the EDGE®

Acoustical Drywall EIFS Fireproofing Flooring Painting Roofing Wall Panels Waterproofing



## CASE STUDY

# Martin Brothers

Martin Bros., a company that "believes in embracing new technologies to achieve precise bidding," was looking for a comprehensive program that integrated up-to-date UL designs, a complete list of the major fireproofing manufacturer's materials and a vast database of steel members. They wanted to replace their in-house database system with something all-inclusive, continually updated by the vendor and easily customizable. In addition, they were looking for an easy to learn and use application that would allow them to bid jobs more accurately and consistently, thereby enabling them to increase their bid output while having an industry-leading technical support team to assist them along the way.

Martin Bros. is an all-inclusive commercial drywall and fireproofing company that has built some of California's most recognizable landmarks, including the Wilshire Grand Tower, the Riverside Community Hospital, the Great Wolf Lodge & Water Park, and the Jill & Frank Fertitta Hall at USC. They are a three-time Alliance for Quality Construction Q Award winner—recognizing contractors who complete jobs on time and under customer budgets.

## CHALLENGES TO OVERCOME

Joe Colavita, Martin Bros. Chief Fireproofing Estimator, joined the company in 2014. At that time, the company had been using The EDGE® Estimator Fireproofing Module for one year. Prior to using The EDGE, Martin Bros. used a self-developed, in-house database system to bid jobs. This method proved to be time consuming and ineffective. The system was very cumbersome for the estimators to use: estimating was a very complex and slow-moving process. The estimators were unable to complete as many bids as the company would have liked. In addition, the database was insufficient and routinely needed updating and tweaking to allow for accurate bids.

## SOLUTION

Martin Bros. first learned of The EDGE when one of its employees was introduced to it at a National Fireproofing Contractors Association annual meeting. The EDGE was Martin Bros. first choice to replace their in-house system because it not only incorporates the UL designs and fireproofing manufacturers/materials into its customizable user database, but the list of materials and UL designs are continually updated whenever a new material or test is introduced or an existing one is modified. The EDGE also includes thousands of steel members. Colavita stated, "Fireproofing projects are getting more and more complicated to bid. So as revised plans come out, the program allows you to easily add them to your base bid estimate, or overlay plans to see what revisions have been shown."

> "Fireproofing companies need to take a look at The EDGE because it is a very comprehensive system with an excellent database. There really aren't any other programs out there that are as comprehensive as The EDGE."
>
> —Joe Colavita
> Chief Estimator/PM

Martin Bros. was also looking for a company that could provide in-depth technical support for their users. This aspect would allow them to take full advantage of the program, as well as offer their customers comprehensive and efficient estimates. "The technical support is excellent. You can call up and get someone right away. They have the ability to dial up into your computer and help you within a matter of minutes. The tech department is always effective in answering our questions as they come up."

## THE RESULTS

Using a comprehensive fireproofing estimating program assists Colavita in accomplishing the large-scale projects that he typically bids. He is able to input multiple manufacturers and manipulate the data within each to see which offers the best advantage for his company and the client. Additionally, because of the way The EDGE is designed, the estimator can easily turn any estimate into a shop drawing. They can also convert colored, estimated plans into Fireproofing Shop Drawings by just printing the reports. These are two of the features that Colavita finds most beneficial. He uses the Fireproofing Drawing Report and the Fireproofing Spray Chart most often, depending on the size of the job and the amount of detail required. "The color coding, UL design, and Fireproofing thickness required can be listed on the plan page so it is easy for the sprayers to see the fireproofing thickness needed and for the inspectors to confirm or approve the application."

Martin Bros. and Versatile Coatings, Inc. were involved in a large-scale project: The Wilshire Grand Tower in downtown Los Angeles. The EDGE was used and provided the flexibility to take the base estimate and link it to all the new revisions being made along the way. As a result, use of The EDGE saved both companies many hours of production work.

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