

## Customers See Ways to Bid More, Run Leaner at the 2010 User's Group Meetings

Nearly 800 customers attended the 2010 HCSS User's Group Meetings in Houston, TX. This year's theme, Bid More, Run Leaner, concentrated on ways customers could bid more work and run leaner jobs in today's competitive environment. Topics ranged from getting the most out of *HeavyBid's* Biditem Codebook to using *HeavyJob* to see where you stand on your job each day.

"With all of *HeavyBid's* codebooks, I can price jobs in under one hour. That's 10-12 estimates per day," said Jason Myers from Gregori Construction in Pennsylvania. "*HeavyBid* users that don't use the codebooks to their fullest extent are wasting a lot of time."

Bill Stone, an 11th year attendee and estimator with CW Matthews said, "I was reminded of some of the shortcuts and features that were available in *HeavyBid*, like the spreadsheet view. It allows me to view a lot of information at once and saves me a lot of time when working on an estimate."

After attending the meeting, Michaeljoe Goldstein, President of MGE Underground, said they started using *HeavyJob's* cost to complete feature, which makes it easy to forecast expected remaining costs based on actual production, budget, and even revised estimate data. "In the past our budgets were updated using a 'best-guess' method, which meant our projections were not accurate," Goldstein said. "The cost-to-complete feature allows us to forecast using production rates or dollars per unit, and it's quick and easy to use."

Those in attendance represented 260 different companies from throughout the US and Canada. Throughout the meeting they attended classes, discussions and networking events, giving them the opportunity to speak with other contractors in the industry and HCSS employees.

"The User's Group Meeting gave me and my company an opportunity to be in an environment with other contractors, learn from each other and HCSS employees," said Ken Stewart from Howell Contractors. "There is no competition involved in this setting."

"This was a great user conference," said Michelle Thompson with Ed Bell Construction. "I've attended other construction software conferences, and this is the only one where I feel the actual developers worked so closely with and listen to the customers."

Don't miss out on next year's event. Mark your calendars to return to Houston on February 3-5 or February 17-19. We'll see you next year!



### Weekly Product Demonstrations

Join us in weekly product demonstrations of HCSS's newest products, each day at 10 am CST.

**Tuesdays:** *FuelerPlus* Fuel Management Software.

**Wednesdays:** *The Dispatcher* and *VECTR GPS* resource management software.

**Thursdays:** *Equipment360* Equipment Maintenance Software.

**Fridays:** The beta of the *Safety Application*.

To register for these weekly presentations, please email [jason.lacarter@hcss.com](mailto:jason.lacarter@hcss.com).

## New HCSS Safety Software in Beta

While *HeavyJob* has had basic safety entry for over two years, our new safety management application is nearing completion. This is intended to be a complete safety program for your company and will continue to interface with *HeavyJob* for the field entry portion (although *HeavyJob* is not required). The following are some of the areas addressed:

- **Safety Program Dashboard** – This will allow you to see your safety program's key indicators across all jobs instantly, while alerting you to the areas that require immediate attention.
- **Training Scheduling and Skills/Certification Management** – Here we provide a central location for you to schedule trainings, inspections, orientations, etc. The system will also address employee required certification/trainings and provide alerts prior to their expiration.
- **Safety Analysis** – Track and report all your job level safety information as well as manage your historical safety data for each job in one place. Use the Graphing and data reporting views to quickly recognize areas of improvement.
- **Trend Analysis** – Trend data across all jobs or individual jobs to continually improve your Safety program. This reporting engine will give you the ability to easily drill down to the granular level on any item. The drag and drop capabilities allows you to use multiple fields and criteria for your analysis to provide views of your data like never before. *Cont. on pg. 2, Safety*

## New Lower-Cost GPS Options

Our **VECTR GPS** system can give you detailed cycle time and utilization analysis and can even report your trucking and materials costs directly into **HeavyJob**.

In many cases, though, you don't need all of that capability and just want to know where your equipment is and how many hours it ran. Hence we have added two new options to our **VECTR GPS** system.

- The first option is our standard GPS unit with a reduced reporting interval of every 4 hours and still updates your meter readings in either **Equipment360** or **The Dispatcher** for **only \$10/month**. This is a great alternative for smaller equipment such as generators, arrow boards and light plants.
- Another option is to install our new battery operated asset tracker designed for non-mobile assets such as conex boxes and trailers. This unit features a 3-year battery life, satellite communication, location updates twice a day, and no wiring. It's a true "slap it and track it" solution for **just \$12/month** plus the cost of the unit.

For more information on these new options, call HCSS at 800-683-3196.



For the third year in a row, HCSS has been named one of the Top Companies to Work for in Texas. Pictured is HCSS Vice President Sophie Rydin with Texas Governor Rick Perry at the awards ceremony in Austin.

## Use **FuelerPlus** to Consolidate Fuel Activity

Whether you have in-house fuel trucks, use a third-party fueling service, fuel at the pump, or fuel from large or small storage tanks, **FuelerPlus** can collect information from all of those sources and consolidate them for fuel consumption analysis. Transactions from third-party fueling solutions such as Wright Express or Fuelman can be imported electronically and distributed to company tanks, which ultimately get tracked to individual equipment.

**FuelerPlus** also features a field component that collects data entered by your fuelers on a handheld device or by your foremen using **HeavyJob/Field**. The information collected in the field is also electronically collected and consolidated with transactions imported from third party vendors. **FuelerPlus** then presents all your purchase, transfer and dispense transactions in an easy to use format. Fuel transactions may also be exported electronically to your accounting system, eliminating double entry.

## New "Cheat Sheets" Document Field Processes

In the past, we provided hard copies of customized cheat sheets during **HeavyJob** training to help your foremen and superintendents get started with **HeavyJob**. Now, these same cheat sheets are available electronically within **HeavyJob** itself. This new cheat sheet feature guides you through your daily routine in the program and is a great way to help you get up and running quickly.

The cheat sheets can be customized for any role, not just for foremen and superintendents. Whether it's for training first-time users or cross-training office personnel to fill in for someone, the step-by-step instructions on the cheat sheet will help you figure out what you need to do in the program for a specific role.

Additionally, the cheat sheets are not only customizable for any role but are also available in multiple languages. If you have employees using **HeavyJob** who are not fluent in English, you can create cheat sheets in any language you need. Whether it's Spanish, Portuguese, or French, it's now even easier for anyone not fluent in English to use **HeavyJob**.

You also don't have to waste time searching through the program for the screen you need. As you go through each set of instructions, hyperlinks are included as shortcuts to open the screen you need instantly. It's fast, it's simple, and it helps you go through your routine more efficiently.

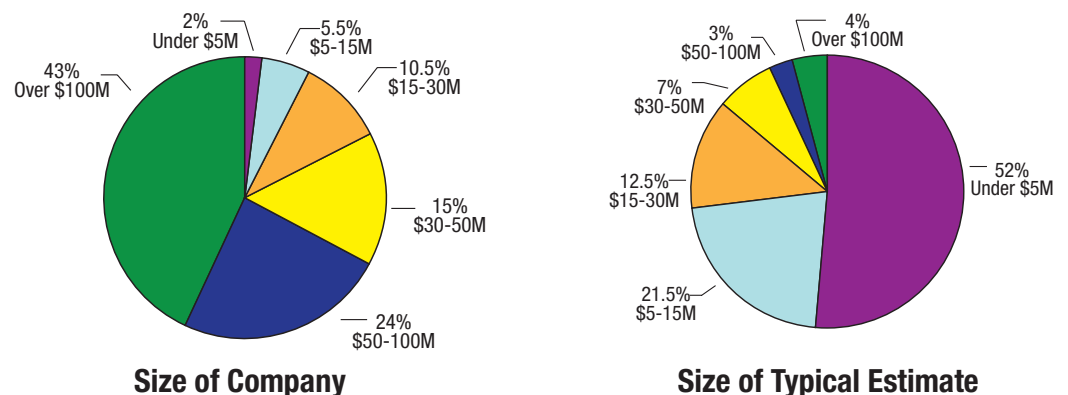
To get started, you can download templates from myhcss.com to build your own cheat sheets, or contact HCSS to have us customize cheat sheets for your company. Either way, you'll always have a cheat sheet to guide you through **HeavyJob**.

## Safety *Cont. from pg. 1*

- **Incident Management** – The Incident Management feature will allow for the capture, classification and documentation of your recordable incidents as well as population of your OSHA 300 log.
- **Field System** – A field entry system that will allow field personnel to capture meeting attendance, incident reporting and daily inspections as well as on demand communication from the Safety Manager.

These are just some of the features that will be available in the software's first release. The limited beta group is expected to begin implementation June 1 with the software going into full release later in 2010. The response has been great and has left only a few spots available in the initial release group. If you wish to be considered for one of the remaining spots, please contact Chris Henry at 713-270-4000 or [chris.henry@hcss.com](mailto:chris.henry@hcss.com)

## 2010 User's Group Meeting Survey Results



# Never leave your Credit Card with a 17 year old

**M**atinee Donuts! I didn't buy any donuts. That's the thought that went through my mind when I opened my last American Express bill. Then it dawned on me—I had loaned my card to my 17-year-old son Ryan to purchase gas. As I scanned through the bill, I discovered that not only did I purchase donuts on four different occasions, I also splurged on the Olive Garden for Ryan and his girlfriend. He had my card for over three weeks before I realized I never received it back.

It was not that he had spent a tremendous amount of money; the damage excluding gas was less than \$50. The problem was his lack of discipline in his spending. When I asked him about the charges, he said he always planned on paying me back and to his credit, he did. He just didn't think it was a big deal as he thought this was just a "loan."

The incident made me wonder how he would handle money when he went away to college. My wife Elaine and I have taught Ryan and his brother much about personal finance through their allowance system. We've even discussed some of the pitfalls of credit cards and loans, but I realized he really had no hands-on experience with "perpetual revolving credit" such as a credit card and the discipline to manage it.

We have always prepared a yearly and monthly family budget. We decided in order to help prepare Ryan for living on his own in college, it was best to set up a checking account for him and fund a set allocated amount for certain expenses each month (i.e. gas, car insurance, clothes, school lunches, sports) and have him write checks back to us as they come due. If he exceeds his budgeted amount we have agreed to, he must figure out how to pay for it or do without.

Hopefully preparing and living within a budget while he is still in high school will help prepare him for the responsibility of budgeting his money when he steps into the real world.

If you have high school students you might consider funding the money you have allocated to them at the beginning of the month and have them pay you back as the bills come due. The wants or needs outside of their budget are excellent life lessons on choices they will soon have to learn and one we believe is best learned while they are still close to home.

## Perspective



Steve McGough  
HCSS Chief Operating Officer

# Bid News

(HeavyBid Customers Noted in Green)

### NEW YORK

Reconstruction of Route 17 in the towns of Elmira, Ashland, Chemung and the city of Elmira, Chemung County

<b>Rifenburg Construction, Inc</b> .....	<b>\$64,655,846.80</b>
<b>Cold Springs Construction</b> .....	<b>\$64,882,796.35</b>
Lancaster .....	\$66,426,805.16
DeLaney .....	\$68,820,744.65
<b>Trumble</b> .....	<b>\$69,481,273.86</b>
Chemung .....	\$77,161,875.00

### COLORADO

I-70 West, Eisenhower Tunnel to Bakerville

<b>ASCI</b> .....	<b>\$2,955,811.15</b>
Lafarge .....	\$3,142,422.21
Pavetec .....	\$3,165,313.88
<b>Brannan</b> .....	<b>\$3,211,478.40</b>
Asphalt Paving .....	\$3,551,019.69

### WEST VIRGINIA

Aston Ridge Bridge, Marshall County

<b>Savage Heavy Highway Corp.</b> .....	<b>\$911,663.08</b>
<b>Ohio West Virginia Excavating Co</b> .....	<b>\$928,309.70</b>

### NORTH CAROLINA

Widening of US 401, Wake County

<b>D.H. Griffin Infrastructure, LLC</b> .....	<b>\$8,601,010.69</b>
CC Mangum Company, LLC.....	\$8,966,660.26
<b>Blythe Construction, Inc.</b> .....	<b>\$9,765,764.25</b>
Atwell Construction Co., Inc .....	\$9,969,069.20
<b>S.T. Wooten Corporation</b> .....	<b>\$11,120,145.49</b>
<b>REA Contracting</b> .....	<b>\$12,145,443.79</b>
Triangle Grading & Paving .....	\$12,594,427.75

### PENNSYLVANIA

SR 28 Phase 5 ETNA Interchange Project

<b>Mascaro Contracting, L.P.</b> .....	<b>\$27,273,844.89</b>
<b>Trumbull Corporation</b> .....	<b>\$27,407,070.70</b>
<b>Joseph B. Fay Co.</b> .....	<b>\$30,969,931.87</b>
<b>Brayman Construction Corporation</b> ...	<b>\$31,536,903.55</b>
<b>Swank Associated Companies, Inc.</b> ....	<b>\$32,719,819.47</b>

### TEXAS

GR, Base, STR, ASB, ACP Overpass, LP 289 From .2 Mi north of 34th Street to 200 west of FM 2528, Lubbock County

<b>Lane Construction Corp</b> .....	<b>\$20,182,265.00</b>
Dunnick, Inc.....	\$21,137,056.00
<b>R. K. Hall Construction, LTD</b> .....	<b>\$21,497,925.00</b>
<b>Austin Bridge &amp; Road, LP</b> .....	<b>\$21,611,129.00</b>
Vistacon, Inc/C&C Road Construction ....	\$21,750,049.00

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.

## HeavyBid Training Available Nationwide

**D**o you have new estimators you need to get trained on *HeavyBid*? For just \$975, *HeavyBid 101* is a great way to get them up to speed on the software in just two days, and the 2010 *HeavyBid 101* schedule includes training in cities throughout the United States as well as the HCSS office in Houston, TX.

"During this economic time we realized how hard it was for our customers to travel to Houston for training," said Chris Henry, HCSS Training Manager. "Dispersing the trainings throughout the country and making it more of a drive-to training rather than a fly-to training would allow them to save money and get more of their estimators up to speed on the software quicker."

*HeavyBid 101* covers topics to get new users of *HeavyBid* up and running on the software quickly. These include creating new estimates, cost entry, quotes taking, bid pricing and review, as well as reports available within *HeavyBid*.

### 2010 HeavyBid 101 Schedule

Columbus, OH.....	April 15-16	Houston, TX .....	June 24-25	Seattle, WA .....	Oct 14-15
San Francisco, CA.....	April 15-16	Houston, TX .....	July 29-30	Pittsburgh, PA .....	Oct 18-19
Philadelphia, PA.....	April 26-27	Chicago, IL.....	Aug 19-20	New York City.....	Oct 28-29
Vancouver, BC.....	April 29-30	Houston, TX .....	Aug 26-27	Houston, TX .....	Oct 28-29
Houston, TX .....	April 29-30	Orlando, FL.....	Aug 26-27	Baltimore, MD.....	Nov 4-5
Denver, CO.....	May 17-18	St. Paul, MN.....	Sept 14-15	Houston, TX .....	Nov 10-11
Phoenix, AZ.....	May 20-21	Los Angeles, CA.....	Sept 23-24	Houston, TX .....	Dec 9-10
Houston, TX .....	May 27-28	Houston, TX .....	Sept 23-24	Boston, MA .....	Nov 18-19
Miami, FL.....	June 10-11	Charlotte, NC .....	Sept 30-Oct 1	Toronto, ON.....	Nov 18-19

To register for any of these training sessions, visit [www.hcss.com/hb101](http://www.hcss.com/hb101).

# 2010 User's Group Meeting Attendees

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

Companies in bold indicate 2010 President's Advisory Board Members.

A. E. Stone, Inc. (1)..... NJ	Cravens Partners, Ltd. (2)..... TX	Howell Contractors, Inc. (2)..... KY
Achen-Gardner Engineering, LLC (4)..... AZ	CRL Campbell Const. & Drainage, Ltd. (2) .ON	HRI, Inc. (4)..... PA
Aggregate Industries (3)..... MA	Cycle Construction Co., LLC (1).....LA	HSR, Inc. (2)..... CA
AIC LLC (1)..... AK	D.H. Griffin Infrastructure, LLC (2)..... NC	Hubbard Construction Company (3)..... FL
Alberici Constructors (2)..... MO	Delta Asphalt of Missouri, Inc. (1)..... MO	Hutchens Construction Co. (2)..... MO
Allen Contracting, Inc. (3)..... OK	Diamond B Construction Co. LLC (2).....LA	IA Construction Corporation (3)..... PA
Amico Infrastructures (2)..... ON	Difazio Industries, Inc. (4)..... NY	Illinois Civil Contractors, Inc. (1)..... IL
Anchor Construction Corporation (5)..... DC	Dixie Construction Company, Inc. (3)..... MD	IMCO General Construction, Inc. (5)..... WA
<b>APAC, Inc. (17)..... AL, AR, GA, KS,</b>	Duit Construction Co., Inc. (2)..... OK	<b>Independence Excavating, Inc. (6)..... OH</b>
<b>..... MO, MS, NC, OK, SC, TX</b>	Dunn Construction, Inc. (2)..... AL	IOC, LLC (3)..... TX
Apollo, Inc. (4)..... WA	<b>Durr Heavy Construction, LLC (13)..... LA</b>	Iowa Bridge & Culvert (1)..... IA
ARB, Inc. (3)..... CA	Dyer Construction Company, Inc. (1)..... IN	J. F. White Contracting Co. (1)..... MA
Argenio Bros., Inc. (1)..... NY	E.V. Williams, Inc. (2)..... VA	J. Pettiecord, Inc. (1)..... IA
Atkinson Construction Company (5). CO, WA	Eagle Bridge Company (3)..... OH	J.F. Brennan Company, Inc. (3)..... WI
<b>Atlas Excavating, Inc. (4)..... IN</b>	Earle Asphalt Company (1)..... NJ	J.M. Marschuetz Construction (1)..... MO
Baker Concrete Construction, Inc. (3)..... NM	Ed Bell Construction Co. (8)..... TX	James Construction Group, LLC (4)..... LA
Balfour Beatty Infrastructure, Inc. (1)..... TX	Edward Kraemer & Sons, Inc. (2)..... CO, WI	James White Construction Co. (2)..... WV
Ballenger Construction (2)..... TX	Elder Corporation (1)..... IA	Jimmy Clack (1)..... TX
Bear Contracting, LLC (1)..... WV	Exclusive Paving (1)..... AK	JLB Contracting LLC (2)..... TX
Berger Excavating Contractors, Inc. (3)..... IL	F & K Construction, Inc. (1)..... IN	John Carlo, Inc. (2)..... MI
Blake D. Hines, Inc. (3)..... LA	F.G. Sullivan, Jr. Contractor (2)..... LA	John Gulisek Construction Company (2).... PA
Blakeslee Arpaia Chapman, Inc. (3)..... CT	Fann Contracting, Inc. (1)..... AZ	Jones Bros. Dirt & Paving Contractors (3) TX
Blythe Construction, Inc. (1)..... NC	Faulconer Construction Co., Inc (2)..... NC	Joseph B. Fay Company (4)..... MD, PA
<b>Boh Brothers Construction Co., Inc. (10)LA</b>	FCI Constructors (NorthernDiv) (2)..... CA	Jr. Davis Construction (4)..... FL
Bove Industries, Inc. (2)..... NY	Ferrovial Agroman US Corp. (4)..... TX	JWright Development, LLC (1)..... UT
Bradshaw Construction Corporation (5)... MD	Fiore & Sons, Inc. (3)..... CO	K & E Excavating, Inc. (3)..... OR
Branch Highways, Inc. (1)..... VA	Fischer Excavating, Inc. (3)..... IL	Kelchner, Inc. (2)..... OH
Brandt Construction Company (2)..... IL	Fisher Sand & Gravel Company (1)..... AZ	Kenny Construction Company (1)..... IL
Brayman Construction Corp. (3)..... PA	Flatiron Construction Corp. (3)..... CO	Key Construction Co., Inc. (4)..... VA
Bruce & Merrilees Electric Company (2)... PA	<b>Ford Construction Company, Inc. (3)..... CA</b>	Kilroy, L.L.C. (1)..... WY
Byrne & Jones Construction (1)..... MO	Forde Construction Company (3)..... TX	Kinsley Construction (1)..... PA
<b>C.W. Matthews Contracting Co. (4)..... GA</b>	<b>Fred Weber, Inc. (5)..... MO</b>	<b>Knife River Corporation (2)..... ND</b>
C.W. Roberts Contracting, Inc. (6)..... FL	GA & FC Wagman, Inc. (1)..... PA	Koch Skanska, Inc. (6)..... NJ
California State University (1)..... CA	Gale Lim Construction (3)..... ID	<b>Kokosing Construction Company (5).... OH</b>
Carolina Bridge Company, Inc. (2)..... SC	Geneva Construction Company (3)..... IL	Korte & Luitjohan Contractors, Inc. (1)..... IL
Cecil D. Gassiot Contractor (1)..... LA	Geneva Rock Products, Inc. (1)..... UT	KRC-Southern Idaho Division (5)..... ID
Central Paving, Inc. (2)..... ID	George Harms Construction Co. (1)..... NJ	<b>Lane Const. Corp (13)..... CT, FL, MA, TX</b>
Ceres Environmental Services (3)..... MN	George J. Igel & Co., Inc. (5)..... OH	Ledcor CMI Ltd. (5)..... BC
<b>CH2MHILL (18)..... CO, FL, GA</b>	Glenn O. Hawbaker, Inc. (1)..... PA	Lien Transportation Company (5)..... SD
Charah, Inc. (2)..... KY	GLF Construction Corporation (1)..... FL	Lind-Exco, Inc. (2)..... SD
Charles Vrana & Sons (2)..... NE	Glover Construction (3)..... OK	Linestar Services, Inc. (2)..... TX
Cianbro Corporation (1)..... ME	Gohmann Asphalt & Construction, Inc. (3) IN	Longview Bridge & Road, Ltd. (1)..... TX
Coastal Bridge Company, Inc. (4)..... LA	Goodfellow Bros., Inc. (1)..... WA	Los Angeles Engineering, Inc. (1)..... CA
Colaska, Inc. (3)..... AK	Gould Construction, Inc. (1)..... CO	Manhattan Road & Bridge (2)..... AR, OK
Colautti Construction Ltd. (2)..... ON	<b>Granite Construction, Inc. (5). CA, TX, WA</b>	Manson Construction Co. (9)..... FL, WA
Cold Spring Construction Company (5).... NY	<b>Graniterock/Pavex Division (2)..... CA</b>	Marricco Construction Co. (1)..... PA
Comanco Environmental Corporation (4) .. FL	Gregori Construction & Eng., Inc. (3)..... PA	Martin Brothers Construction (7)..... CA
Comanco Equipment Corporation (1)..... FL	Gunther Construction Company (1)..... IL	MAS Building & Bridge, Inc. (1)..... MA
Constructors, Inc. (4)..... NM	Hamilton Construction Company (1)..... OR	Mascaro Construction Co. L.P. (2)..... PA
Cook Paving & Construction Company (4)OH	Hawaiian Dredging Const Co Inc (1)..... HI	Mason Construction Ltd. (4)..... TX
COPCAN Contracting, Ltd. (4)..... BC	Haydon Building Corp. (2)..... AZ	McAllen Construction Co., Inc. (5)..... TX
Cornejo & Sons, Inc. (2)..... KS	Highway Tech. (12)AZ, CO, IL, MN, OR, TX	McAlvain Excavation (2)..... ID

McCarthy Building Sys. Inc. (1).....	IA	Proven Management (2).....	CA	Swank Associated Companies, Inc. (2).....	PA
McCoy Grading, Inc. (2).....	GA	Quality Asphalt Paving (2).....	AK	<b>T + C Contracting, Inc. (1).....</b>	<b>KY</b>
McGarvin-Moberly Construction (1).....	WY	Quality Enterprises USA, Inc. (2).....	VA	T. J. Campbell Construction (1).....	OK
McLean Contracting Company (4).....	MD	R.E. Monks Construction Co LLC (2).....	AZ	T.J. Lambrecht Construction (1).....	IL
MCM Corporation (5).....	FL	R.E. Pierson Construction Co. (2).....	NJ	Tapani Underground (1).....	WA
Meridian Engineering Company (1).....	AZ	R.G. Griffith, Inc. (1).....	VA	TC Construction Company, Inc. (2).....	CA
<b>MGE Underground (5).....</b>	<b>CA</b>	R.J. Zavoral & Sons, Inc. (2).....	MN	TCW Construction, Inc. (2).....	NE
Michels Corporation (4).....	WI	Rea Contracting, LLC (5).....	NC	Texas Sterling Construction Co., Inc. (2) ..	TX
Midlands Contracting Inc. (1).....	NE	<b>Reece Albert, Inc. (4) .....</b>	<b>TX</b>	The Allen Company, Inc. (3).....	KY
Midwest Mole, Inc. (1).....	IN	Reicon Group, LLC (2).....	NY	The Beaver Excavating Co. (1).....	OH
Milestone Contractors, L.P. (3).....	IN	Richard F. Kline, Inc. (4).....	MD	The Dutra Group (4).....	CA
Miller Brothers Construction, Inc. (3).....	OH	Rifenburg Construction, Inc. (3).....	NY	The Kassouf Company (2).....	OH
Moretrench Environ. Services, Inc. (7).....	FL	Riverside Contracting (1).....	IN	The Middlesex Corporation (1).....	MA
Mowat Construction Co. (2).....	WA	RTD-Fast Tracks (2).....	CO	TLM Constructors, Inc. (1).....	CO
Mugrose Construction, Inc. (1).....	NJ	S.A. Healy Company, Inc. (1).....	NV	Trader Construction Company (2).....	NC
N.B. West Contracting Company (2).....	MO	S.M. Hentges & Son, Inc. (3).....	MN	TransCanada PipeLines Limited (4).....	AB
Nathan Contracting, L.P. (2).....	PA	<b>S.T. Wooten Corporation (4).....</b>	<b>NC</b>	Triad Engin. & Contracting Co. Inc (3).....	OH
New Alliance Ltd. (3).....	ON	Schiavone Construction Co. (1).....	NJ	Tri-State Construction, Inc. (2).....	WA
New Enterprise Stone & Lime Co., Inc. (5)PA	PA	Shelly & Sands, Inc. (2).....	OH	Trucco Construction Co., Inc. (1).....	OH
Nicholson Construction Company (7) .PA, UT	PA, UT	Sigfusson Northern (3).....	MB	<b>Trumbull Corporation (15).....</b>	<b>PA</b>
Northeast Remsco Construction (1).....	NJ	<b>Silver Star Construction Co. (4) .....</b>	<b>OK</b>	TTC Construction, LLC. (1).....	WA
Nuna Logistics Limited (1).....	AB	<b>Skanska USA Civil (1) .....</b>	<b>CA</b>	Tutor-Saliba Corporation (1).....	CA
O.C. Jones & Sons, Inc. (1).....	CA	Slack & Co. Contracting, Inc. (1).....	TX	Ulland Brothers, Inc. (3).....	MN
Oftedal Construction, Inc. (2).....	MT	Sloan Construction (1).....	SC	V. C. Huff LLC. (1).....	TX
P. Gioioso & Sons, Inc. (1).....	MA	Snyder Environmental Services, Inc. (3) ..	WV	Van Kirk Sand & Gravel (3).....	NE
Pacific Excavation, Inc. (2).....	OR	Southern Illinois Asphalt (2).....	IL	Verdeterre Contracting (1).....	MI
Palmetto Grading & Drainage, Inc. (3).....	SC	Southwest Concrete Paving Company (1) .	AZ	W & L Construction, Inc. (6).....	VA
Parisi Construction Co., Inc. (1).....	WI	<b>SPS New England, Inc. (1) .....</b>	<b>MA</b>	<b>W.W. Clyde &amp; Company (4).....</b>	<b>UT</b>
Parsons Services Company (5).....	HI, WA	Stacy & Witbeck, Inc. (4).....	CA	Walter Toebe Construction Co. (3).....	MI
Paul's Paving & Excavating (2).....	DE	Stark Excavating, Inc. (4).....	IL	Watts Constructors, LLC (10).....	CA, HI, WA
Pennsy Supply, Inc. (4).....	PA	STG, Inc. (1).....	AK	Weaver-Bailey Contractors, Inc. (7).....	AR
Pepper Contracting Services, Inc. (4).....	FL	Stone Valley Construction (2).....	PA	Weeks Marine, Inc. (8).....	TX
Pierson Construction Corporation (3).....	AZ	Summers-Taylor, Inc. (3).....	TN	Westway Construction, Inc. (3).....	WA
<b>Posillico Civil, Inc. (3).....</b>	<b>NY</b>	Sunroc Corporation (1).....	UT	Yerba Buena Eng. & Construction, Inc. (1)CA	CA
Prince Contracting, LLC (4).....	FL	Super Excavators, Inc. (3).....	WI		

## 2010 User's Group Meeting VIP Honorees

*VIP honorees are customers who have attended 10 or more meetings.*

### **22 Years**

Jim Gold..... Weeks Marine

### **17 Years**

Bill Cooke..... Manson Construction

### **15 Years**

Brad Bowers .. Kokosing Construction

Doug Lind ..... Lind-Exco, Inc.

Les Bradshaw ..... Bradshaw Constr.

Stan Evans..... Beaver Excavating

### **14 Years**

Barry Fauth..... Kinsley Construction

Michael Fehr..... Illinois Civil Contr.

### **13 Years**

Eugene Kumasaki.. Hawaiian Dredging

### **12 Years**

Barry Esquivel... Boh Brothers Constr.

Paul Cianciarulo.. Pavex Construction

Tom Brown..... SPS New England

### **11 Years**

Bill Stone ..... C.W. Matthews Contr.

Jim Eckroat..... McAllen Construction

Jeff Roginsky ... C.W. Matthews Contr.

Michael Trotta ..... Posillico Civil, Inc.

### **10 Years**

Chris Riley.. C.W. Roberts Contracting

Clark Prothero..... W.W. Clyde & Co.

Jeff Mairs ..... John Carlo, Inc.

Jim Richard ..... James Construction

Larry Brickey ..... APAC-Atlantic, Inc.

Mary Church ..... Shelly & Sands, Inc.

Roy Huemer ..... Earle Asphalt Co.







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## User Tips

### HeavyBid®

#### Easily Copy an Activity in Your Estimate

Estimate Entry - Tree View allows you to quickly copy an activity in your estimate from one biditem to another. Find the activity you want to copy, and then simply click and drag to the biditem you want to copy to. Once you drag the activity to another biditem, the Copy Activity window will appear and you can select options before you complete the copy.

#### Use a Biditem from the Biditem Codebook Multiple Times

Some DOTs repeat their codes many times in a bid document. When in the Select Biditems entry grid (from the Biditem Setup screen), it may not be clear how to enter multiple biditems for the same DOT code. Find the biditem you need to add, and then click the Single button. Enter a Biditem number and quantity, and click Save. The Biditem will be added to the estimate, and the Single window will stay open where you can continue to add that item to as many biditems as you wish. This can also be used as a fast data entry screen.

### HeavyJob®

#### View Job Trends Easily

Is it easier for you to explain job trends with charts and graphs? You can view charts and graphs for productivity and unit cost as well as cost analysis. On the Reports tab, click Charts/Graphs, and then select the report you need. Select the information you want to review in the chart/graph, and then click the Refresh button to view it.

#### Use Note Indexes to Find Entries Quickly

Is your company using Note Indexes? By bookmarking entries with Notes Indexes, you can efficiently search for historical data. Under the Overview Reports in Manager, use the System Note Index Search to quickly find out how many lost days occurred because of the weather or which day had an accident on the job based on the specific note index used.

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™

#### Easy "Click and Drag" Scheduling

Create and modify schedules with ease using the click and drag feature in the Planner View. Next to the desired resource, click and drag your mouse in the calendar to draw a schedule bar. Release the mouse button and provide the "schedule to" location. That's it!

Modifying schedules is just as easy. To shorten/extend a schedule, click and drag the edge of the schedule bar to the desired length. To shift an entire schedule, simply click and drag the middle of the schedule bar.

#### We're ALWAYS Available to YOU

Never be frustrated. If you have questions regarding any HCSS software product, our customer support team is here to help you *instantly, 24/7*. Remember to call the support line directly to get help faster.