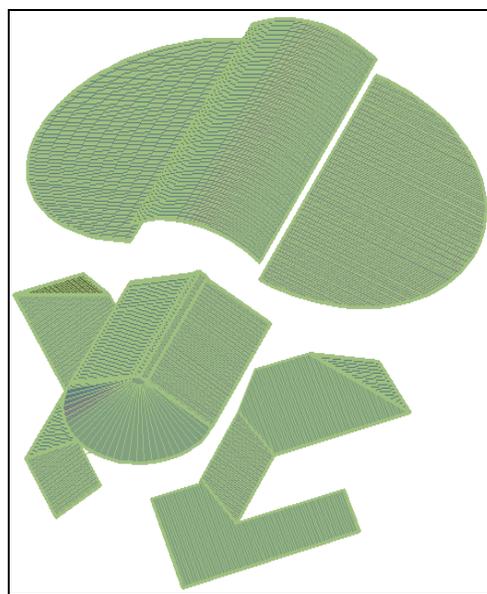
Speed, accuracy, productivity and total confidence you only get when you invest in the best.

During 20 years of product development and international marketing AppliCad has software in 127 countries. All these operators have provided AppliCad with their knowledge and experience and this is reflected in the tool kit that is the AppliCad product range.

AppliCad software will handle any roof material, commercial or residential roofing, steep slope or low slope, with as many fully automated processes that we can squeeze in to improve your efficiency and profitability.

Now let's look at a few examples that demonstrate why AppliCad is simply a better way to create roofing material quotations.

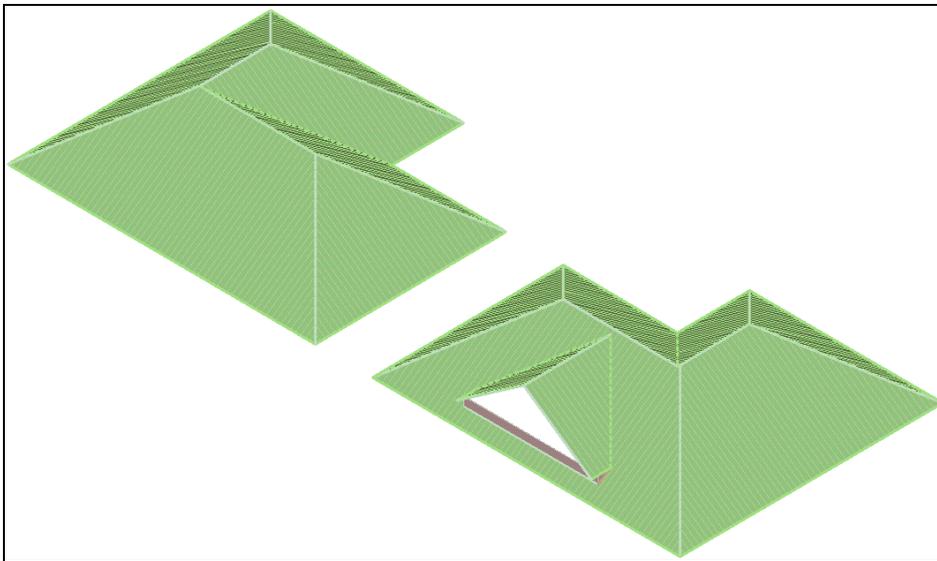
- The most advanced roof modelling functions of any software in the world.



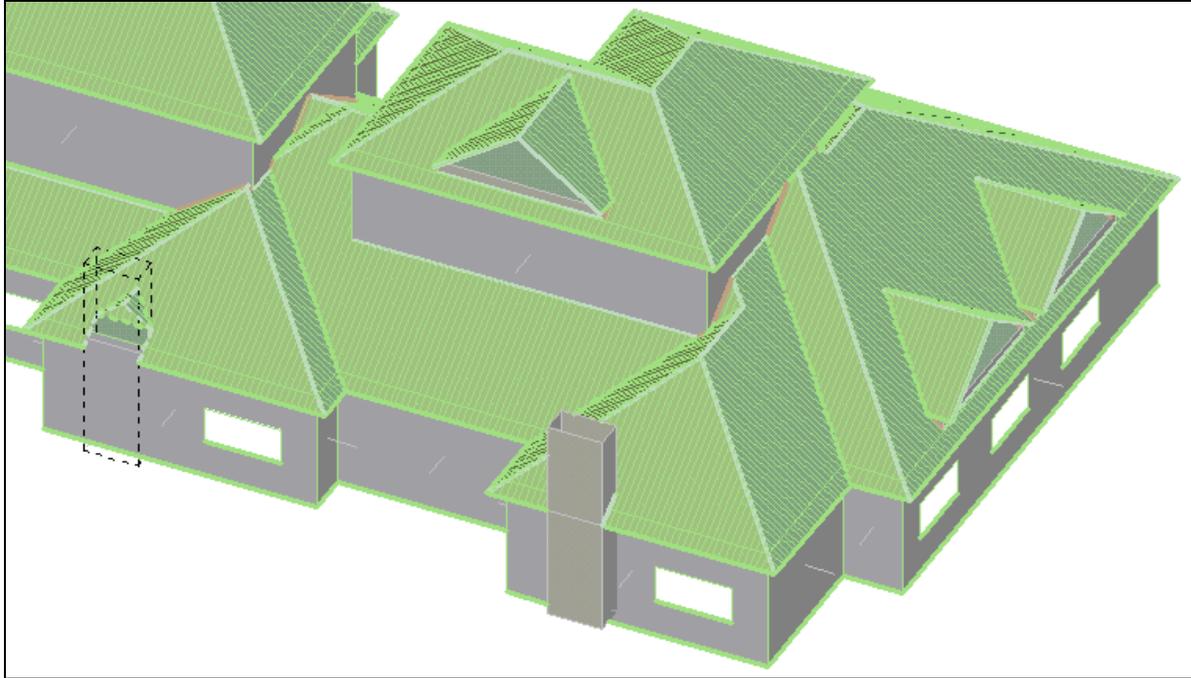
- Once modelled, the complete material list, including tapered panels and curved panels is extracted – a detailed cost of labour and materials.



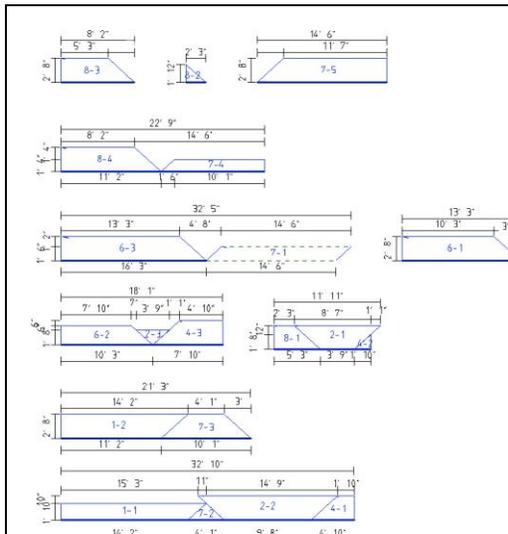
- A simple method of outline generation invented by AppliCad – simply move up, down, left and right, around the perimeter of your building inserting each wall or eave length. Set the pitch and the roof is built for you.



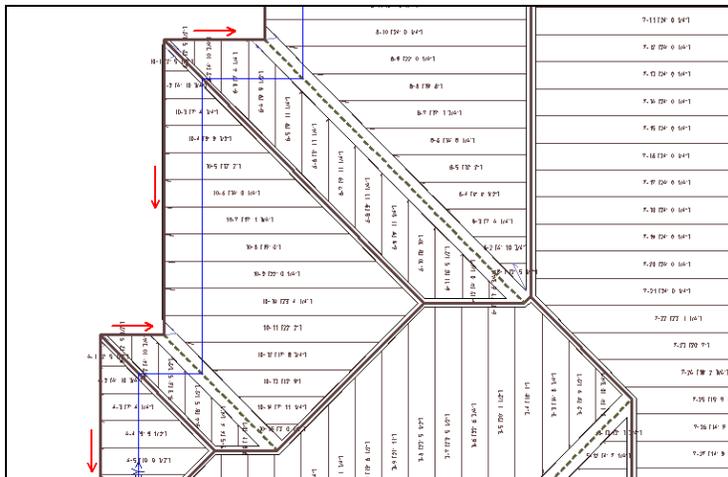
- Add a dormer in two mouse clicks!
- Metric and Imperial units; any currency symbol; any name for sales tax; any tax percentage; any currency field width – you decide with your own preferences. Even change mid-quotation if you wish.
- Multi-level modelling with advanced hole or profile cutting functions – two mouse clicks! Chimneys and crickets – two mouse clicks and a few dimensions.



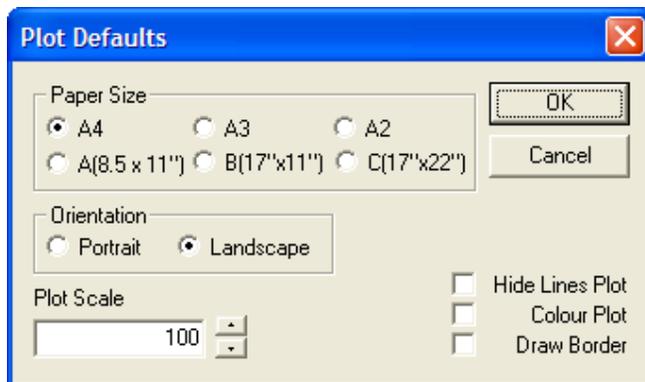
- Quote walls and roof on the same quotation.
- Add most roof features with a single mouse click – Dutch gables, atrioms, highlights and skylights, hip and valley dormers, crickets, split gables, sliced hips and dropped eave lines. The list goes on.



- Panel cutting lists that can interface with manufacturing systems to pre-cut panels and save waste from off-cut material. We call this linear nesting of panels and it is completely automatic. Detailed fabrication drawings are also automatically generated for each and every job.



- User defined panel allowances for different roof systems so that the cutting list matches the job requirements and the materials you're using.



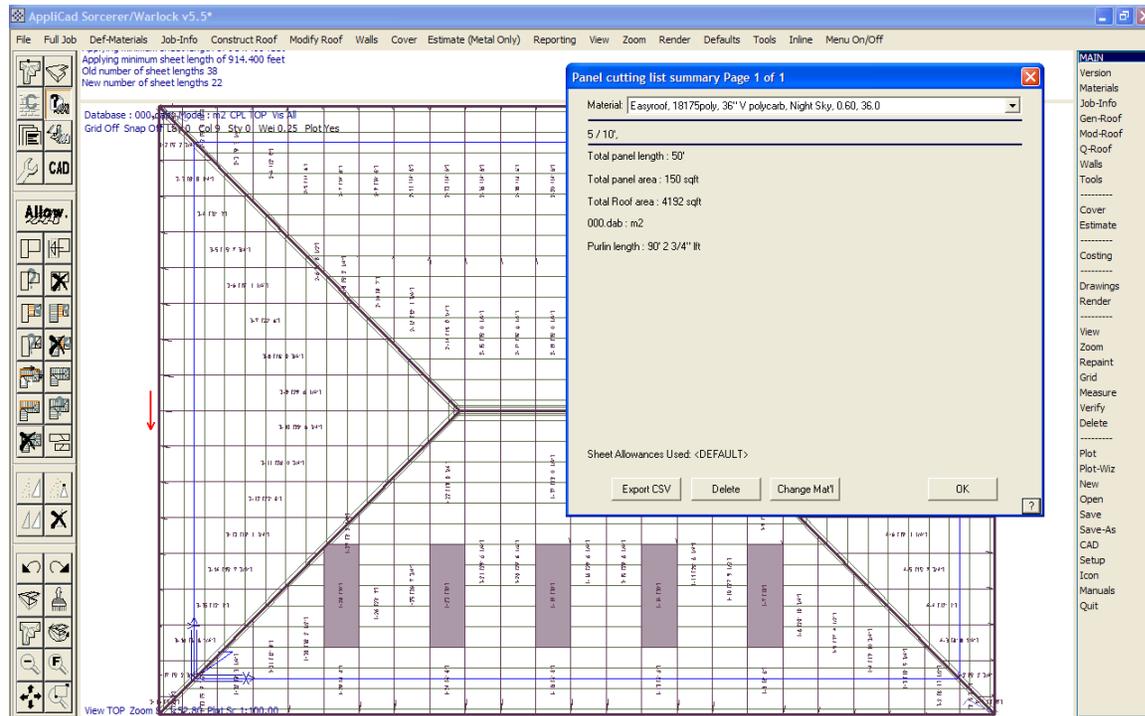
- A 'Plot Wizard' aids faster report printing.

**AppliCad Roofing**  
 123 Church St Phone 03 9619 3100 Job  
 Hawthorn Fax 03 9619 3200 Date

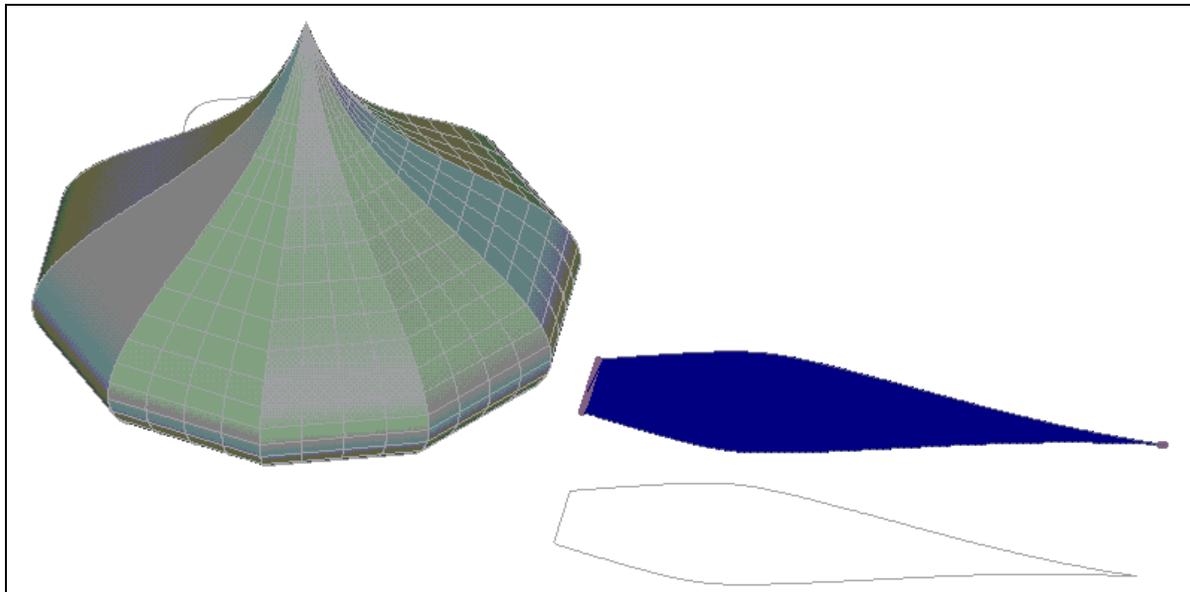
<p>Supplier: Supplier 1          Profile: Type-1          Stock sheet: Custom Flashing 1          Finish: Gull Grey          Girth: 500.0 mm          Bends: 3</p> <table border="1"> <thead> <tr> <th>Side</th> <th>Length</th> <th>Angle</th> </tr> </thead> <tbody> <tr> <td>A</td> <td>50</td> <td>105</td> </tr> <tr> <td>B</td> <td>200</td> <td>105</td> </tr> <tr> <td>C</td> <td>200</td> <td>150</td> </tr> <tr> <td>D</td> <td>50</td> <td>105</td> </tr> </tbody> </table> <p>Diagram: A trapezoidal roof section with vertices labeled A, B, C, D.</p> <p>Cutting list 6/8000</p>	Side	Length	Angle	A	50	105	B	200	105	C	200	150	D	50	105	<p>Supplier: Supplier 1          Profile: Type-8          Stock sheet: Custom Flashing 1          Finish: Gull Grey          Girth: 850.0 mm          Bends: 6</p> <table border="1"> <thead> <tr> <th>Side</th> <th>Length</th> <th>Angle</th> </tr> </thead> <tbody> <tr> <td>A</td> <td>50</td> <td></td> </tr> <tr> <td>B</td> <td>150</td> <td>20</td> </tr> <tr> <td>C</td> <td>150</td> <td>110</td> </tr> <tr> <td>D</td> <td>150</td> <td>90</td> </tr> <tr> <td>E</td> <td>150</td> <td>90</td> </tr> <tr> <td>F</td> <td>150</td> <td>110</td> </tr> <tr> <td>G</td> <td>50</td> <td>20</td> </tr> </tbody> </table> <p>Diagram: A trapezoidal roof section with vertices labeled A, B, C, D, E, F, G.</p> <p>Cutting list 3/8000</p>	Side	Length	Angle	A	50		B	150	20	C	150	110	D	150	90	E	150	90	F	150	110	G	50	20
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- Flashing and trim material list determined by method of fabrication – stock length or cut to length pieces - and workshop details are automatically generated for each job.

- Estimate multiple buildings with multiple materials on the same quotation.
- AppliCad allows for different materials on the same roof.
- Divide metal panels at purlins or at required centre spacings.

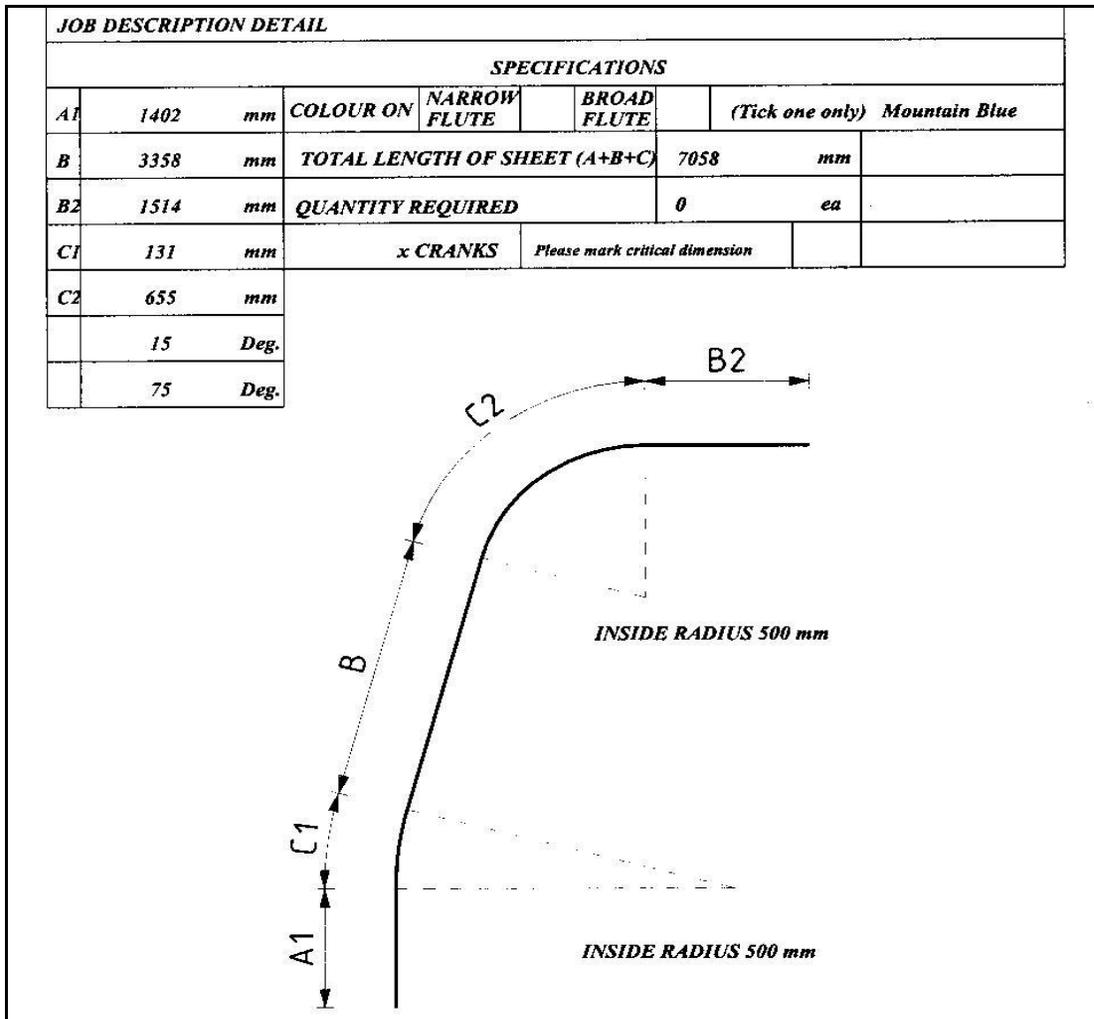


- Insert polycarbonate roof sheets and extract the revised cutting lists.

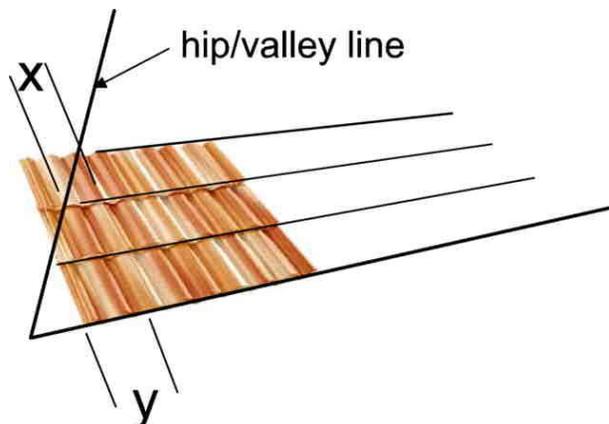


- Flat pattern development of complex shapes for fabrication details.

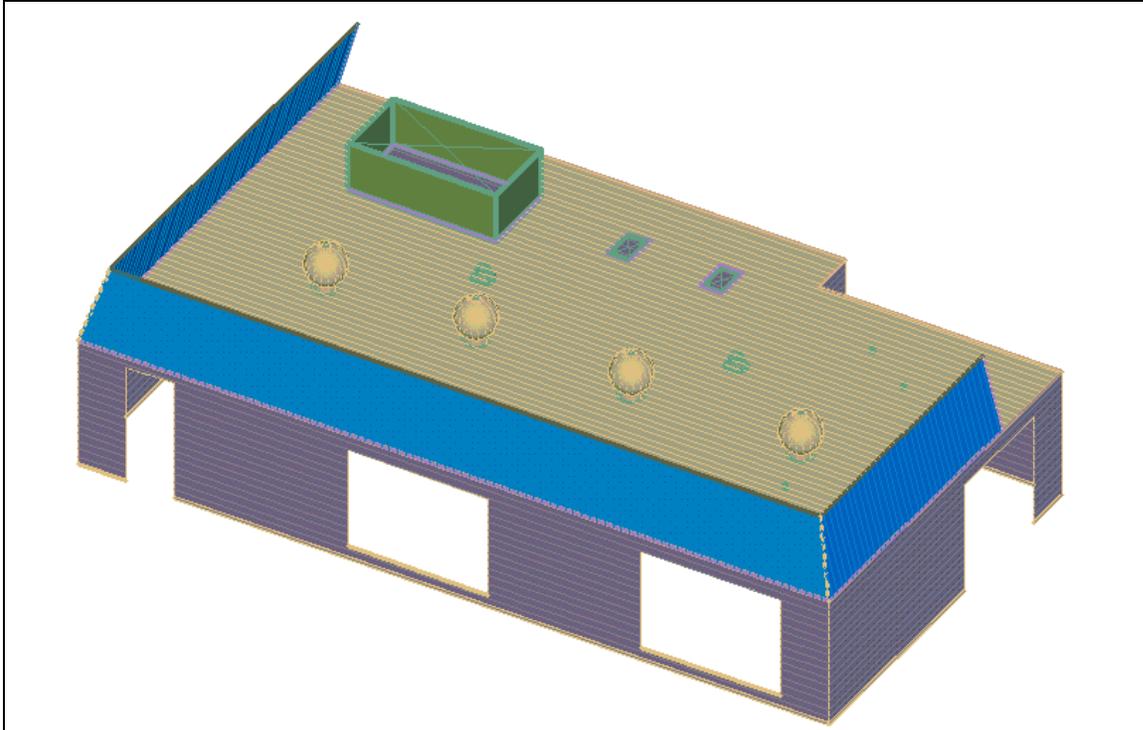




- Automatic generation of fabrication details for curved roofing – metric or imperial



- For tile roofing (metal, clay or concrete) advanced allowances, such as 'course tolerance' ensure that the correct quantity is ordered for each job.



- Complete roof system details as required – all quantified and costed automatically, including all fasteners and accessory items, labour and materials.

**Plus a whole lot more features that are specifically designed to benefit a roofing business like yours:**

- [√] Automatic roof model geometry in 3D, simply modelled from perimeter measurements.
- [√] Automatic model checks for pitch and style to ensure accurate take-offs.
- [√] Automatic dimensioning of the roof plan and roof features.
- [√] The most comprehensive single click roof geometry modification tools included.
- [√] Automatic roof geometry attributes – a hip knows it's a hip, a ridge is a ridge etc. and this is tied to the trim applied.
- [√] Trim material lists created based on method of manufacture, supply and install.
- [√] Tile quantities based on the most accurate method – a simulation of laying the tiles course by course with special tiles such as ½ tiles and verge tiles etc automatically determined by the software based on the roof geometry.
- [√] Context sensitive help files right inside the software.

- [√] Unlimited Undo and Redo allows for user experimentation and ease of learning.
- [√] Job and Plot Wizards simplify job creation and output.
- [√] Multiple material allowance files for different roof systems.
- [√] All roof systems, commercial and residential systems.
- [√] Steep pitch and low slope roof systems.
- [√] Metal, tile, slate, shingle, single ply, bitumen roof materials and all trim.
- [√] All rainwater goods and accessories automatically quantified and costed.
- [√] Various options for input from perimeter measurements, digital photographs, import CAD files, aerial photographs or satellite images or freehand drawing.
  
- [√] Material optimization routines reduce waste and reduces environmental impact.
- [√] Fabrication details for detailed flashing and trim generated automatically.
- [√] User defined material database gives total flexibility for material selection and use.
  
- [√] In use in 34 countries – broadest possible experience and input to development.
- [√] Extract precise cutting lists for flat roofing, curved roofing, domes and spires.
- [√] Automatically create the cutting/bending details for curved panels.
- [√] Free entry and trial cost (RoofScape @ Roofestimating.com) through a full upgrade path for all roof types and wall cladding.
  
- [√] Why pay for the functions of a spreadsheet when you get it for free with Microsoft Excel?
  
- [√] All updates and operator support via toll free phone, fax, email and the internet included.
  
- [√] Custom training, group training or team training plans designed to suit the operator's specific needs and experience.
  
- [√] Roof visualisation and photo realistic rendering included at no extra cost.
- [√] Rainfall calculation tools included.
- [√] Sun shadow tools analysis included.
- [√] Roof/attic space volume measurement tools included.
- [√] Detailed costing of all roofing system requirements – labour and materials.
- [√] Full function 3D CAD system included.
- [√] Flat pattern geometry development tool (for sheet metal) included.
- [√] Use defined and editable report templates included.
- [√] Manual roof design tools included.
- [√] All roof fixtures and accessory items may be drawn in 3D and included.
- [√] The most comprehensive user documentation of any program in the market.

- [√] Manage jobs by stage and level.
- [√] Take off quantities of insulation and fall barriers as well as roofing.
- [√] Automatically generate cutting lists for tapered metal panels.
- [√] User definable 'hot' keys and macros.
- [√] Automatic output of all quotation data and roof picture thumbnail to external business management and job management systems.

**In Summary:**

You don't want to invest in software that only does a fraction of your work. You want a program that will handle **ALL your work**, no matter how complex or detailed.

Well, our wine analogy in the opening paragraph is probably redundant about now. I think we have made our case. If you're not sure ask your current vendor to demonstrate these functions and explain the benefit of them. Then come and talk to us – we have what you need and know how to make it work. Will you have to contribute to the success – definitely yes!

We could use another analogy too. Do you join a gym to lose weight and expect it to happen without sweat? No!

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Challenging? Yes. - *Roofing may be a challenge!*  
 Worthwhile? YES! - *Speed, accuracy, productivity, confidence and profitable.*

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