

Media Release

For Immediate Release

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Everyone who has ever attempted to install metal roofing knows that while a metal roof looks so good and last so long in some of the worst possible scenarios, they require consummate skill and attention to detail to install. Just about every aspect of a metal roof has something about it that can go badly wrong for the customer if not installed correctly.

Getting it right goes all the way back to when the contractor is asked to prepare a bid to supply and install a guy's roof. It starts in the estimating department for it can be the smallest and least expensive component of the roof that stops a job in its tracks. For the sake of a box of branded custom clips, or few lengths of special trim, a blue tarp can be the feature of the roof for quite a while.



Metal roofing and siding manufacturer, **Pride Industries Inc.** have been in the metal business for over 30 years and well versed in what it takes to do a good job. They are involved in building erections as well as the cladding. From their modern plant located in Clay, KY they service primarily large general contractors all over the US.

In thirty years, the team at Pride Industries have seen many changes in the industry and have a policy of adopting new technology that is effective and proven. This is necessary to meet the changing needs of their customers and also to stay competitive.

The demand for sustainable and recyclable roofing technologies grows and metal is seen as a very viable option when the building life cycle is taken into account. Many

new players are entering the market expecting to “cash in” on this demand. On top of this of course is the general downturn in construction projects during the past few years that even now is still dragging along the bottom. Competition for projects has been increasing and this has been to the advantage of Pride Industries.



About six years ago, Luke Pride, President of Pride Industries, recognised the need to improve efficiency and accuracy in the estimating department. He had bumped into **AppliCad Software** at various trade shows over the years, especially Metalcon, and liked what he saw. In fact he liked it a lot and in October 2008 he ordered the AppliCad Roof Wizard software.

“Our timing was good. What we didn’t know then was the ‘great recession’ was about to hit us full in the face and competition got a lot tougher. We needed the best possible tools in our estimating department.” Says Pride. “Implementing AppliCad brought us into the 21st century and I am pleased to say that we’re estimating twice as much work in a fraction of the time it used to take.”



In an interview with the manager of the estimating department, Scott Snell was asked why they selected AppliCad. His response was immediate - “Because AppliCad can do it all. From roof estimates, cutting lists, submittal drawings, cupolas and conductor head patterns. I can bid any profile of panel and every stick of trim and know that I have all my accessory items and fasteners on my order form.”

Snell continued with his observations of their implementation of AppliCad. “The implementation went a little slow at first but it is easy now. We should have invested in the AppliCad training right at the start. The three days with the AppliCad trainer made so much sense.”

His recommendation to others looking at AppliCad, "Take the classes ASAP."

This is good advice for, while the AppliCad software is very well documented supplied with an amazing 850 page user manual, it is hard work working through the setting up and modelling tricks on your own. Scott is quick to add that while the manual is huge and well written, he gets the best value from the AppliCad Support Centre "they are always there if you have a problem. All I have to do is ask the question."



When asked what he would like to tell everyone Scott said, "AppliCad will save you a lot of time and allow you to bid more work. We do more work with fewer mistakes and as everyone in the metal roofing industry knows, mistakes, even simple ones can be costly. I am more accurate and I enjoy using the software. Modelling roofs in 3D is fun and we get the full benefits of the automatic reports and the material cutting lists for our shop."

Most businesses in the metal roofing and cladding industry are looking for the best way to do things. That is one reason they're using metal roofing in the first place. Based on the experience of Pride Industries Inc of Clay, KY, the AppliCad software may be just what you're looking for your estimating department.

About AppliCad:

AppliCad is a specialized CAD application software development company based in Melbourne, Australia. AppliCad has developed CAD applications since 1991 and now exports their specialized software to solar, roofing, and cladding companies to 127 countries around the world. AppliCad also has offices in the US and the UK.

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