



HeavyNews

Estimating & Field Management Software for Infrastructure Contractors

Get Ready for The 2005 Annual User's Group Meeting!

Join us for the 2005 Annual User's Group Meetings February 3-5, or February 17-19 at the Inter-Continental Hotel. This world class hotel is conveniently located one block from the Galleria area, Houston's premier business, shopping and dining district.

Everyone from the executive and chief estimator, down to junior estimators, project managers and IT staff will benefit from the meeting.

As always, classes will cover a wide variety of subjects within *HeavyBid*, *HeavyJob* and *The Dispatcher*...you name it, we're teaching it! These classes not only cover the basic "how to's" but they also reflect recent updates. Sign-up now and learn to use all parts of the system to their full potential.



February 3-5, 2005
February 17-19, 2005
Houston, TX

Don't miss your chance to learn how other contractors are using the system, find out what new features are planned and make suggestions for future updates at the Saturday meeting. This year we will have the *HeavyBid* user's group meeting in the morning and *HeavyJob* in the afternoon, with awards and lunch in the middle. Running concurrently, we will have staff members available to answer additional questions about any HCSS product.

Like User's Group Meetings in the past, it will include lots of entertainment! Thursday morning is our annual golf tournament, and that evening a welcome reception provides a networking opportunity for contractors and HCSS staff. Then, on Friday evening, join us at Sam Houston Race Park for live horse racing!

Look out partner! Saturday night the annual HCSS casino party returns to the Old West. Drinks, appetizer and a steak dinner, followed

by high stakes casino action with HCSS money, karaoke, and wild mechanical bull riding end the evening with a bang! We'll all be gussied up, so don't forget your hat and boots!

To register, use the back page of your 2005 User's Group Meeting brochure or sign-up online at www.myhcss.com. Register early to receive multiple person and early bird discount rates.

Unusual New Class

This past year we have had so many companies switch from other estimating software to *HeavyBid* that we wanted to get as many of these people as possible together to make suggestions on how to improve *HeavyBid*.

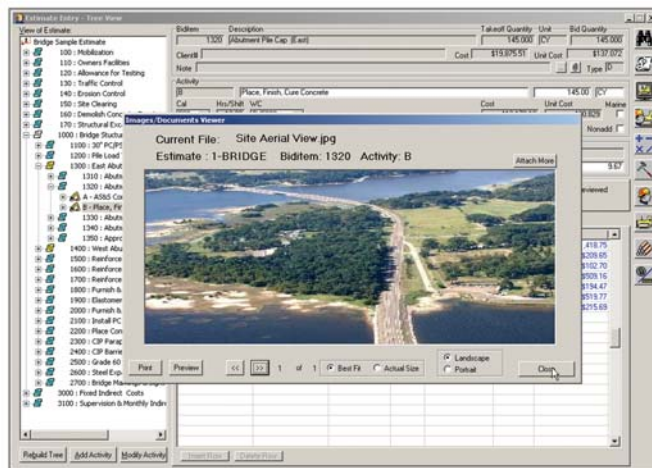
Because other software works differently, this class is perfect to discuss ideas "Outside of the Box" of normal *HeavyBid* thinking. If you have recently switched, or even if you switched years ago, consider attending the class "Out-of-the-Box *HeavyBid* Thinking" if there were features or techniques in your old software that you think should be included in *HeavyBid*.

Cool New Feature in HeavyBid: Attaching Images

The November release of *HeavyBid* introduces a brand-new feature. You now have the ability to attach images and documents to estimates, their biditems, and/or their activities. This is a great way to make sure that all relevant information about your bid is easily accessible while you are estimating.

You not only have the ability to attach images (as shown in the screen shot), but Microsoft Word documents, Excel spreadsheets, PDF files, and text files.

To attach and view previously attached images and documents, select the "paper clip" button in the



Setup Estimate Information or within any Estimate Entry screen.

To get this feature, download the November update from www.myhcss.com today!

New Bid Day Product Coming Soon!

At the February User's Group Meetings and March ConExpo we'll be showing a new bid day product that is designed specifically for the quote taking and pricing activity on bid day. The major design criteria is speed, like a 600 horsepower sports car. Blinding speed is the goal for finding a quote in any job, entering the new quote, comparing quotes, selecting a new sub/supplier, updating the estimate, changing bid prices, and submitting bid proposals.

This product will primarily benefit spreadsheet users and the many contractors who tell us that quote taking in other estimating software is painfully slow. However, even *HeavyBid* customers who bid many jobs at one bid letting should find this product quicker to navigate and thus a substantial improvement at a hectic time. More details and screen shots will be in the winter newsletter in late January.

Customer Profile: Brannan Sand and Gravel



"The only way to survive in business is to find your competitive edge and exploit it against the competition," Andy Marsiglia, Information Systems Manager of Brannan Sand and Gravel insists.

As an employee of Brannan Sand and Gravel, a company that has been around since 1906, Marsiglia knows about survival in the business world. But as their Information Systems Manager, he truly understands the vital role that technology plays in this game. "In order for us to stay on top, we have to continuously improve our operations. When we outgrew our previous estimating method, we knew we had to get something that would grow with us. That is just what HCSS and *HeavyBid* have done."

A company that has been around for a whole century obviously knows what it takes to remain key players in the game. So when Brannan Sand and Gravel was ready to purchase new estimating software five years ago, they made sure they did their research. "We performed extensive research on the products available, looking all over the internet and we attended several product presentations in the area," Marsiglia says. "Our research pointed to *HeavyBid*, so when HCSS was back three

months later in Denver, CO., I brought the entire team to the presentation. We left the presentation with four *HeavyBid* licenses."

What was it that made this choice so easy? For Marsiglia and many other *HeavyBid* users, the initial attraction fell on the system's ease of use and flexibility. "*HeavyBid* came with codebooks which eliminated a major portion of the setup required for a database the size of ours," says Marsiglia. "And after just three days of an initial training session, our estimators jumped right into estimating with the system." Brannan Sand and Gravel was also extremely impressed by *HeavyBid's* speed of calculations, which allows for "quick response to last-minute, modified bid items with confidence in its accuracy."

Even when Brannan Sand and Gravel purchased another company full of loyal users of a *HeavyBid* competitor, Marsiglia's confidence in *HeavyBid* did not sway. "At first they were adamant that their software was better and were reluctant to change. But after having an HCSS trainer on-site for three days, the other software was replaced. Even the new guys are 100% *HeavyBid* users. They simply preferred *HeavyBid* over the competition." In fact, when Brannan Sand and Gravel recently acquired yet another company, *HeavyBid* proved to be more than just a preference, it became a learning tool. "These guys were still estimating old school and

had difficulties with fully comprehending the estimating process," Marsiglia states. "*HeavyBid* actually assisted in their understanding of estimating and within three months, they tightened their estimating skills and knowledge. From a losing entity to a successful bidding machine, *HeavyBid* made the transition easy."

With all the projects that Brannan Sand and Gravel has won with *HeavyBid*, Marsiglia describes how work has become more enjoyable. "The projects in our industry make this business fun. Using *HeavyBid* we have won really exciting projects like Pebble Creek, with over 600 bid items, the Denver Grand Prix, and Broncos Parkway," he explains. This enthusiasm extends into his vision for Brannan Sand and Gravel's future, as does the continued use of *HeavyBid*. "As we continue to grow, new exciting projects will continue to arrive and we will take *HeavyBid* with us along the way."

Brannan Sand and Gravel

Founded: 1906

Type of Work: Paving, Asphalt, Utility, Sewer and Structural

Company Size: \$80 Million

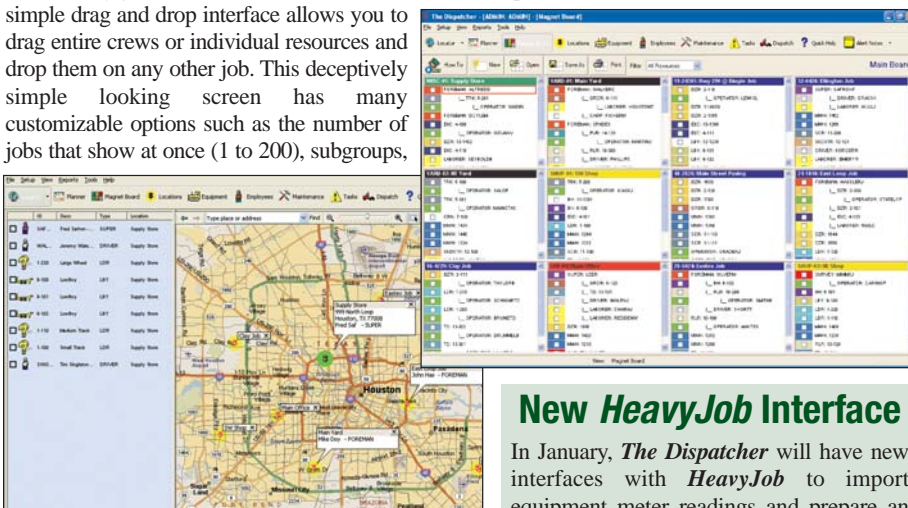
Number of Jobs Bid Annually: +\$10 Million - 20, < \$10 Million - 1,500 - 2,000

Location: Denver, CO

New Magnet Board View For The Dispatcher

Many customers using *The Dispatcher* wanted a view that worked almost exactly like their old magnet board. We responded with an interactive Magnet Board View that allows you to see many jobs and their resources at once. A simple drag and drop interface allows you to drag entire crews or individual resources and drop them on any other job. This deceptively simple looking screen has many customizable options such as the number of jobs that show at once (1 to 200), subgroups,

and then adds options such as mapping and scheduling whenever he is ready. This update will be out in January, but the sooner you get started with *The Dispatcher*, the sooner your company will profit from this new automation tool.



magnet colors, filters, relationships between resources, font sizes, level of detail, etc. This new screen should make it even easier for your dispatcher to get excited about *The Dispatcher* since it now works exactly like his magnet board

New HeavyJob Interface

In January, *The Dispatcher* will have new interfaces with *HeavyJob* to import equipment meter readings and prepare an exception report of resources that did not end up where they were scheduled. Also new is the ability to send scheduled crews from *The Dispatcher* over to the appropriate *HeavyJob* time card for entry.

The Perfect Time to Start HeavyJob

If you have not yet joined the hundreds of contractors using *HeavyJob*, winter is a great time to begin preparing to use it next spring. Many customers have found winter is a better time to begin implementing *HeavyJob* because field personnel and foremen are not as busy as in the summer months, and it is easier to get them together for training.

HeavyJob/Field is used on the jobsite to enter daily time card information such as labor and equipment hours, materials, progress quantities, diary entries, photographs, etc. and get immediate feedback by comparing against the *HeavyBid* estimate. *HeavyJob/Pocket* is the Palm Pilot version for field entry.

HeavyJob/Manager consolidates *HeavyJob/Field* information when e-mailed from the field. This information can be reviewed across all jobs by management for production or cost busts, and drilled down to the individual job detail for research. The electronic diary notes come in very handy to support extra work and claims and the payroll information can be sent directly to your payroll system.

By studying *HeavyJob* now, you can come to the User's Group Meeting in February and quickly pick up on all the potential of *HeavyJob*, just in time for the busy season!

Our Teenager's Curfews

by Mike Rydin, HCSS President

One of the issues that has gone surprisingly well raising our teenage boys is that of the curfew. I say surprisingly well because they say most of the other kids have curfews much later than ours so you would think they would be upset with our early curfews.

We require that they be home by 11:00 p.m. on the few week nights that they have a fairly good reason to be out that late. On Friday and Saturday night they have to be back by 12:00 unless there is some special reason for them to be out until 1:00a.m. The bars let out in Houston at 2:00 a.m., so they understand why we do not want them driving at that time.

What is surprising is that neither boy has any problem with these curfews. Other than an occasional remark about our early curfews, they don't complain. One is a high school junior and the other is now a college freshman who no longer lives at home, but was ok with the rules when he did. Even now, when he comes home for the weekend, he is still ok with having to be in by 1:00 a.m.

There were really three reasons why we set an early curfew: (1) we wanted them to be

home before we went to bed, (2) we wanted to help them get 7 to 8 hours of sleep a night in their formative years before college, and (3) we just didn't see any good reason to be out much past midnight.

We had the same issue with "sleepovers" when they were younger. We would have as many as 25 kids and we required them to go to sleep by 1:00 a.m. We did this after we learned at our first sleepover that many of the kids would not go to sleep at all if you didn't make them. One year we called the parents of two of the boys to come pick them up at 1:15 a.m. when they wouldn't be quiet (we actually did what we said we would do). Every year after that, they promptly went to bed and were quiet at 1:00 a.m.

I don't know whether we are just lucky, or whether the 6 or 7 years of restrictions on sleepovers set the stage for when they started driving.

So if your child says other kids have very late curfews, while that appears to be true for some, I'm sure some others do not. And someone always has to have the earliest curfew. Don't feel bad if it's you.

Congratulations M.J. Menefee Construction

HCSS is proud to congratulate M.J. Menefee Construction of Fresno, California on their win of a 2005 Constructech Vision Award for the innovative use of technology in construction. Mike Menefee, who founded the company in 1997, relies on HCSS products throughout the company: www.bidhistory.com to download average prices, *HeavyBid* to

estimate and bid the job, *HeavyJob* to manage field operations, and *The Dispatcher* to manage his equipment and labor resources. HCSS software, service and support have helped Menefee build his business from the ground up and allow a three-person office to run a multi-million dollar company. Truly, Menefee is an HCSS power user!

HCSS Sponsors Student Competition

HCSS has helped sponsor many teams in the ASC Estimating Competition, but this November we were the major sponsor for the Houston Advertising Federation Student Marketing Competition attended by 275 students from 18 universities. Rather than the 18

hours in estimating competitions, these teams had only 8 hours to complete the marketing problem we gave them, but we are told they will never forget the high-pressure experience. HCSS is committed to education and looks for opportunities to help students whenever we can.



Mike Rydin addresses 275 students at the largest student marketing competition in North America.

Bid News

(HeavyBid Customers Noted in Green)

California

Resurface Asphalt from Route 280, 680, and 101

Pavex Construction Division	\$2,615,697.00
DeSilva Gates Construction	\$2,678,050.00
O.C. Jones & Sons, Inc.	\$2,899,012.50
R.G.W. Construction, Inc.	\$2,944,450.00
(4 more bidders)	

Georgia

Resurfacing on Oakley Industrial Blvd

Archer Western Contractors, LTD.	\$5,697,339.25
E.R. Snell Contractor, Inc.	\$5,812,525.95
APAC - Southeast	\$5,885,291.70
The Lions Group, Inc.	\$5,904,458.70
C.W. Matthews Contracting Co., Inc.	\$6,268,900.08
Bruce Albea Contracting, Inc.	\$6,894,650.80

Illinois

South Tri-State Tollway M.P. 4.06 to M.P. 5.39

F.H. Paschen/SN Nielsen's bid of \$69,252,641.00 left only 0.04% on the table!

New York

George Washington Bridge - NY Approach Structures

Koch Skanska, Inc.	\$7,221,602.00
Perini Corporation	\$7,995,000.00
Tully/Pegno.	\$8,709,000.00
American Bridge Co.	\$9,444,000.00
Kiewit Constructors, Inc.	\$12,860,000.00

Ohio

IR 77, Stark County

Ruhlin	\$38,582,314.00
Beaver Excavating	\$39,685,754.00
Great Lakes Construction	\$39,945,794.00
Kokosing Construction	\$40,352,502.00
Shelly Companies	\$40,359,317.00
Walsh Constructors	\$41,890,000.00

All are HCSS Customers!

Pennsylvania

N.E. Philadelphia Airport Extension of Taxiway "D"

Haines and Kiibblehouse's bid of \$637,824 left only 0.22% on the table!

West Virginia

DOH Short Creek Flood Repair

Savage Construction Co.	\$634,606.00
James White Construction	\$661,212.65
Mountaineer Contractors	\$694,294.00
Cast & Baker Corp.	\$730,106.53
Green Mountain Company	\$850,959.40


User Tips

Subscribe to HeavyNews^{Online}

To subscribe to our online newsletter that informs you of available updates and other important information, visit www.myhcss.com and click on Join our Email List.



Quickly Add Costs to An Estimate

To quickly add costs to an estimate without creating specific resources for activities, use the  icon on the Estimate Entry screen.

Opening the HCSS Calculator

To quickly open the HCSS calculator, use **ALT+F5**.


Solicit Subs for All Quote Classes

In the quote screen, you can solicit subs across all quote classes in the estimate at one time by clicking on the job description (the highest level of the tree in the main quote screen) while on the solicitation tab.



Documenting Rainfall & Wet Conditions on Job Sites

If you need to document rainfall or wet conditions on your job sites...

1. Go to a website such as the National Weather Service (www.nws.noaa.gov).
2. Enter your city and state or zip code where prompted.
3. Select the radar image you wish to save. (You must pick one that is not in motion.)
4. Right-click on the radar image and select "Save Picture As."
5. Give it a file name and save it to a location of your choice.
6. Go to **HeavyJob**.
7. On the appropriate date in the diary, select the "Image/Doc" box.
8. Click on the Attach Files button.
9. In "Copy from folder," click on  to select the location that contains the file you saved.
10. You will see a list of files within that folder.
11. From that list, double-click on the file name you gave the radar picture in step 3 to attach it to the diary.
12. Click Close when finished.



Viewing Schedules by Resource Type or Crew

In addition to seeing the schedules of your resources by location in the Planner, you can see all of your equipment and employees grouped together by Resource Type or by Crew. Change the "View By" option in the upper left corner to Resource Type or Crew.



Submitting Your Proposals

The improved Proposal Preparation in **HeavyBid/Express** allows you to send quotes more easily via email, spreadsheet, WinFax, or hard copy. Simply click on Print/Fax/Email to select the primes you wish to send quotes to, and then select the preferred method.

The HeavyJob tip "Documenting Rainfall & Wet Conditions on Job Sites" was submitted by Nick Clarke, Project Manager at Trucco Construction. If you have a tip you think would be useful for other customers, please send them to tips@hcss.com. If we publish your tip in a newsletter, we will send you a complimentary HCSS Jacket.



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