

2010 User's Conference Theme: Bid More, Run Leaner

Register Now for the January 28-30 or February 11-13 Meetings

Attend the 2010 User's Group Meetings in Houston where our theme is to help you bid more quality work faster and run your jobs better and more efficiently.

Reasons to come to the meeting:

- Learn features and shortcuts to estimate faster
- Learn how to reduce field entry time and get same-day feedback
- Learn how to integrate HCSS products for maximum efficiency
- Meet ALL HCSS employees including management
- Get help on any HCSS product
- Meet hundreds of your peers to learn what they are doing with software
- Meet hundreds of your peers for networking
- Make suggestions for future HCSS product enhancements

There are 70 classes being taught. Here is a sampling:

- Efficiently Closing the Bid on Bid Day
- Advanced Field Entry—Really Improve Your Operations
- Finally—Better Ways to Track Trucks
- Efficiently Sponsoring a Joint Venture
- Leaner Jobs—How *HeavyJob* can Benefit your Company

To register, sign-up online at www.hcss.com/UGM. Register before the early bird deadlines of January 6 for the January meeting and January 11 for the February meeting to save \$100 per person.

Don't forget to bring your spouse for the special spouse program!

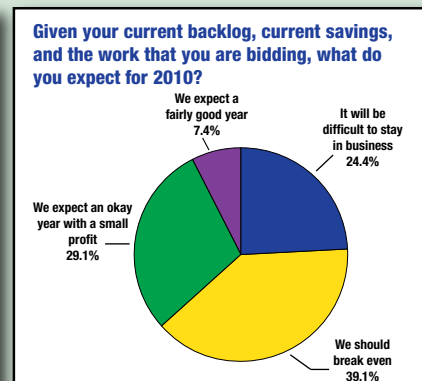
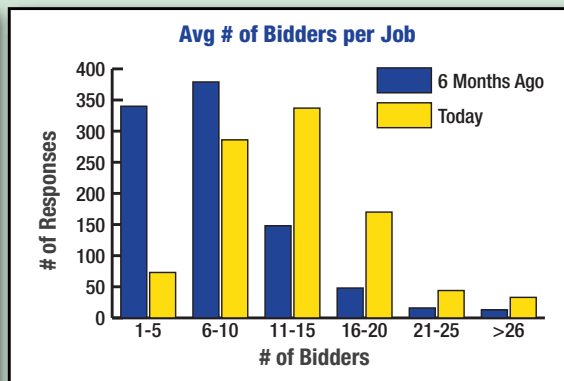
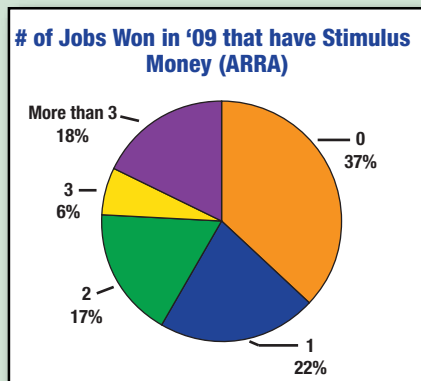


A Presidents Perspective on the Conference

“The User's Group Meeting is an opportunity for us to be updated concerning the latest advancements in the software, voice an opinion concerning our needs and learn how HCSS can help us with those needs” said **Freddy Yoder, President and COO of Durr Heavy Construction**. “Expanding a persons network of resources in the construction industry is always a good thing and the more reference points we are able to make contact with, seek out advice, exchange best practices and act in a consultant role the more we grow as a company. We have met and entered into several JV arrangements, and we are always looking for new companies that we may pursue additional opportunities for future work.”

Transportation Survey Results

Thanks to those who took the time to answer the transportation survey questions we sent you in December. We had over 900 respondents whose answers were sent to the Transportation Subcommittee in Congress. Many of you have asked for the results, so here is a brief overview of some of the questions. If you'd like better look at the numbers, including broken out by company size, simply visit www.hcss.com/results.



2010 Helpinar Locations

The 2010 Helpinar season is currently being planned. If you have not yet had the opportunity to visit with us in your area, make plans to do so in 2010. These **free** one-on-one support sessions are all about you and answering your questions. Both customers and prospects are welcome to attend. Look for us in these cities in 2010:

March	June	July (cont)	October
Columbus	St. Louis	Orlando	Baltimore
Pittsburgh	Kansas City	Raleigh	Boston
Cleveland	Boise	August	November
Vancouver	Salt Lake	Phoenix	Virginia
Seattle	July	Los Angeles	December
Portland	Dallas	September	San Francisco
May	Milwaukee	NYC	
Detroit	Chicago		

HCSS hosts Houston Mayor

Over 200 business people from throughout Houston attended a breakfast December 16 at the HCSS office honoring Houston Mayor Bill White. Mayor White was recognized for creating the Houston Wellness Association to improve the health of Houstonians.

HCSS has had an active wellness program for several years and is currently in the midst of a 5-year wellness initiative.

"We provide our employees with the resources to lead healthy lives," said HCSS president Mike Rydin. "These include our basketball court, workout room, jogging trail, and availability of fresh fruit."

As part of this initiative, HCSS rewards employees each year for having healthy blood pressure and cholesterol levels, a healthy BMI, and for non-tobacco use. "We believe healthier employees are more productive employees. It also helps to keep health-care costs down," said Rydin.



Houston Mayor Bill White addresses a crowd of 200 at the HCSS offices.

HCSS Model for Health & Wellness Mentioned on US Congress Floor

Vist www.hcss.com/congress to see the transcript of Rep. Pete Olson recognizing HCSS' wellness program.

A Low-Risk Way to Run Leaner Jobs

HeavyJob is a supplement to your accounting system that allows field entry of time-cards including daily diaries, labor hours, equipment hours, progress quantities, safety and other forms, photographs, fuel use, and materials. The goal is **same-day feedback** to those doing the work and next-day feedback to company management. Appropriate data is sent electronically into your accounting system.

Even in this tough economic environment, **HeavyJob** should pay for itself in only a few months from just the administrative savings of eliminating double and triple entry. But the big value is catching a job that is going south immediately, which in this time of low margins could be critical. **It is low-risk because you can start with a small pilot such as that below. And remember, all software comes with a 12-month money-back guarantee** when the recommended amount of training is taken.

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

Call us to learn more or come to our User's Conference and meet customers already using **HeavyJob**.

Find Employees with the HCSS Job Board

If you are looking for an estimator, project manager, or any other position, we can place your job posting on HCSS.com free of charge. E-mail the job information to webmaster@hcss.com. We'll post it, and you can renew the listing every 90 days.

Also, if you are looking for a job, be sure to visit www.hcss.com/careers. There are several open positions currently listed.

Build Cost Estimates in Less than 10 Minutes

If your **HeavyBid** system is properly setup using the capability of the Biditem Codebook to link DOT codes or private work codes to your estimate history and subcontractor types, then you should be able to create fully worked-up estimates ready to review in well under 10 minutes. This should give you substantial advantage over many of your competitors.

Whether you bid federal, DOT, municipal, county, or private work, **HeavyBid's** integration with Expedite, other electronic bidding systems, and Microsoft Excel allows you to import your biditem list directly into **HeavyBid**. If you are laying out the bid for private work, you can select from your own biditem library that you have set up. Once the biditem list is in, the "owner code," usually a DOT code, is used to search the Biditem Codebook to see where any history for that biditem is located and then automatically brings in the history and adjusts for the current quantity.

As data is pulled in automatically, it is marked as "unreviewed." This is a **HeavyBid** feature that allows you to quickly identify estimate data that came in automatically versus what you thoughtfully entered yourself. Now, you can review this automatic data one-at-a-time, adjust it for the new job conditions if necessary, and mark it "reviewed." Imagine how much more time you can spend actually estimating your jobs instead of performing tedious data entry!

If you aren't taking advantage of your Biditem Codebook and Library Estimate, one of our technical support specialists can help you get started. Additionally, come to the User's Group Meetings where this and many other time-saving estimating features are being taught. For more information, visit www.hcss.com and look at the top right for User's Group Meetings.

**Visit with HCSS at World of Concrete
Feb. 2-5 at Booth #C4366**

A Good Use for a Long Drive

"No way, dad. No way." That was the response I received when I offered my soon-to-be 12-year-old twin boys this trade: tickets to see the undefeated University of Texas Longhorns football team play in return for spending the 6-hour round trip drive with me listening to a CD set about adolescence.

Eventually they caved and agreed—after all, how could they refuse football tickets?

I picked out the most controversial topics (peer pressure, drugs, hormones, etc) to listen to during the trip. I figured if they were uncomfortable or embarrassed about anything, they would forget about it by halftime. Things went a lot smoother than either they or I expected. We periodically stopped the CD to talk about each topic. I quickly learned that I couldn't ask simple open-ended questions like "What do you think about that?" By the time we listened to all of the CDs, watched the game, and got home, they were voluntarily telling me stories about what was going on at their junior high (along with telling me how they'd be better linebackers than what they saw on the field!).

The unexpected benefit is that in the month since our trip, I have been able to talk to them about things we discussed and they seem to want to listen. The litmus test was a 2-hour drive we took to another football game two weeks later. Rather than spending their time playing handheld video games or listening to their MP3 players, I was able to talk to them about some of the things going on at their school, and they actually asked to listen to a couple of CDs again! My belief is that I am getting this kind of cooperation because I started talking with them before they hit the tougher 13-15 year old level.

So, those football tickets turned out to be a good investment!

(FYI - the CD set was called "Preparing for Adolescence" by Dr. James Dobson)

Perspective



Tom Webb
HCSS VP of Services

Bid News

(HeavyBid Customers Noted in Green)

WASHINGTON

I-5 SR 432 Talley Way Interchanges, Cowlitz County

Northwest Construction, Inc.	\$20,528,756.00
IMCO General Construction, Inc.	\$20,954,803.20
Icon Materials DBA CPM Dev.....	\$21,052,839.26
Kerr Contractors	\$21,496,388.10
Tapani Underground.....	\$21,985,056.00
Goodfellow Bros., Inc.	\$22,595,625.85
Scarsella Bros., Inc.	\$23,257,497.83
Nutter Corporation DBA Nutter	\$24,262,912.22

WEST VIRGINIA

Call 009, WV 10 Base & Pav, Logan Co. {Alternate Pavt Bids}

Hi-Way Paving, Inc.	\$12,005,062.86
Appalachian Pav & Agg	\$12,069,535.26
Kokosing Const. Co.	\$12,637,139.00
Hinkle Contracting	\$13,657,699.16
West Virginia Paving	\$14,427,311.05
Anthony Allega Cement	\$20,382,558.95

MARYLAND

Replacement of Small Structure on MD 667 over Puncheon Landing Branch, Somerset County

Dixie Construction Company	\$293,934.40
David A Bramble, Inc	\$295,396.95
Concrete General, Inc.....	\$295,559.50
George & Lynch, Inc.	\$297,505.65
Omni Excavators.....	\$354,727.95
Mercier S, Inc	\$380,720.70
Ferguson Trenching Co., Inc	\$384,541.00
Corman Construction, Inc.....	\$397,075.00
Brawner Builders, Inc.....	\$483,787.00

PENNSYLVANIA

SR 0060, Lawrence County, PA

Swank Assoc. Companies	\$8,993,762.66
Lindy Paving Inc	\$8,997,716.55
Plum Contracting Inc	\$9,308,444.00
Mascaro Cont. LP	\$9,488,145.05
Frank Zottola Const	\$10,221,698.80
Delta Cont. Inc.	\$11,435,000.00

MICHIGAN

0.95 mi of concrete reconstruction, hot mix asphalt cold milling and resurfacing, storm sewer, and earthwork on Dixie Highway from I-75 to State Road, Saginaw County

Tony Angelo Cement Construction	\$1,372,231.06
Angelo lafrate Construction Co	\$1,496,517.45
Florence Cement Company	\$1,569,484.30
Walter Toebe Construction Co.	\$1,685,391.40
Eastlund Concrete Construction, Inc.	\$1,692,546.57
Kammaing & Roodvoets, Inc	\$1,801,086.98

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

New Time-Card Option for Rapid Data Entry

Do you have mobile crews that work on many jobs in a single day? How about a payroll assistant in the office who is responsible for manually typing in all paper time cards that have been dumped on his or her desk? How about a water-truck driver who visits a dozen jobs in a day? Then the new "Specialty Time Card" is just for you.

HeavyJob was designed primarily to collect a lot of information about individual jobs and not just as a simple data entry tool. However, the new Specialty Time Card is designed to give you an easy, single-entry point for situations where you need to add time, progress quantities and perhaps a few notes against multiple jobs. For example, a payroll assistant is unlikely to be entering anything besides time. All he or she wants is rapid data entry, which the Specialty Time Card now provides.

Another example might be a water truck driver who goes from job-to-job and might be entering time against the same cost code on every job, the water truck hours, and perhaps the gallons of water. When he is finished, his time will be sent to the individual jobs.

While there is nothing unusual about this technique (accounting systems almost always work this way) this feature now gives **HeavyJob** users the choice of entering data into stand-alone jobs or specialty jobs that represent many jobs.

If you are attending the User's Group Meeting and would like to see this feature in action, there is a class entitled "Using our Specialty Time Card for Rapid Data Entry."



Construction Software & Services

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2010 User's Group Meeting Dates

January 28-30
February 11-13

Register at
www.hcss.com/ugm



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User Tips

HeavyBid®

Save Time Searching for Estimates

Using Estimate Filters customized for your company can save time when searching for estimates. You can create filters such as Type of Work, Owner, Division, etc., and then assign them to estimates. Once assigned, you can filter estimate lists so you only see the estimates you want. To create and assign estimate filters, go to **Setup > System > Estimate Filters**.

Get More Detailed Information About Your Resources

To see more detail about a resource in Estimate Entry, right-click on a resource in Resource Detail. From there, you can select to see how a resource's total cost is calculated, its time distribution, and any spreadsheets linked to it. This is particularly valuable to verify a complicated labor calculation that you are doing for the first time.

HeavyJob®

Update Field Systems Remotely

You don't need to have Field systems brought into the office for updating. Instead, send a notice by selecting **Exchange > Enable Automatic Updates**, and select the field systems to send it to. The next time these Field systems run the Retrieve HeavyJob Files, they will get a message with an option to download/run the update. If they decide not to, an icon appears in the toolbar, so they can run the update later.

Easily Generate Reports

In the Manager system, you can create a report directly from any screen of the **Overview** menu. Simply select an item (e.g., Cost Code Details), and use the **Filters** button to narrow your data to a specific job, date, or foreman. You can then use the **Customize** tab to select your columns as well as either right-click to send the data to Excel or click the **Report** button to create a printable 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™

Include Location Detail Notes

Do you have a condition on a job, such as a gate code change, that needs to be included on your Daily Schedule Report? Simply double-click on the job to open its Location Detail window, and then type into the General Note field. Now when you run the Daily Schedule Report, be sure to select the **"Include: Location Detail notes"** checkbox.

Assign Custom Moves to Drivers

Did you know you can assign any move to a driver, even for items not tracked in The Dispatcher? This includes random supplies at your job sites, another company's equipment, and any item not set up in the system. In the Dispatch Drivers panel, simply right-click on the desired driver, select the **"Add Free-Form Dispatch"** option, and provide the details of the move. That's it!

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.