The Association of the Wall and Ceiling Industry—International (AWCI) has announced that it is offering a comprehensive computer system for wall and ceiling contractors.

In making the announcement of the Board of Directors’ decision, Executive Vice President Joe M. Baker, Jr. termed the offering as a major expansion of AWCI’s services to its members. “We are on the threshold of computer-based management systems in the full wall-ceiling-flooring contracting business,” explained Baker, “and we have found a way to make computer systems cost effective for most contractors in our industry.”

The system has been developed by Concord Management Systems which specializes in computer systems for the construction industry. Concord is an affiliate company of the Fails Management Institute which has provided management services to contractors for the past 27 years. Concord will do sales, installation, service and program maintenance for wall and ceiling contractors who purchase or lease the system.

Robert F. Watkins, President of AWCI, explained that the association had been searching for over five years for a computer system for the association’s members. “We have looked at a lot of systems and our committee members have spent many hours away from their own businesses in quest of a quality system to combat the paper mill that today’s contractors must fight,” Watkins stated. “We feel this system can help lick that paperwork problem and at the same time give contractors the information which they need to increase productivity and earn better profits. We think that this proven system can place our members at the forefront of the construction industry during the next decade.”

The Concord system uses “Anticipated Cost Accounting” as a method of upgrading information from the historical cost principle utilized by other good accounting systems.

AWCI Board Member James C. Brunemann of Cincinnati—who helped to spearhead the search along with President Watkins and Executive Vice President Baker, explained to the AWCI Executive Committee members that this system is “the best I have seen for construction contractors.”

The system will be presented in detail at the AWCI Annual Convention in Phoenix, Arizona, in March and will be previewed at the AWCI Young Executives’ Conference in San Antonio in early December.

Baker noted that purchasers of the system are not limited to members of AWCI. “All readers of Construction Dimensions are invited to consider the Concord/AWCI computer system for their own use,” he said. He also noted that more complete information will be carried in the January issue of Construction Dimensions.

“In addition,” as already noted, “Baker urged every contractor in the industry to plan to see the system first-hand at the AWCI Convention in Phoenix between the 17th and 21st of March.

Inquiries about the system should be sent to Joe M. Baker, Jr., Executive Vice President, AWCI, 1711 Connecticut Avenue, NW, Washington, DC 20009.