

On-Screen Takeoff® and Quick Bid®

An inventive use case pays off big for one of America's most prominent building suppliers



Woodie Bryan
Regional Director of Commercial
and Multifamily Sales

Carter Lumber
(AKA Carter-Jones Companies)
Founded in 1932

AREA OF OPERATIONS
Serving 13 U.S. States, primarily
on the East coast

BRANCHES
170+ locations across seven brands

PROBLEM

As one of the largest building material suppliers and installers in the United States, Carter Lumber needed a way to effectively organize and deliver accurate pricing for current and future customers of its Commercial and Multifamily division. Carter Lumber provides both materials and installation for most of these clients—and a company their size has a lot of clients. A system of spreadsheets and database software could only help their business keep up with so much while also being mindful of future growth.

The construction industry has seen wild fluctuations in materials and labor pricing in recent years. What something costs today may differ next month or even next week. Combined with record-high interest rates on financing, it can be challenging for a builder to keep up with budgets and even more challenging for a supplier to keep service quotes up to date.

SOLUTION

Carter Lumber's Regional Director of Commercial and Multifamily Sales, Woodie Bryan, had an answer to these significant problems. With over 30 years of experience in the construction industry, Bryan has used a combination of ConstructConnect's On-Screen Takeoff® and Quick Bid® throughout his career. While On-Screen Takeoff is intended to be used by general contractors and tradespeople for material counts on construction projects and Quick Bid for them to give an estimate for bidding, Bryan wanted to introduce the products to Carter, as a material supplier, to adapt them and improve price quoting for customers.

The results were instant. First, he found it easy to train his team, including sales representatives with little to no job site experience, in using On-Screen Takeoff and Quick Bid. Bryan says they took quickly to them and can now build and present itemized outlines of what materials are needed for jobs and their costs. Quick Bid allows for easy updating of material pricing, so Carter Lumber can rest comfortably knowing they are providing accurate dollar amounts to their customers.

Suppliers often must perform value engineering when budgets get stretched. Bryan says his team delighted customers when they were able to quickly illustrate cost differentials for different grades of hardware.

OUTCOME

When talking about how other building suppliers and manufacturers operate, Bryan bluntly says, “If they’re not using (On-Screen Takeoff and Quick Bid), I don’t know how they’re keeping track of everything. I really don’t. It’s really a time-saving tool.”

His team now saves up to five hours on each takeoff they perform for their customers, versus their earlier procedure of manually updating spreadsheets. What’s more, with On-Screen Takeoff and Quick Bid they can pull numbers from one project to another, instead of having to do new calculations each time. Referencing the time savings from these front-end steps, and how they allow his team members to deliver for customers more quickly, Bryan said, “How you finish is best determined by how you start.”

Bryan noticed cost savings for Carter Lumber, as well. “The waste feature in Quick Bid on products that are calculated in linear footage is a very useful tool,” he tells ConstructConnect. “It allows us to account for waste in the raw cost of the product without inflating the quantity. This tool prevents project managers from over ordering material and wasting product in the field.”

Moving forward, every new employee that joins Carter Lumber’s Commercial and Multifamily Sales division will be trained in using On-Screen Takeoff and Quick Bid.

“

(On-Screen Takeoff and Quick Bid) have been invaluable to us. There’s only so much you can put in a spreadsheet and have good quality descriptions on the items that you quoted or are using in a product.

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Woodie Bryan,

Regional Director of Commercial and Multifamily Sales,
Carter Lumber

“One thing we find from our customers is when they get our final quote, they are very impressed with the way we segregate it by amenity areas and units. They also say we have the most complete takeoff (using On-Screen Takeoff and Quick Bid).”

Woodie Bryan, Regional Director of Commercial and Multifamily Sales, Carter Lumber

MORE ABOUT THE COMPANY

Carter Lumber is a building product manufacturer and distributor with several billion dollars in sales annually. The company serves large-scale developers, construction professionals, and do-it-yourselfers alike. Carter offers solutions for builder services, manufacturing and engineering, custom millwork, kitchen and bath design, and general hardware sales across its 170+ retail locations and seven brands. Founded in 1932, the company remains family owned.