

## Running Lean the Focus of 2009 User's Group Meetings

The 2009 HCSS User's Group Meetings were a huge success with 813 attendees representing 284 companies. In these tough economic times, we appreciate the many companies who invested in sending multiple people to learn how software can help their companies run on tighter budgets.

Customers attended classes on Thursday and Friday on topics covering a wide range of all HCSS software. These varied from discussion classes to interactive labs and lecture-type settings.

Friday night, customers had the opportunity during roundtable discussions to sit informally with product developers, managers and support personnel to discuss *HeavyBid*, *HeavyJob*, *The Dispatcher* and *Equipment 360*. The setup was much like that of the Helpinars we have throughout the country year-round.

On Saturday, customers attended the general User's Group Meetings where they were able to get their voices heard and have input on upcoming releases of the software.

**Being able to talk directly to the HCSS president and discuss new topics and new software is one of the reasons HCSS is the best for service.**

David Schill  
Blakeslee Arpaia Chapman

mingling with the staff to share your ideas."

"HCSS puts on an awesome user's meeting," said Chris Riley with C.W. Roberts. "It is designed to get the user to interact with the staff that develops the software you are using, and you get instant feedback on your ideas and questions."

(See UGM, Page 2)



"I really liked the *HeavyBid* user group meeting," said Dennis Radtke with Allan A. Myers. "The meeting was very informative and the entire HCSS staff seemed genuinely concerned about the users' comments, questions and concerns. It's nice to know that our voices were heard in order to improve the software in the future."

Throughout the meeting, attendees had several opportunities to network with HCSS staff and industry peers. "This was a great experience as usual," said Clark Prothero with W.W. Clyde. "The interaction we get with our peers is invaluable along with the one-on-one attention each attendee receives from the HCSS employees."

John Phillips, a senior estimator at Watts Constructors said, "You always get to see the new things and pick up a few tricks along the way. It is interesting to see how others do their estimating and it is enjoyable meeting and

mingling with the staff to share your ideas."

## Stay on Budget and Run Lean with HeavyJob

A common discussion at the User's Group Meeting was the importance of keeping jobs on budget this year. After all, today's lean bid will result in tomorrow's lean job. *HeavyJob* is a perfect tool to help, because it gets you next-day job costs as well as electronic time cards by supplementing your accounting system.

For those of you not getting next day job cost, you can do a pilot of *HeavyJob* for around \$31,000 and only have \$16,000 at risk because of the HCSS 12-Month Money-Back Guarantee. Remember that you can implement *HeavyJob* by job, division, or across your entire company. Below is an example of how a pilot might work.

2-user <i>HeavyJob</i> /Manager .....	\$9,100
5 <i>HeavyJob</i> /Field licenses .....	\$5,500
3-day Implementation Planning in Houston .....	\$5,100
3-day follow-up Implementation (expenses included).....	\$6,600
2-day follow-up Implementation (expenses included).....	\$4,400
<b>Total.....</b>	<b>\$30,700</b>

In addition, you'll get the process perfected for exporting your timecards to your accounting system, business process documentation, training documentation, and *Instant 24-hour support!* Call today to see how *HeavyJob* can reduce your costs on each and every job!

## HCSS Implements 12-Month Money-Back Guarantee

HCSS has instituted a 12-month, money-back guarantee that applies to the initial purchase of all of its software products.

The guarantee has one simple condition: you must take the recommended amount of training. If you decide to return the product for any reason within 12 months after the purchase and subsequent training, the cost of the software will be refunded in full. The training cost, however, is non-refundable. That gives both you and HCSS a stake in the success of the software's implementation.

The guarantee applies to all HCSS software, but it does not cover *The Dispatcher's* GPS units.

"Like the 24/7 instant support we pioneered 23 years ago, we anticipate this will be a permanent part of what we offer to our customers," said Mike Rydin, HCSS president. "The money-back guarantee demonstrates our confidence that our software and services can meet our customers' objectives."

## UGM (Cont. from page 1)

The meeting is full of information, but attendees had fun, too. They were welcomed on Thursday night with a "kickoff party" where they met with HCSS staff and networked with other companies. The weekend concluded on Saturday night with a sports-themed "All-Star Experience," which was filled with games such as basketball, Wii snowboarding, football, and even Dance Dance Revolution.

A guest program allowed spouses of the attendees to have a little fun, too. They began the weekend making boutique-style jewelry, and finished it up with a wine tasting and cooking class.

"We enjoyed the program very much," said Teresa Riner, spouse of Garret Riner from Kanza Construction. "I know a committee somewhere spent a lot of time brainstorming, researching and then working out many details so the spouses could have a fun day like we did. I really appreciate the time and effort. We aren't customers like our spouses are and it's very kind of HCSS to create activities and fun for us."

Each year, we are always amazed at the number of first-time attendees at the meeting. Larry Effinger, an estimator at Manhattan Road and Bridge in Tulsa, OK, was one of those first time attendees this year.

"I was blown away with the sincerity and extra effort put forward by HCSS to ensure their customers understand how to fully utilize their products," he said. "I have used several other similar type programs, none that come even close to the level of customer support HCSS offers."

## HCSS Named # 5 Best Company to Work For



HCSS moved up one spot from last year to #5 in the Best Companies to Work for in Texas. Pictured is HCSS Vice President Sophie Rydin with Texas Governor Rick Perry at the Best Places to Work Luncheon. This is the third year HCSS has made the list.

## How *HeavyJob* Can Help You in 2009

With the rise in the number of bidders competing for jobs and the corresponding leaner bids won and tightening of belts, why would we think that *HeavyJob* can help you in 2009?

In short, because we are trying to help foremen/superintendents by telling them how they are doing every day, rather than just make them data entry clerks for the payroll department.

*HeavyJob* collects time card information such as labor hours, equipment hours, progress quantities, material delivery, trucking, diary notes, safety meeting attendance, photographs, and forms, and compares it with the original estimate to give your foremen/superintendents feedback on how they are doing.

So your field personnel see how they are doing every day, and management in the office gets next-day job costs. And, as a byproduct, the electronic timecards even go directly into your accounting system. You can start on a particular job or in a particular division. And it is much easier to try *HeavyJob* than to change out your accounting system, hoping that it will give you better control of your jobs.

Call 800-683-3196 to get more information today!

## 2009 Helpinar Season is Underway

We've already visited several cities this year for our Helpinars, and we have several more planned throughout 2009. Our Helpinars are absolutely free, so make plans to visit us at a city near you. This is a great opportunity to get one-on-one attention from HCSS Support personnel. Bring several employees from your company, and sit down at a table where you will lead the discussion in a low-pressure environment.

If you aren't a customer but would like more information on a product, you are welcome to stop by as well. Below are the dates of our upcoming Helpinars. We look forward to seeing you there!

Columbus, OH.....	April 15	Miami, FL.....	June 25
Cleveland, OH.....	April 16	Dallas, TX.....	July 21
San Diego, CA.....	May 5	San Antonio, TX.....	July 23
Los Angeles, CA.....	May 6	Portland, OR.....	Aug. 18
Oklahoma City, OK...	May 19	Seattle, WA.....	Aug. 19
Atlanta, GA.....	June 23	Vancouver, Can.....	Aug. 20
Tampa, FL.....	June 24	Denver, CO.....	Sept. 16



## New Training Options in 2009

This year we are offering several new training options for *HeavyBid* and *HeavyJob*. These classes will run consecutively with our HB101 classes in Houston.

**HeavyBid 101 (HB101)** is the same *HeavyBid* Beginner training we have always offered throughout the year, designed to get your company's new estimators up to speed with the software.

**HeavyBid 102 (HB102)** will allow you to focus on setting up estimates to provide yourself with more information in less time and eliminate tedious work. We will also look to use the extra time you've saved to properly analyze and adjust the estimate to your advantage.

**HeavyJob 101 (HJ101)** is designed to give your new *HeavyJob* user the basic skills to live inside the *HeavyJob* environment. Users will return to your office ready to use *HeavyJob* effectively and efficiently. Just add your company's specific *HeavyJob* uses and you will be ready to go.

Below are upcoming training dates for you to choose from. All are in Houston unless otherwise noted.

March 25-26.....	HB 101 (Vancouver)	July 30-31.....	HB 101
March 26-27.....	HB 101	August 27-28.....	HB 101, HB 102
April 22-23.....	HB 101 (Toronto)	September 24-25.....	HB 101
April 23-24.....	HB 101, HJ 101	October 29-30.....	HB 101, HB 102
May 28-29.....	HB 101, HB 102	November 5-6.....	HB 101, 102 (Atlantic City)
June 25-26.....	HB 101, HB 102	November 19-20.....	HB 101, 102 (Las Vegas)

If you are interested in learning more about these training opportunities, call the HCSS Training department at 800-683-3196, or visit [www.hcss.com](http://www.hcss.com).

# When I Grow Up

When I grow up can I be just like you? Every few weeks since my youngest son Grant was very young, I've whispered this question in his ear. He always grins and says "Sure Dad." The message is clear—I love you just the way you are, unconditionally. He gets it!

We all grew up in an era where fathers were supposed to be tough and not show their emotions. We were led to believe that we need to leave that to Mom. We often heard, "I'll give you something to cry about," or "Boys don't cry." I was fortunate growing up that while I might have heard this, my dad always made a point to tell me he loved me. This is something I've carried on to this day with my boys.

I worked a decade ago with a man named Tommy who confided in me that it's been at least 10 years since he's told his 17-year old son, "I love you." I convinced him that no matter how challenging their current relationship had become, he needed to tell him. Late one night, when he thought his son was asleep, Tommy leaned over and told his son he loved him. His son rolled over, hugged him, and said "I love you, too." Just those few heartfelt words had a huge impact on their relationship. I still remember Tommy choking back the tears as he told me the story.

When was the last time you stopped, looked your son or daughter in the eye and told them you love them?

My dad died suddenly when I was 15 and I can honestly say that I never felt like there was anything left unsaid between us. Never wait for the perfect time and place to tell your kids you love them. Just do it! The perfect time may never come.

## Perspective



Steve McGough  
HCSS Chief Operating Officer

# Excitement Builds for Release of Equipment360

Attendees at the 2009 HCSS User's Group Meetings participated in classes on our newest product, **Equipment360**, and had an opportunity to pre-purchase it. Excitement surrounded the introduction of this new product. Our early release customers will start using it in late March, and we expect a wide release in the fall.

What is **Equipment360**? This new HCSS software is designed to keep information about your equipment at your fingertips and help manage all aspects of your equipment. Work orders can be created and managed within the system, offering fleet history reporting. Mechanics' timecards are collected electronically and exported directly to accounting, eliminating double entry and clerical errors. **Equipment360** also features a full parts inventory management system, providing analysis about which parts to stock and vendors to use. Finally, **Equipment360's** alert system keeps you informed of items before they are due, keeping you on top of fluid samples, expiring permits, and all of your preventative maintenance.

**Equipment360** is an even more powerful tool when integrated with **FuelerPlus**.

Each may be purchased separately as a standalone product, but when used together will offer a truly integrated solution for capturing and analyzing equipment costs. Both of these new products take advantage of SQL, which enables **Illuminate**, our business intelligence product, to provide side-by-side analysis of **Equipment360's** data with your SQL-based accounting system.

Want to learn more about **Equipment360**? Live online demonstrations are offered weekly. Call us at 800-683-3196 today to participate.

**"True concern for your customers stands out to me when I think of HCSS. Every year our company attends, it is like visiting family. The team at HCSS makes the User's Group Meeting a pleasure to attend, and no other software company I know of does a better job with planning for such a large gathering. Bravo to all at HCSS!"**

*David Fountain, Division Manager, ST Wooten*

# Bid News

*(HeavyBid Customers Noted in Green)*

## IOWA

Southeast Connector Paving - SE 4th Street to SE 9th Street, Des Moines

<b>Elder Corporation</b> .....	<b>\$3,356,000.00</b>
<b>Sternquist Construction, Inc.</b> .....	<b>\$3,373,183.83</b>
Corell Contractor, Inc. & Subsidiary .....	\$3,393,878.14
Concrete Technologies, Inc.....	\$3,397,454.10
McAnich Corporation & Affiliates .....	\$3,527,549.19
Cedar Calley Corp. ....	\$3,620,040.78
Jasper Construction Services, Inc .....	\$3,694,810.68
Hawkeye Paving Corp. ....	\$3,848,084.80

## NEBRASKA

Van Dorn St., US Highway 77 - 9th St, Lincoln

<b>TCW Construction, Inc.</b> .....	<b>\$1,516,528</b>
<b>Constructors, Inc.</b> .....	<b>\$1,517,694</b>
M.E. Collins Contracting Company.....	\$1,635,416
<b>Dobson Brothers Construction Co.</b> .....	<b>\$1,739,191</b>
<b>Pavers, Inc.</b> .....	<b>\$1,768,363</b>

*4 of 5 bidders use HeavyBid!*

## ALASKA

Glenn Highway, MP 0-1.5

<b>Alaska Interstate Construction, LLC</b> .....	<b>\$13,602,690</b>
<b>Pruhs Construction, LLC</b> .....	<b>\$14,412,084</b>
Granite Const/ <b>Wilder Construction</b> .....	<b>\$14,927,995</b>
<b>Quality Asphalt Paving</b> .....	<b>\$15,389,775</b>
Kiewit Pacific Company.....	\$15,425,391

## OKLAHOMA

Resurface US-77, McClain County

<b>Silver Star Construction</b> .....	<b>\$876,253.39</b>
Haskell Lemon Construction Co.....	\$877,622.04
<b>Overland Corporation</b> .....	<b>\$929,383.59</b>
Markwell Paving Company.....	\$974,337.13

## MARYLAND

US 1 Bridge No. 03005 over Sulphur Spring Road, Baltimore County

<b>Joseph B. Fay Co. Inc.</b> .....	<b>\$1,256,670.20</b>
<b>Tessa Structures, LLC</b> .....	<b>\$1,279,896.50</b>
<b>Anchor Construction Corp</b> .....	<b>\$1,302,056.75</b>
Concrete General. ....	\$1,334,572.50
Chevy Chase Construction .....	\$1,338,419.43
<b>Facchina Construction Co.</b> .....	<b>\$1,375,733.30</b>
Pioneer Contracting Co .....	\$1,380,135.00
<b>American Infrastructure</b> .....	<b>\$1,417,777.00</b>
Rustler Construction, Inc. ....	\$1,528,566.35
Corman Construction .....	\$1,534,906.65
JJID, INC.....	\$1,570,099.55

## LOUISIANA

Caney Lake Bridge - Jct. LA 34

<b>Gilchrist Construction Co</b> .....	<b>\$4,961,109.00</b>
<b>D&amp;J Construction Co., Inc</b> .....	<b>\$4,975,164.97</b>
<b>Diamond B Construction Co., Inc</b> .....	<b>\$5,560,183.45</b>

*ALL bidders use HeavyBid!*

Do you have bid results you'd like to share? Simply e-mail them to [bidresults@hcss.com](mailto:bidresults@hcss.com) to have your company featured in our Bid News.





# 2009 User's Group Meeting Attendees

The number in parenthesis represents the number of attendees from that company.

Companies in bold indicate 2009 President's Advisory Board Members.

2L Construction (2)..... TX	Diversified Road & Pipe, Inc. (1) .....OH	IA Construction Corporation (1)..... PA
71 Construction (1) ..... WY	Dixie Construction Company, Inc. (2)..... MD	Ideker, Inc. (4)..... MO
AAA Asphalt Paving, Inc. (2)..... TX	DRM Utilities, Inc. (2)..... AL	IEW Construction Group (2)..... NJ
Allan A. Myers, LP (2)..... PA	Dunnet Bay Construction (4)..... IL	IMCO General Construction, Inc. (3)..... WA
American Infrastructure (2)..... MD	Durr Heavy Construction, LLC (15).....LA	<b>Independence Excavating (4)..... OH</b>
Ames Construction, Inc. (1)..... MN	E. E. Hood & Sons, Inc. (1)..... TX	IOC, LLC (2) ..... TX
Anchor Construction Corporation (5)..... DC	E.V. Williams, Inc. (1)..... VA	Iowa Bridge & Culvert (4)..... IA
<b>APAC, Inc. (7)..... FL, GA, NC, SC, TN</b>	Eagle Bridge Company (2) ..... OH	J. F. Shea Construction, Inc. (1)..... CA
Apeck Construction, Inc. (3)..... LA	Earle Asphalt Company (1)..... NJ	J.Banicki Construction, Inc. (2) ..... AZ
Apollo, Inc. (3)..... WA	Ed Bell Construction Company (6)..... TX	J.D. Williamson Construction C (1)..... OH
ARB, Inc. (2)..... CA	Edgerton Contractors, Inc. (2) ..... WI	J.F. Brennan Company, Inc. (5) ..... WI
Argenio Bros., Inc. (1)..... NY	Edward Kraemer & Sons, Inc. (4) .... MN, WI	J.M. Marschuetz Construction (2) ..... MO
Atkinson Construction Company (4). CA, WA	Elder Corporation (1)..... IA	Jack L. Massie Contractor, Inc. (1)..... VA
<b>Atlas Excavating, Inc. (3) ..... IN</b>	Emerald Utilities & Site Development (1).. FL	James Construction Group, LLC (5)... LA, TX
AUI Contractors, L.P. (2)..... TX	Ernie Stefely (1)..... CO	Jim Smith Contracting Co., LLC (3) ..... KY
Austin Bridge & Road, LP (3)..... TX	Exclusive Paving (1)..... AK	John Carlo, Inc. (5) ..... MI
Balfour Beatty Infrastructure, Inc. (3) NC, OH	Fann Contracting, Inc. (2)..... AZ	John G. Walton Construction Co., Inc. (3). AL
Barajas & Associates, Inc. (1)..... NV	Faulconer Construction Co., Inc (1) ..... VA	John R. Jurgensen (2)..... OH
Berger Excavating Contractors, Inc. (2) ..... IL	FCI Constructors (NorthernDiv) (1)..... CA	Jones Bros. Dirt & Paving Contractors (2) TX
Berns Construction Co., Inc. (2)..... IN	Ferreira Construction Company, Inc. (2)FL, NJ	Joseph B. Fay Company (2)..... MD, PA
Blakeslee Arpaia Chapman, Inc. (3) ..... CT	Fiore & Sons, Inc. (2) ..... CO	JPC Group, Inc. (2)..... NJ, PA
Blattner Energy, Inc. (2)..... MN	Fischer Excavating, Inc. (3)..... IL	Jr. Davis Construction (2) ..... FL
Bloomsdale Excavating (2)..... MO	Fisher Contracting Company (2) ..... MI	JWright Development, LLC (3)..... UT
Blythe Construction, Inc. (3) ..... NC	Flatiron Construction Corp. (4)..... CO	Kanza Construction, Inc. (1)..... KS
<b>Boh Bros. Construction Co. LLC (8) .... LA</b>	Fluor Daniel (3)..... SC	Kelchner, Inc. (1) ..... OH
Bo-Mac Contractors, Ltd. (5)..... TX	<b>Ford Construction Company, Inc. (3).... CA</b>	Kerr Contractors, Inc. (1)..... OR
Bove Industries, Inc. (4)..... NY	Fort Myer Construction Corp. (1)..... DC	KGM Contractors, Inc. (1)..... MN
BP Alaska, Inc. (4)..... AK	Foundation Software, Inc. (1)..... OH	Kinsley Construction (2)..... PA
Bradshaw Construction Corporation (2)... MD	<b>Fred Weber, Inc. (3) ..... MO</b>	Koch Skanska, Inc. (2)..... NJ
Brayman Construction Corp. (3)..... PA	Frontier Construction Co. (1)..... PA	<b>Kokosing Construction Co., Inc. (5)..... OH</b>
Buesing Corp. (4)..... AZ	G A Blocker Grading Contractor, Inc. (3)... IL	Korte & Luitjohan Contractors (2) ..... IL
Buskerud Construction, Inc. (2)..... SD	GA & FC Wagman, Inc. (2) ..... PA	Kothmann, Ltd (1) ..... TX
C. W. Purpero, Inc. (1)..... WI	Gale Lim Construction (3)..... ID	L.A. Fuller & Sons Const. Inc. (2)..... TX
<b>C.W. Matthews Contracting Co. (6)..... GA</b>	Garey Construction Ltd. (1)..... TX	<b>Lake County Grading Co., LLC (1)..... IL</b>
C.W. Roberts Contracting, Inc. (3) ..... FL	Geneva Construction Company (1) ..... IL	Landmark Contractors (1)..... IL
Carolina Bridge Company, Inc. (1)..... SC	George Harms Construction Co. (2) ..... NJ	Lane Construction Corp. (10)CT, FL, MA, PA
Cecil Perry Improvements (2)..... LA	George Reed, Inc. (5)..... CA	Ledcor CMI, Ltd. (7) ..... AB, BC
Central Blacktop Co., Inc. (1)..... IL	Gerken Paving Companies (3) ..... OH	Lee Construction Company (1)..... NC
<b>CH2MHILL (10) ..... CO</b>	Gilchrist Construction Company (2).....LA	Loureiro Contractors (1) ..... CT
Charles Blalock & Sons, Inc. (3) ..... TN	<b>Glenn O. Hawbaker, Inc. (5) ..... PA</b>	Lynn Thomas Grading, Inc. (1)..... NC
Charles Vrana & Sons (2) ..... NE	Glover Construction (4) ..... OK	Mainline Road & Bridge Constr., Inc. (1) .OH
Colas, Inc. (1)..... NJ	Gohmann Asphalt & Construction, Inc. (1) IN	Manhattan Road & Bridge (2) ..... OK
Colaska, Inc. DBA Secon (1)..... WA	Gould Construction, Inc. (1)..... CO	Manson Construction Co. (5)..... WA
Colautti Construction Ltd. (2)..... ON	<b>Granite Constr., Inc. (10) AK, CA, MO, TX</b>	<b>Mario Sinacola &amp; Sons Exc., Inc. (1) .... TX</b>
Cold Spring Construction Company (5) .... NY	<b>Graniterock/Pavex Division (1)..... CA</b>	Martin Brothers Construction (2)..... CA
Columbia Asphalt & Gravel Inc. (1)..... WA	Gregori Constr. & Eng., Inc. (4) ..... PA	Mascaro Construction Co., LP (2)..... PA
<b>Comanco Environmental Corp. (4)..... FL</b>	Guerrera Construction Co. (1) ..... CT	McAllen Construction Co., Inc. (4)..... TX
Command Construction, LLC. (3)..... LA	Gulf Atlantic Constructors Inc (1) ..... FL	McGuire & Hester Constr. Co., Inc. (3).... CA
Constructions ConCreate, Ltd. (2)..... QC	Gunther Construction Company (1)..... IL	McLean Contracting Co. (2)..... MD
Constructors, Inc. (1) ..... NM	Hamilton Construction Company (1)..... OR	Meadow Valley Contractors, Inc. (4).. NV, UT
Cravens Partners, Ltd. (1) ..... TX	Hamon Contractors Inc. (1) ..... CO	Melvin Benhoff Sons, Inc. (1) ..... MD
Crestline Construction Co. (2)..... OR	Highway Technologies, Inc. (7)AZ, CO, NV, TX	Merco, Inc. (2) ..... NJ
Curran Contracting Company (2) ..... IL	Hosea O. Weaver & Sons, Inc. (2)..... AL	<b>MGE Underground (5)..... CA</b>
D & J Construction Co., Inc. (4)..... LA	Houston Rapid Transit (Granite JV) (2).... TX	Middlesex Corporation (6)..... MA
Dagmar Construction, Inc. (3)..... ON	HRP Construction, Inc. (2) ..... IN	<b>Milestone Contractors, LP (1)..... IN</b>
Delmarva Site Development (1) ..... MD	HSR, Inc. (2)..... CA	<b>Miller Brothers Construction, Inc. (1).. OH</b>
Diamond B Construction Co. LLC (2) ..... LA	Hubbard Construction Company (4)..... FL	Millstone Bangert, Inc. (2)..... MO
Difazio Industries, Inc. (4)..... NY	Hunter Contracting (1)..... AZ	Moltz Constructors, Inc. (1)..... WY

Moorefield Excavating (1).....	ON	Rea Contracting, LLC (6).....	NC	Talus Construction, Inc. (2).....	CA
Moretrench Environmental Services, Inc. (1)FL		Redline Pipeline LLC (2).....	CO	TCW Construction, Inc. (4).....	NE
Mountain Enterprises, Inc. (2).....	KY	<b>Reece Albert, Inc. (5).....</b>	<b>TX</b>	Tessa Structures, LLC (1).....	MD
Musselman & Hall Contractors (3).....	MO	RGW Construction (6).....	CA	The Allen Company, Inc. (3).....	KY
N.A.C. Construction (5).....	AZ	Richard Price Contracting Co., LLC (2)....	LA	The Beaver Excavating Co. (1).....	OH
Nathan Contracting (1).....	MI	Rifenburg Construction, Inc. (2).....	NY	The Dutra Group (4).....	CA
Nathan Contracting, LP (1).....	PA	Road Runner Markings Inc. (1).....	FL	The Levy Company, L.P. (1).....	TX
Nelson Lewis, Inc. (2).....	TX	Rose Construction, Inc. (1).....	TN	Top Grade Construction, Inc. (1).....	CA
Nesbitt Contracting Co., Inc. (1).....	AZ	Rose-Lan Contractors, Inc. (1).....	KS	Toronto Zenith Cont., Ltd. (2).....	ON
Nestlerode Contracting Co., Inc (1).....	PA	Russell Standard Corp. (2).....	PA	TransCanada PipeLines Limited (4).....	AB
New Alliance, Ltd. (2).....	ON	Ryan Incorporated Central (2).....	WI	Triad Engineering & Contracting Co. (2) ..	OH
New Enterprise Stone & Lime Co., Inc. (3)PA		S.J. Louis Construction, Inc. (1).....	MN	Truman L. Flatt & Sons Co., Inc. (2).....	IL
Northern Nevada Excavation (1).....	NV	<b>S.T. Wooten Corporation (18).....</b>	<b>NC</b>	<b>Trumbull Corporation (22).....</b>	<b>PA</b>
NRJ (1).....	QC	San Diego Co. Water Authority (1).....	CA	Tutor-Saliba Corporation (2).....	CA
O.C. Jones & Sons, Inc. (8).....	CA	Sangamo Construction Company (3).....	IL	V3 Consultants/Illinois (1).....	IL
Oftedal Construction, Inc. (3).....	MT	Santos Excavating, Inc. (5).....	CA	Vancon, Inc. (3).....	UT
O'Hanlon Paving Ltd. (11).....	AB	Schiavone Construction Co. (2).....	NJ	Veit and Company, Inc. (1).....	MN
Owl Contracting, Inc. (1).....	NJ	Schlouch, Inc. (1).....	PA	Vieth Construction Corp. (2).....	IA
Pacific Excavation, Inc. (1).....	OR	SCI-Sorensen Construction, Inc. (2).....	UT	Viking Construction Co., Inc. (2).....	CA
Palmetto Grading & Drainage, Inc. (2).....	SC	Shaka, Inc. (2).....	PA	Vollers Construction (1).....	NJ
Paragon Contractors, LLC (3).....	OK	Shallow Ford Construction Co., Inc. (7)....	TX	Vortex Marine Construction, Inc. (1).....	CA
Park Construction Company (1).....	MN	Shelly & Sands, Inc. (3).....	OH	W. B. Construction, Ltd. (1).....	TX
Parsons Corp. (9).....	GA, HI, WA	<b>Silver Star Construction Co. (4).....</b>	<b>OK</b>	W.G. Yates Construction (3).....	MS
PCL Civil Southeast (1).....	FL	<b>Skanska USA Civil (10).....</b>	<b>CA, NY, VA</b>	W.L. Hailey & Co., Inc. (2).....	TN
Phillips & Jordan, Inc. (3).....	TN	Slimdor Contracting (2).....	AB	<b>W.W. Clyde &amp; Company (2).....</b>	<b>UT</b>
Phylway Construction, LLC (3).....	LA	Southeast Pipe Survey, Inc. (1).....	GA	Walsh Construction (3).....	IL, TX
Plant Improvement Company, Inc. (5).....	GA	Sporer Land Development, Inc. (1).....	KS	Walter Toebe Construction Co. (7).....	MI
Posen Construction, Inc. (2).....	FL, MI	Sprint Pipeline Services (6).....	TX	Watts Constructors, LLC (9)....	CA, HI, Guam
<b>Posillico Civil, Inc. (3).....</b>	<b>NY</b>	SPS New England, Inc. (3).....	MA	WDF, Inc. (8).....	NY
Precon Marine, Inc. (3).....	VA	Stacy & Witbeck, Inc. (6).....	CA, OR	Weaver-Bailey Contractors, Inc. (4).....	AR
Prince Contracting, LLC (4).....	FL	Stark Excavating, Inc. (4).....	IL	Weeks Marine, Inc. (3).....	TX
Proform Concrete Services, Inc. (3).....	AB	Stewart & Tate, Inc. (2).....	PA	Windcreek Services, Inc. (2).....	WY
Proven Management (2).....	CA	Summers-Taylor, Inc. (3).....	TN	Wiregrass Construction Co., Inc. (3).....	AL
Prus Construction Company (4).....	OH	Susquehanna Valley Const. (1).....	PA	Yerba Buena Eng. & Construction, Inc. (9)CA	
Q & D Construction Inc. (2).....	NV	Swank Associated Companies Inc (1).....	PA		
Quality Asphalt Paving (9).....	AK	<b>T + C Contracting, Inc. (3).....</b>	<b>KY</b>		
R.E. Pierson Construction Co. (4).....	NJ	T. J. Campbell Construction (2).....	OK		
R.K. Hall Construction, Ltd. (2).....	TX	T.J. Lambrecht Construction (3).....	IL		

## 2009 User's Group Meeting VIP Honorees

**Jim Gold.....21 years**  
**Monty Claar .....16 years**  
**Bill Cooke.....16 years**  
**Brad Bowers .....14 years**  
**Lester Bradshaw.....14 years**  
**Stan Evans.....14 years**  
**Barry Fauth.....13 years**  
**Ty Fisher .....12 years**

**David Shuman .....12 years**  
**Tom Browne.....11 years**  
**Richard Coley.....11 years**  
**Barry Esquivel.....11 years**  
**Dave Moriarty .....11 years**  
**Alan Aplin .....10 years**  
**Jim Eckroat .....10 years**  
**Barry Egbert .....10 years**

**Karim Massoud.....10 years**  
**Jeff Roginsky.....10 years**  
**Jerry Hoffman.....10 years**  
**John Salmon.....10 years**  
**Bill Stone .....10 years**  
**Michael Trotta.....10 years**

*VIP honorees are customers who have attended 10 or more meetings. Names in bold indicate 2009 inductees.*

## User Tips

### HeavyBid®

#### Searching for an estimate?

A easy way to minimize searching a long list of estimates in the Open Estimate window is to select an estimate on the list to be the starting point. To enable this function, highlight the estimate, click on the **Options** button, and then select **Start At**.

#### Use the Biditem Alternate Description

The Biditem Alternate Description is longer than the Biditem Description, allowing more detail about the biditem to be displayed.

**HeavyBid** can import the Alternate Description from DOTs, Excel, and text. This description can then be used in various places, such as Estimate Entry and the Cost Report. To show the Alternate Description in Estimate Entry, click the **Display Options** link on **Estimate Entry – Tree View**, and then select **Alternate** in the **Description in Entry Views** option. To show the Alternate Description on the Cost Report, select the **Use Alternate Biditem Desc.** option on the **More Options** tab.

### HeavyJob®

#### Keep your data secure

To prevent unauthorized access to **HeavyJob/Field** systems, you can require the user to enter a password when starting the system. Go to **File** menu > **System Passwords** to set up this feature.

#### Quickly see overtime hours worked

Need help determining when an employee exceeds 40 hours for the week to enter overtime? In the **Time Card Entry** screen, right-click on any employee's code, and select **All Emp. Hours Rpt.** The report will show you how many hours have been entered for the day as well as for the week. If you click the plus sign next to the employee's name, you'll see how many hours he or she worked at each job. You can also print this report.

Don't forget help is only one click away in HCSS products. Press the F1 key on your keyboard to get detailed help for the current open screen.

### The Dispatcher®

#### Customize your icons

Do you prefer different icons to represent your types of equipment? To add your own icons, select Setup menu > Equipment Types, then click the **Add Icon(s)** button (icons must be 32 x 32 pixels). Restart **The Dispatcher**, and the new icons will be available for assignment.

#### Easily add dispatch notes

You can quickly add or modify Dispatch notes for a piece of equipment. In the Magnet Board view, Planner view, or Dispatch Drivers panel, right-click on the equipment's schedule and select the **Add/Edit Dispatch notes** option. Notes can be added for the driver and/or the dispatcher, and will appear on the transport sheets printed from the Dispatch Drivers panel.

#### We're ALWAYS Available to YOU

Never be frustrated. If you have questions about these or any other tips, our customer support team is here to help you *instantly*, 24/7. Remember to call the support line directly to get help faster.



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Mark Your Calendar  
for the  
2010 User's Group  
Meetings

January 28-30  
February 11-13



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