



# Truss job bids are now prepared faster and with greater accuracy.

*Connecting for the Future*

# Alpine's STITCHER software makes a big difference for A-1 Roof Trusses providing rapid turn-around of bids—and much more.

## The Product / The Speed

STITCHER is a unique software tool developed by Alpine to free component estimators and designers from repetitive tasks and to speed both bidding and production phases of projects. Integral functions identify and compare related visual components and automatically correct drawing discrepancies for improved accuracy. STITCHER also incorporates time-saving features for repeating approved detail elements and adding late-stage options when required.

As well as handling other tasks Jason Smith is head of training and is most familiar with the value of STITCHER. "In addition to working in the design department I have a hand in helping out the estimating department where STITCHER plays a large role and where we see the biggest benefits to us. Our saving of time varies based on the size and complexity of the structure, but wall input that would normally takes us 45-minutes now can be completed in 5 minutes. Completing a task in little over one-tenth of the prior time is a really big advantage. STITCHER helps out a lot: The bigger the project, the bigger the benefits."

As a selected trial participant, Jason has first-hand experience with the evolution of the product and appreciates Alpine's rapid response to any questions, comments or requests and he recognizes

the advancements made. The bottom line is clear: "We turn out more bids and we turn them out faster."

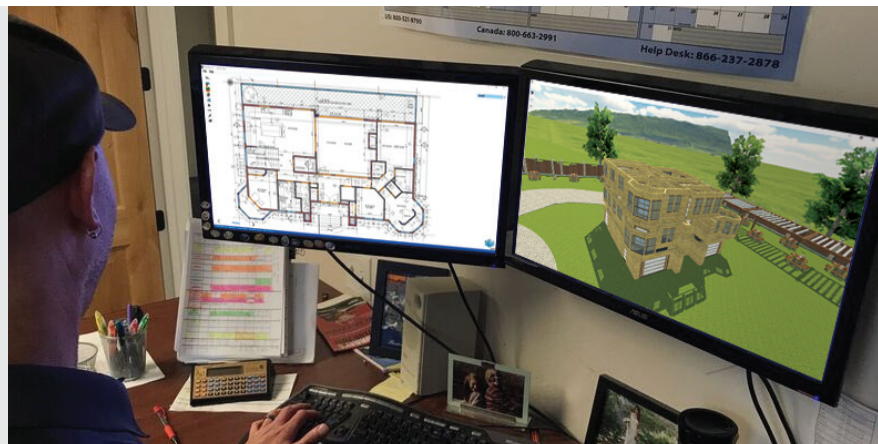
A-1 Roof Trusses has been around for over 20 years and custom homes represent a major segment of their business. Production is the core activity totaling perhaps half of the business volume. Multi-family new construction amounts to about one-third of the workload plus occasional addition projects. Jason observes, "We're primarily a truss plant so oftentimes we're not worried about interior walls, we're just using exterior walls. But when we're doing a wall panel job, which we're just getting into, you have to do every single wall—that's where you see a lot of time saved by letting STITCHER do it. A few clicks and you have all the walls in."

## Accuracy

One of the A-1 team members emailed Jason with a "praise" statement to pass onto Alpine, rather than a software question. He said, "I forgot to grab the second level, so I went back and STITCHER simply grabbed and imported it into Intelliview and it was done in a snap."

STITCHER's many features and advantages include time-saving detail agreement checks of

A-1 Roof Trusses participated in a developmental trial and evaluation of Alpine's STITCHER software. Jason Smith, an A-1 employee who has a major role in that on-going trial, was interviewed for this report and Duncan Frost, Senior Product Manager at Alpine and Alpine's STITCHER product owner, provided technical perspectives.



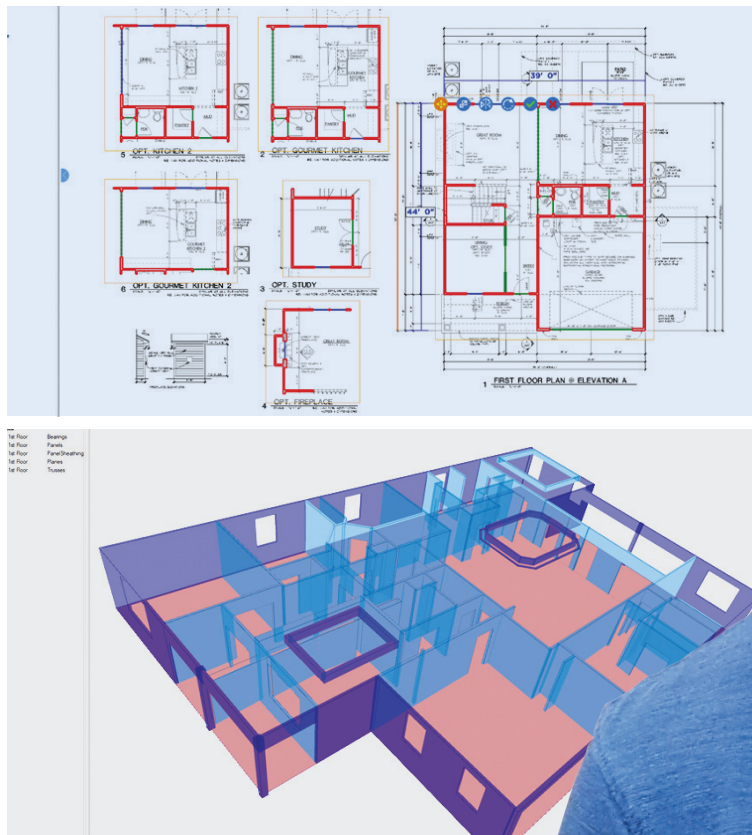
supplied or original plans. For example, STITCHER automatically picks up wall width changes for plumbing that a designer could easily miss using conventional methods.

Jason commented on some catches, corrections, and simplified alteration capabilities.

“We do receive blueprints and plans from architects and engineers and using STITCHER we discover that sometimes an architect draws a line crooked. STITCHER recognizes discrepancies and does the job exactly right even when the plan was kind of messed up.”

For repeating layouts, STITCHER can find a particular pattern, such as a toilet, and it can find and insert every placement of that pattern on the whole job to avoid plumbing drops. Jason added, “STITCHER can automatically detect all of those instances and help designers avoid missing details.”

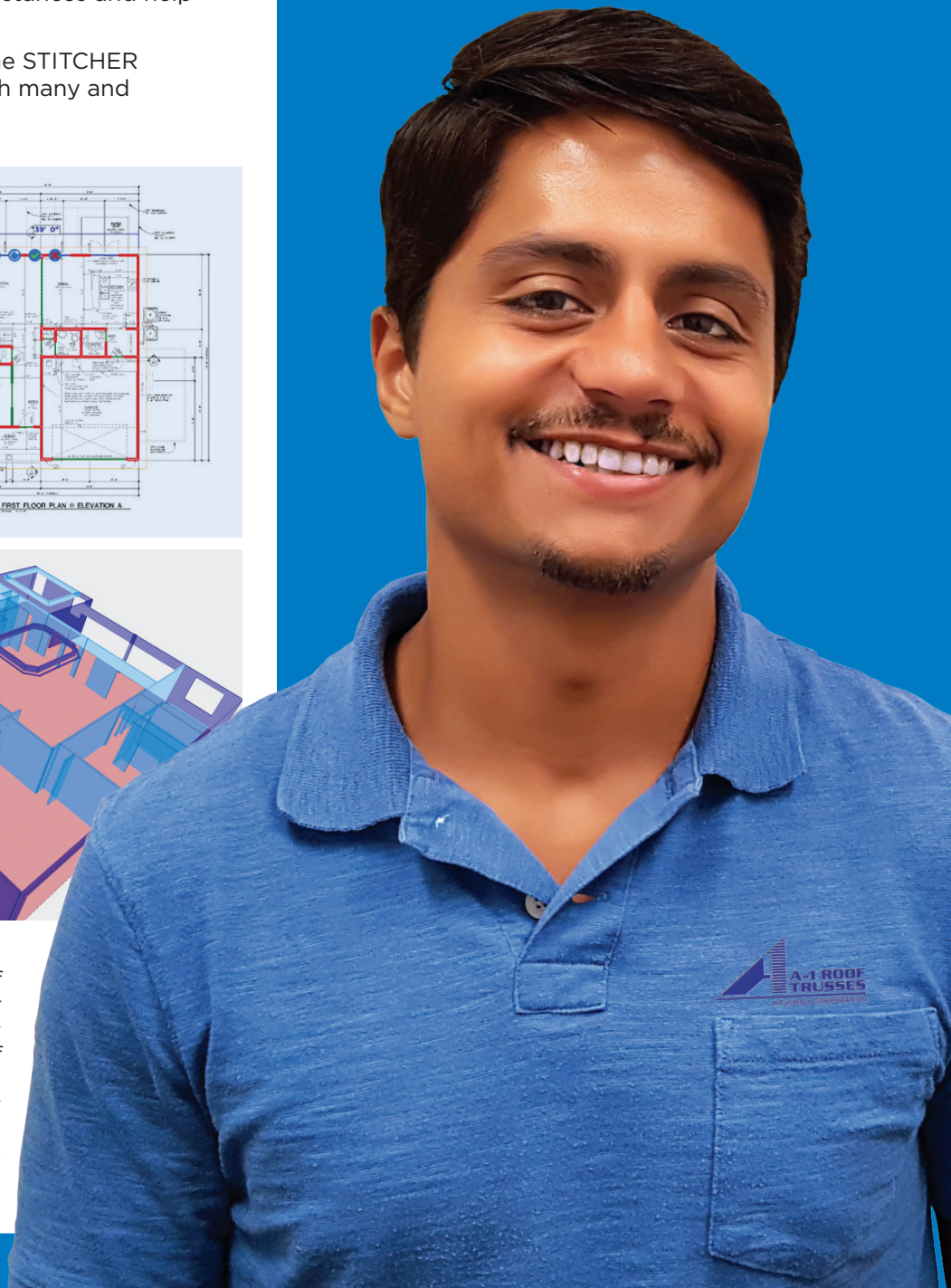
Although he has not yet used all the STITCHER functions, Jason has experimented with many and anticipates future applications.



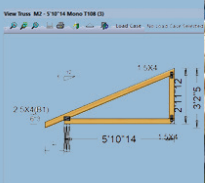
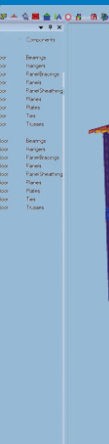
*Jason Smith works for A-1 Roof Trusses in Fort Pierce Florida, a highly successful and forward thinking company with over 20-years of experience in the industry. Jason has a design background, provides estimating and design services, oversees a design team of six including himself, and is continuing his higher education.*

# “We turn out more bids and we turn them out faster.”

— Jason Smith  
A-1 Roof Trusses







## Training

As the head of training, Jason Smith runs a very rigorous program. He explained, “We’re unique as a company. All the people that are now working with STITCHER, including myself, had never worked with trusses before joining A-1. Specifically, everyone who has gone through our designer training program had no prior construction design experience.

“We have used STITCHER for a few months now. There is a learning curve primarily because we are constantly discovering new ways to apply the software. Plus, there are new features coming along so it is an ongoing process, but once you have dealt with truss design, I think you would pick up STITCHER very quickly.

“Our company approach is that we like to try new things and try to make them work in different applications. We enjoy being able to use STITCHER to help avoid problems and be more efficient,” Jason continued.

“My personal training as a leader and as a beta site participant meant my initial period was ever-changing with constant learning, but my training of others has become easier and easier.”

“We’re definitely getting more and more confident with STITCHER.”

**“Alpine listens to us and responds quickly, plus they are working on new features as we speak.”**

— Jason Smith, A-1 Roof Trusses

## Future

Jason states that A-1’s relationship with Alpine is strong, built on a good foundation so that, “When we get a new add-on, we can pick right up on it. When we submit a request or suggestions, Alpine listens to us and responds quickly, plus they are working on new features as we speak.

“My biggest anticipation about STITCHER is ‘what it will do in the future.’ What it does now is amazing. What it can do in the future may be ten times better. The speed at which it is being developed and the rate at which our feedback is being taken and implemented is impressive.”

Jason concluded, “STITCHER is great where it is and I’m seeing constant improvement. It’s pretty amazing.”



# STITCHER™

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EQUIPMENT | ENGINEERING SERVICES & SUPPORT

As your partner, Alpine provides you with tools that utilize the latest technologies to make your team efficient.

Add STITCHER to IntelliVIEW and realize savings in labor, increased accuracy in bidding, increased confidence in designs and faster response to customers.

**Ask those who know. They’ll tell you about the people at Alpine who make a difference.**



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