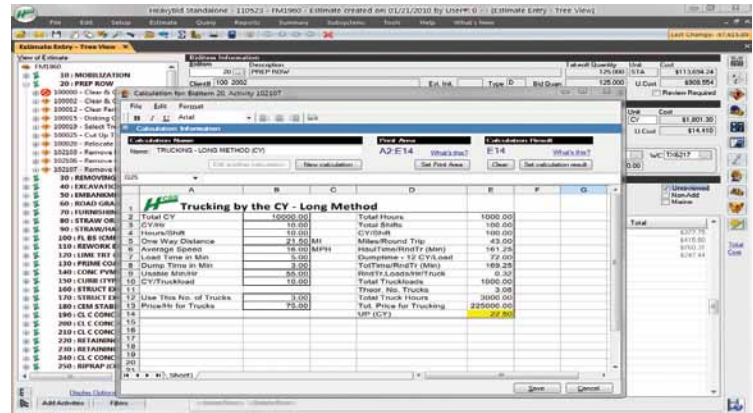


## Reaping the Benefits of *HeavyBid's* Spreadsheet Integration

In the past few years, we've added and enhanced several features to make it easier to use *HeavyBid* and spreadsheets in conjunction.

One example is Spreadsheet Calculations, which lets you take advantage of the power and flexibility of spreadsheets to create custom calculations to use in any estimate. Mark McCullough, President of Clear Creek Contractors in Everett, WA, has this comment: "The feature works really well and saves us time," says Mark. "For example, I used it to create a calculation to compute the quantity and cost of polymer we need to stabilize wet soil. In the past, someone had to take time to research and find the calculation or dig through old jobs to see how we calculated it before. Now the calculation is available for all my estimates, and I've eliminated all that wasted time." If you have existing calculations in spreadsheets, you can easily import them into *HeavyBid*. Once created or imported, you can use them in Estimate Entry to calculate quantities, productions and unit costs and they are automatically saved as separate spreadsheets in the background. You can even use the feature as your personal calculator to perform "on-the-fly" calculations. Plus, every time you use a calculation, *HeavyBid* records it in the activity's notes so they come out on reports.

Another feature customers are taking advantage of is linking take off spreadsheets to *HeavyBid*. By simply right-clicking in a field in Estimate Entry, like the Activity Quantity, you can pull values from your take off spreadsheet directly into *HeavyBid* and link them. Doing so reduces double-entry errors and saves time. Because the spreadsheet and *HeavyBid* are linked, if the spreadsheet changes, you can update *HeavyBid* with the changes all at once. "We like linking spreadsheets;



it saves us significant man hours. Plus it leaves tracks for us, allowing us to see how our numbers were calculated," says chief estimator Bill Woodford of Trumbull Corporation in Pittsburgh, PA. "We use the feature to help us calculate mobilization and overhead costs. It's also really handy for calculating quantities in design-build jobs where the design is constantly in flux."

These are just a couple of ways you can use *HeavyBid* and spreadsheets in conjunction. If you're not using these features, take some time to learn them so your company can start to reap the same benefits. And remember, if you need help with these or any other of *HeavyBid's* spreadsheet integration features, just call the HCSS *instant 24/7* support line.

## New Standalone GPS Option Released

HCSS is proud to announce the release of our new web based GPS portal, enhancing our *VectrGPS* product line. With this new site, you can instantly view equipment location and data from anywhere you have internet connectivity, without the need for any extra software installed on your computer. *VectrGPS* will also continue to integrate with *The Dispatcher*, *Equipment360* and *FuelerPlus*, giving you unprecedented visibility into your fleet.

With *VectrGPS*, you can quickly find the closest mechanic truck or transport vehicle to dispatch in an emergency situation. You can view equipment on a job site to verify moves, replay truck routes, & verify material delivery all while being out in the field.

There are also many user-defined alerts. A phone call and email can be sent in a possible theft situation. You can then view the equipment's exact location and forward the email to the proper authorities – all from your home. You can also setup 'geofence' alerts to text or email when equipment enters or exits a job or yard.

The system has many reports that are customizable and that you can save as templates. For instance, you can have a report that shows all over the road truck speeds over 70 MPH and another one that will alert you when pavers are exceeding 5 MPH.

Jeff Ciampa with Aggregate Industries is thrilled with the new *VectrGPS*. When he needed to be in two places at once - in Boston at two high-profile jobs and on his way to Maine to move his son back from college - he could watch his trucking operations on his laptop from his seat on a Greyhound bus. "This is progress! No way I could have done this two years ago. Thanks for the great product!"

## Save the Date...

### 2012 User's Group Meeting



**When:** February 9-11 & February 23-25

**Where:** InterContinental Hotel, Houston, TX

Beginning in 2012, the closing party will be moved to Friday night, and the Saturday events will end at 4:00 pm. Watch for more details in November. We hope to see you in February!

## IT Corner: Network Speed Issues?

Imagine this: It's bid day. Your estimators are working on last minute price changes and everyone is working hard. Phones are ringing off the hook and faxes are rolling in one-after-another to their inboxes. You start to notice that **HeavyBid** seems to be slowing down. Just a little at first, but you can tell it is slower.

When we help investigate such situations, it is not unusual to find that 100 mbps (megabits per second) networks are the problem. Five years ago, this speed was acceptable and performance issues were rare. But today, advances in technology are maxing out 100 mbps networks. Voice-over-IP, faxes copied to file servers, and huge files use large quantities of resources and can consume 100 mbps quickly. As an example, a typical PDF drawing file may be 50 MB or more in size. 50 MB (megabytes) = 400 (megabits). Copying this from a server to your computer has the potential to consume all network bandwidth to the server for 4 seconds!

We find that a 100 mbps network causes more speed problems than any other scenario. So what's the solution? Current technology allows upgrading your existing network to 1 gbps (gigabits per second) speeds by swapping out your switches from 100 mbps to 1 gbps and making sure that laptops, desktops, and servers all have 1 gbps network cards. This is fairly inexpensive (check out the \$800 Cisco SLM2048 switch with support for 48 connections). Most existing wiring should be compatible with the upgrade and business-class laptops and desktops of recent years already have the network cards built-in. 1gbps = 1000 mbps - that's a ten-fold upgrade. Have questions? Give us a call and let us help out!

## Remaining Training Opportunities for 2011

### **HeavyBid Beginner Classroom Training (HB 101)**

Sept. 29-30, Oct 27-28, Dec 8-9..... Houston, TX  
October 13-14 ..... Seattle, WA  
November 3-4 ..... Atlantic City, NJ  
November 10-11 ..... Las Vegas, NV

### **HeavyBid Advanced Classroom Training (HB 201)**

October 13-14 ..... Seattle, WA  
November 3-4 ..... Atlantic City, NJ  
November 10-11 ..... Las Vegas, NV

### **HeavyJob Beginner Classroom Training (HJ 101)**

December 8-9 ..... Houston, TX

For more information on these training opportunities, please visit [www.hcss.com/Services/Training](http://www.hcss.com/Services/Training) or email [Training@hcss.com](mailto:Training@hcss.com).

## Streamline Truck Billing Using *The Dispatcher* and *VectrGPS*

How can you use *The Dispatcher* and *VectrGPS* to increase efficiency and reduce costs? One easy way is to really simplify your truck billing process using our GPS Trucking Cost Analysis report, which makes calculating the cost of a delivery as easy as entering your order and clicking print.

How does it work? Trucking capacity and hourly rates from *The Dispatcher* are integrated with actual delivery cycle data from *VectrGPS* to build a detailed account of your trucking activity. The report gives you a truck-by-truck breakdown of delivery costs. Important details such as billable hours, total haul, cycle counts, and cost per ton are presented in an easy-to-read format. In addition to analyzing costs, you'll be able to track down any problems with inefficiency. Average cycle time is calculated and the report will even let you know if a driver arrived on time.

This powerful report provides a wealth of options to meet your needs, whether you want to track deliveries to jobsites or to roving pavers. It also automatically detects when an order is complete or allows you to define the truck's schedule. Want to keep your drivers in the loop? A copy of the report and instant feedback on the day's work can be sent straight to their email.

Give us a call and we'll show you how *The Dispatcher* and *VectrGPS* can make a huge difference in your operations.

GPS Trucking Cost Analysis 4/20/10 7:00 AM to 4/20/10 4:00 PM			
TDD-2: Truck dump dbl axle	Hauling Capacity: 24 tons	Hourly Rate: \$61.00	
Details for Order 5 on 04/20/2010			
Location: 16-4729: Clay Lane Widening	Plant/Supplier: NW MERLIN	Truck Co.:	
Foreman:	Order Start Time: 07:00 AM	Fixed Dest.:	JOB 16-4729, 11-482
Truck End Time: 02:30 PM*			
GPS Activity Log			
First Plant Entry: 12:35 PM* (335 min late)	Cycle	Plant Departure	Cycle Time
Final JOB Exit: 02:21 PM	1	12:36 PM	00h 48m (4 over avg)
	2	01:24 PM	00h 41m (3 under avg)
	3	02:05 PM	
	Avg: 00h 44m		
Costs			
*Billable Hours: 01h 55m (12:35 PM - 02:30 PM)			
Total Hauled: 72 tons (24 tons x 3 cycles)			
Total Cost: \$116.91 (\$1.62/ton)			

## Great Business Conference Sept. 22-23

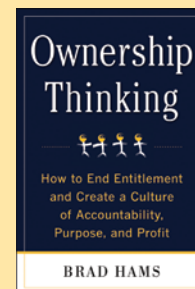
The **Ownership Thinking Conference** held in Denver, CO Sept. 22-23, is a great place to learn about combining employee education, involvement, and accountability to drive improved earnings. This business conference, one of the very best we attend each year, is put on by Brad Hams and is a good value at only \$599 per person.

Brad believes that encouraging ownership thinking in employees is a trend for the 21st century. HCSS is an advocate of Brad's organization and believes in what it stands for. HCSS fosters ownership thinking in our own company and designed **HeavyJob** to help turn your foremen and superintendents into knowledge workers. If your first-level managers think like owners, have the information of owners, and act like owners, your company has far more potential for improvement than those who mindlessly follow the same procedures year after year.

This conference attracts attendees who are truly enthused about business and enjoy sharing information and ideas. HCSS will have 6 attendees, including our president, Mike Rydin.

For more info, visit [www.ownershipthinking.com](http://www.ownershipthinking.com)

### New Ownership Thinking Book



Brad's new book - **Ownership Thinking: How to End Entitlement and Create a Culture of Accountability, Purpose, and Profit** - is a guide for helping employees to think and act like owners. It is available at Amazon, Barnes & Noble and book stores everywhere.

# Life Without Training Wheels

## Perspective



Steve McGough  
HCSS Chief Operating Officer

It's extremely hard to cope with the first child leaving home. I finally understand that statement now that my son Ryan is leaving for college. While he is excited about gaining his independence, my wife and I are anxious, knowing that he will soon be out on his own. With under a month remaining, we found ourselves searching for the best way to send him off to college with the best chance for success.

As a parent, so many thoughts stream through my mind. Is he ready and disciplined enough to succeed on his own? Have we given him enough room to mature? Who will be there to pick him up when he falls? The last question reminds me of Ryan's first bike lesson. I remember him saying, "Daddy, I'm scared to take the training wheels off." Even though I knew he would be fine, I still ran behind, ready to catch his fall. This gave him the confidence to peddle ahead. As he transitions away from home this year, I'd like to provide the same sort of support and assurance for a soft landing if he stumbles.

To do this, I decided to send Ryan off with a notebook of stories for handling life on his own, along with a compilation of things I wish I had known at his age. Ryan may be off at college, but for at least the first semester, he will have written thoughts from mom and dad to guide him through struggles and challenges. He can start each day with inspirational words of wisdom, encouragement, and anecdotes on the many facets of life he will surely come across.

Kids may never fully acknowledge that they listen to their parents' advice, but I do believe some information does filter into their consciousness, and that kids do want parents as good role models. Try leaving a simple note offering words of encouragement to your kids. It can brighten up any day. We have been leaving notes for our kids for years and are delighted that some of them end up in a drawer full of their memorable items.

My wife and I hope Ryan will receive as much joy from the notebook as we received from creating it. We hope he will find solace and comfort in it on days where he may be struggling or simply missing us. One of the stories begins with a quote from Forrest Gump: "Life was like a box of chocolates. You never know what you're gonna get." With this in mind, we hope the readings will provide a glimpse of what life can offer, along with good advice on how to gracefully handle the many situations and opportunities he will surely encounter along the way.

## Planning Ahead with HeavyJob

Get your foremen thinking ahead with *HeavyJob's* Production Planner located on the timecard entry screen. The Planner works like a "What If" scenario where the foreman can actually determine what quantity will be needed to hit budget on the activity based off the crew's composition and hours.

A few companies in particular have set some pretty good processes in place using the Production Planner. One company requires that if a foreman sees any negative costs for the day on the Production Analysis, then a Production Plan would need to be created for the week to show what quantities the foreman plans to hit to get back on budget.

Another company requires their foremen to enter next-day Production Plans first thing in the morning (before creating time cards or diaries) and send them to the Dispatcher so things can start getting scheduled. The plan then goes through an approval process and can then be pulled into the time card each morning and adjusted for any changes between the theoretical plan and what actually happened. These foremen are always recording anticipated time for the next day instead of the current one and are always thinking ahead.

Improve your foremen and catch problems before they happen by turning your foremen into knowledge workers through proactive planning in *HeavyJob* rather than just turning them into data entry clerks.

# Bid News

(HeavyBid Customers Noted in Green)

### ALABAMA

Pavement Rehabilitation on I-59

Dunn Construction Co.....	\$7,391,673.60
Good Hope Contracting Co., Inc.....	\$8,415,630.33
APAC Mid-South, Inc.....	\$8,706,586.20

### MINNESOTA

Bituminous Milling and Overlay

Hardrives, Inc.....	\$5,339,993.90
Central Specialties.....	\$5,551,735.31
Knife River Corporation .....	\$5,609,462.11
Duininck, Inc.....	\$5,991,561.39

### NEBRASKA

I-80, Milford to Air Park

Werner Construction, Inc.....	\$7,745,224.97
Constructors, Inc. ....	\$7,924,129.21
Dobson Bros. Const. Co. & Affiliates ....	\$7,984,754.55
Western Engineering Company, Inc. ....	\$8,384,957.33
Pavers Companies .....	\$8,799,883.15

### NORTH CAROLINA

NC-18 (Sterling St) AND I-40 Interchange in Morganton

Dane Construction Inc.....	\$21,229,384.79
English Construction Co., Inc. ....	\$21,772,624.37
Blythe Development Company .....	\$22,871,827.19
Taylor & Murphy Construction Co. ....	\$22,952,792.59
Mountain Creek Contractors, Inc. ....	\$23,480,469.01
Maymead, Inc. ....	\$23,577,535.84
Blythe Construction, Inc. ....	\$24,737,642.60
HRI, Inc. DBA HRI Bridge Company ....	\$28,823,018.19

### TEXAS

#3201 Bell / IH 35

James Construction Group, LLC.....	\$123,628,674
The Lane Construction Corp.....	\$123,656,794
J.D. Abrams, LP .....	\$126,943,980
Texas Sterling Construction Co. ....	\$134,284,313
Webber, LLC .....	\$135,161,971
Austin Bridge & Road, LP .....	\$143,525,626

Lowest Bidder Left Only .02% on the Table

### WASHINGTON

Pipeline No. 1 Replacement at Puyallup River Valley - Phase IIA

Jennings Northwest LLC .....	\$759,116
Williman Dickson.....	\$759,395
Scarsella Brothers .....	\$828,944
IE Corporation .....	\$838,636
Tri State Construction.....	\$955,577
Nova Contracting .....	\$997,341
Titan Earthworks .....	\$1,062,645
Ceccanti .....	\$1,067,408

Send your results to [bidresults@hcss.com](mailto:bidresults@hcss.com).



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### 2011 Annual Updates To Be Posted Online

Beginning this year, all annual updates of HCSS products will be posted for download on [www.myhcss.com](http://www.myhcss.com) instead of being mailed out.



*This newsletter printed on recycled paper.*

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## User Tips

### HeavyBid®

#### Change an Activity Code

When creating activity codes on the fly you may later find that you need to change the code. To change it in the estimate you can simply right click the activity in Estimate Entry - Tree View, and select Re-code activity. From the box that opens up you can type in a new activity code and/or description, click OK, and you're done. If you need to change it and put it in the activity codebook permanently you would go to Edit>Copy>Copy Estimate Data to Codebooks>Activity Codebooks.

#### Fix Inconsistencies

*HeavyBid* now makes it easier than ever before to identify and fix inconsistent units, unit costs, and tax rates for your materials and other resources. Simply click the Materials button on the toolbar, find the resource that you'd like to correct (they are highlighted in red), and click the FIX INCONSISTENCIES link at the bottom of the screen. From there, you can address the inconsistent items as you desire.

### HeavyJob®

#### Manage Multiple Jobs

Are you looking for an easier way to manage multiple jobs? If you have multiple jobs to manage, the My Work Menu lets you create an advanced personal task list that lets you set up tasks across multiple jobs or for specific jobs you're assigned. You can customize your menu with your daily tasks. When you click on the task, the screen automatically opens in the appropriate job. You also have the option to have My Work Menu show on start-up.

#### Sending Backups to Field Computers

One thing to keep in mind when sending a backup of an existing job back to the field is that there has to be a timing coordination to avoid overwriting transactions that may have been entered during the day. Remember that restoring a backup replaces all of the data in the job. If you are just sending new cost codes or resources, use Exchange>Setups>Export Setups. If you are sending back daily transactions, use Exchange>Transactions>Send To Field.

### The Dispatcher™

#### Copy Schedules Forward

Copy resource schedules in the Magnet Board by right-clicking on a location's title bar and choosing "Copy Schedules." Choose the date that you want the schedules to be copied to or access the utility from Snapshot mode and the date will automatically be selected. This feature saves you many clicks when you need to repeat the same resource schedules on another date.

#### Eliminate Scheduling Window

Do you make a lot of moves on the Magnet Board and would like to not have to confirm each move? You can turn off the confirmation message for your moves. From the Utilities menu, select Preferences, then User Preferences. In the Magnet Board tab, check the Do Not Show Confirmation when moving magnets checkbox. This especially helps save time when making last minute unscheduled moves.