



HeavyNews

Estimating, Field Management, & Dispatching Software for Infrastructure Contractors

Get Ready for the 2006 Annual User's Group Meeting!

Join us at the InterContinental Hotel in Houston for the 2006 Annual User's Group Meeting February 9-11 or February 23-25. This is the perfect opportunity to learn about more advanced features, see plans for new enhancements, network with peers, and give feedback on HCSS products.



This meeting will benefit staff from all departments, including executives, chief estimators, junior estimators, project managers, dispatchers, and IT staff. 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 basic "how to's" but they also reflect recent updates.

Don't worry, it's not all work and no play! 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, test your luck at Sam Houston Race Park for live horse racing! Saturday night the annual

February 9-11, 2006
February 23-25, 2006
 Houston, TX

HCSS casino party returns one last time to the Old West. Drinks, appetizers and a steak dinner, followed by casino action with HCSS money, karaoke, and wild mechanical bull riding end the event with a bang!

To register, use the back page of your 2006 User's Group Meeting brochure or sign up online at www.hcss.com. Register early to receive multiple person and early bird discount rates.

The Dispatcher Now Fulfills "Needs"

The more companies we talk to about their dispatching operations, the more we are amazed at the potential for increased efficiencies. The latest substantial feature requested by our customers is the ability to put "needs" into the system, usually from a day to a couple of weeks in advance, and then provide a way to fill those needs.

When a foreman requests a dozer for next week, instead of entering it as a note in a notebook, the dispatcher now simply creates a "need" for a dozer in his job with the dates required and any notes associated with the request. When it is time to fill this need, the dispatcher simply right-clicks on the need and selects a specific dozer.

Currently the needs are entered on the screen, but in the near future they will also be able to be imported from *HeavyBid* or *HeavyJob*. The needs can be chosen from a selection list or simply entered free form. Later they can be filled with specific equipment, people, or entire crews.

The partial report shown at right is from the Magnet Board Report. It shows what resources are arriving, what resources are leaving, what resources remain, and needs that are unmet. This makes it crystal clear to foremen, superintendents, project managers, etc., exactly what is going to happen the next day. An enhancement coming soon will allow emailing or text-messaging this information to any computer or hand-held device.

With the new integration between *HeavyJob* and *The Dispatcher*, you can now get equipment utilization reports based on the reported hours from *HeavyJob* time cards. With real data from the field available to dispatchers, they

will make smarter decisions about allocating resources. Our goal is to use *HeavyJob* and *The Dispatcher* together to give you unprecedented control over your company's operations.

16-4729: Clay Job	24-1848: East Loop Job	20-5024: Eastex Job
UNMET NEEDS Demotion Date: 10/18/05 Tue at 08:00 AM (1) BH (1) LABORER (1) OPERATOR OPERATOR: HLEY,K L: GRDR: 8-111 DZR: 2-193 DRIVER: TRACE,J MECHANIC: VALDEZ,D	ARRIVING EXC: 4-100 10/17/05 Mon at 07:00 AM LABORER: GOTTLE,E,E 10/17/05 Mon at 07:00 AM LEAVING PWR: 14-020 RLR: 10-200 FOREMAN: SPADES OPERATOR: WARTHA,J OPERATOR: SAULP,F SUPER: YOUNG,G	UNMET NEEDS (2) DZR: 10/15/05 Sat at 08:00 AM FOREMAN: SILVER,M L: EXC: 4-111 L: TD: 13-285 L: DRIVER: HANNING,T L: OPERATOR: DRUMMEL,S FOREMAN: DOYLE,M L: DZR: 2-191 L: RLR: 10-400 L: LABORER: HEBERT,S L: OPERATOR: DRUGEN,J L: OPERATOR: CARNO,P
32-0428: Ellington Job	13-8873: Fresno Job	05-28HS: Hanbury Job
ARRIVING FOREMAN: SPADES,S 10/17/05 Mon at 07:00 AM PWR: 14-020 10/17/05 Mon at 07:00 AM RLR: 10-200 10/17/05 Mon at 07:00 AM OPERATOR: WARTHA,J 10/17/05 Mon at 07:00 AM OPERATOR: SAULP,F 10/17/05 Mon at 07:00 AM FOREMAN: ALFARO,D L: CRN: 7-100 L: CAMP: ARVEDSON,M L: LABORER: HORTON,J L: OPERATOR: SOWAN,M SUPER: JONES,G TD: 13-301 DRIVER: GATZEL,F LABORER: JONES,T	ARRIVING FOREMAN: HIND,J L: DZR: 8-111 L: SCR: 11-200 L: LABORER: SCHAEFER,P L: OPERATOR: BRUNSTED L: OPERATOR: ARNHEIM SUPER: CATOL LABORER: TURNER,L	LEAVING DZR: 04 DZR: 04 FOREMAN: LA,SLE,P L: BH: BH70 L: TD: 108 L: TRU: TRU L: DRIVER: TAYLOR,B L: LABORER: DAHMALT L: OPERATOR: PHILLIPS,C FOREMAN: ENERT,A L: DZR: 04 L: EXC: 8235 L: LSR: 1300 L: TRU: TRU2 L: LABORER: FISHER,M L: LABORER: HINDY,S

Quadruple Entry...Again

We were surprised that our Quadruple Entry story from the last newsletter really hit a nerve. We wrote the article when we realized how much redundant entry was happening. After the article, many contractors we spoke to started by saying that this couldn't be happening to them, but then realized that in fact it was when they started

counting every place that the same information was written down either manually or in a computer. Eliminating redundant entry and at the same time improving communication is one of the major benefits of *HeavyJob*. Call us for help if you need assistance in this area.

January 1st Price Increase

HCSS will be raising prices on all products January 1st, 2006. Most price increases are small, but two products, *HeavyJob/Manager* and *The Dispatcher*, have substantial increases. If you are considering purchasing any HCSS product in the near future, you might want to investigate the difference in price between purchasing it this year as opposed to next year.

Customer Profile: Ford Construction Company, Inc.



Ford Construction, located in Lodi, California, is a particularly innovative company that is using

all four of the integrated HCSS software products to improve their \$75 million a year operation.

Like many other HCSS customers, Ford's introduction to HCSS began with *HeavyBid*. In use since 1999, Ford uses *HeavyBid* to meet the unique demands of today's highly competitive heavy/highway bid process, finding that its flexibility works well in a wide range of environments. They are particularly adept at bid day closing, making adjustments to the bid up until literally the last minute. "Our guys know almost as much about *HeavyBid* as HCSS does," says Nick Jones, Operations Manager.

The Ford team knew that successful estimating without efficient field management would only take them so far, so they chose to implement *HeavyJob* to manage their projects. Nick's goal was to produce solid winning estimates and then effectively manage those jobs to maximize profits. Ford currently has 32 foremen entering their time

card information into *HeavyJob*. "I especially like the diary notes which I read for every foreman to quickly catch up on what is happening on all of our projects," said Nick. "The format of these notes gives us an efficient way for everyone to review particular issues that have occurred, thus saving us time, money, and overhead."

The Dispatcher is possibly the most welcomed product at Ford. Ford has gone from manually writing down moves in a book and using a whiteboard to tracking every move electronically with *The Dispatcher*. They are now able to quickly search for resources, view which jobs equipment was on previously, as well as print out a complete history of resource movement. Before using *The Dispatcher*, Ford suffered the cost of missing buckets, time wasted looking for equipment attachments and unnecessary rental expenses. With total control over their equipment, these situations are all but eliminated.

VT for Pipe is the most recent HCSS product introduced at Ford. Using both the voice and keyboard entry, the estimators at Ford are able to quickly and accurately handle any pipe takeoff. The detail on the reports allows them to give a structure

report directly to their sub contractors to bid. Not only have they received compliments on the reports, but they feel they receive a more accurate price because of the detail they provide. The level of detail, coupled with the speed of entry, allows going from pipe takeoff to estimating much faster and with greater confidence than with traditional takeoff methods.

"We're trying to achieve maximum operational efficiency to give us a competitive advantage," observed Nick. "HCSS software and their top-notch support are really helping us get there."

Ford Construction Company, Inc.

Founded: 1978

Type of Work: **Freeways, Dams, Landfills, Subdivisions, Large Underground & Heavy Grading Operations**

Location: **Lodi, CA**

Company Size: **\$75 Million**

of Jobs Bid Annually: **150**

of Projects Run Annually: **30**

Two HCSS Customers Win 2005 Vision Awards

Two HCSS customers - MCM Corp. of Miami, FL and Thelen Sand & Gravel, Inc. of Antioch, IL - have been honored with ConstrucTech Vision Awards for their innovative use of technology in construction. MCM received a "Gold" Award and Thelen Sand & Gravel received a "Silver" Award. Both companies were selected from the Heavy/Highway Division. This marks the second consecutive year an HCSS customer has received this honor, with M.J. Menefee Construction winning in 2004.

MCM was having difficulty keeping track of payroll and equipment hours because the data

was being entered twice - once in the field and again in the office into the accounting system. They solved this problem by implementing *HeavyJob* field management software. Now the field superintendents can enter time card and equipment hours into a hand-held device and submit it electronically to their main office.

Thelen recognized that the delay of available job information between multiple departments was inefficient. By installing *HeavyJob* on a Citrix server, production information is now readily available in the home office and accessible by field superintendents. Now errors that took weeks to trace are resolved quickly, discrepancies between the field and accounting are virtually eliminated, and crews remain busy working rather than explaining old details.

Winners were selected by an independent panel of judges. Entries were evaluated based on what each company was able to accomplish by implementing technology solutions to resolve a critical business issue within its organization.

Congratulations MCM Corp. and Thelen Sand & Gravel!



HCSS' Dan Pruitt and Mark Reeves pose with MCM's Jackie Munilla, Alexis Leal, and Jorge Munilla at the 2005 Vision Awards ceremony.

New HeavyJob Features & Integrations

Some of the new features that have already been shipped include:

- A new approval process so both the foreman and someone else can digitally approve a time card
- A new ability to set up templates that can be copied into the diary notes to make it easy to check things off or fill in the blanks
- Billing reports to AIA forms G702 and G703
- Negative numbers in red on reports
- A new cost code filter by work type so that, for example, an excavation foreman can filter to see only excavation cost codes
- Cost code sorts by either Biditem or Activity and a 2-level tree structure for either sort to make it easier and faster to find cost codes
- A new exception report to make it easier to spot payroll anomalies before sending time card data to payroll

The most exciting feature being worked on for the next release is a new "what if" capability. Currently foremen copy time cards to temporary time cards to play with resources and productions to see what that does to costs and then delete the temporary time card. The new "what if" feature has several advantages over the existing method:

1. It is saved, but not as a real time card.
2. It can be created for one day or multiple days at once.

(Continued on page 3)

My Boys and Dogs

by Mike Rydin, HCSS President

Dogs have been a significant part of my life since I was in college. In fact, I was probably a more than average self-centered college student until I ended up with a dog. Since I had worked since I was 12, I was already a responsible person, but being responsible for a dog that had feelings was a totally different experience. After the experience with the dog, I became a lot better dealing with humans also.

- The dog always likes them even when they think their parents don't
- They learn not to be afraid of dogs
- They learn how to handle other dogs they encounter

Our dogs are house dogs and have become part of our family. It is my belief that it has been a very positive experience for my boys.

Consequently, I wanted my boys to grow up with dogs because I thought it would be beneficial. Even if they are not actually responsible for a dog, I see the following benefits:

- When playing, they are thinking of someone other than themselves
- They always have someone to be affectionate with (good for teens)
- They always have a friend
- They learn to be nice and not hurt the dog



John and Eric with "Moose"



Mike and Eric (now 17) celebrate "Boxer's" 2nd birthday

(New HeavyJob Features from page 2)

3. It shows costs so that various scenarios can be objectively evaluated.
4. It can be sent electronically to supervisors as a justification for a change in the work plan.
5. It can be sent electronically to *The Dispatcher* as a request for the next day's (or week's) resources.
6. It can be used to create the next day's time card.

The time card integration process is also being improved. Currently resources can come from *The Dispatcher* to *HeavyJob/Manager* and then down to the various *HeavyJob/Field* systems to create a time card. In the next release, it will be possible to load a new time card directly from *The Dispatcher* without using the *HeavyJob/Manager* system as a go-between. The goal is a direct interface between your dispatcher and your foremen to improve efficiency.

19 Employees Attend 2005 World Series



40 HCSS employees attended the Houston Astros playoffs, and 19 attended the World Series, allowing every employee the opportunity to participate in the post-season excitement. As you probably know from watching TV, Minute Maid Park is loud and exciting for Astros fans. You can probably assume that any HCSS employee you talk to has been to the playoffs, and for most, this was an incredibly memorable event. Shown: Shayne, Peter, Sifa, Cisco, and Brad.

Bid News

(HeavyBid Customers Noted in Green)

Florida

Milling and Resurfacing on SR 46

P & S Paving, Inc.	\$624,632.51
APAC-Southeast, Inc.	\$754,381.47
The Middlesex Corp.	\$788,784.40
Ranger Construction	\$959,462.54

All are HCSS customers!

Georgia

Milling, Inlay, Shoulder Widening and Plant Mix Resurfacing on SR 70

E.R. Snell Contractor, Inc.	\$5,364,372.28
C.W. Matthews Contracting Co., Inc.	\$5,503,151.88
APAC-Southeast, Inc.	\$6,084,762.49
Stewart Bros., Inc. & Affiliate.	\$8,235,050.80

New Jersey

Morrisville Train Storage Yard (Phase 2)

Slattery Skanska, Inc.	\$97,877,000.00
Prismatic Development Corp.	\$102,522,430.00
Conti Enterprises, Inc.	\$102,728,501.00
George Harms Const. Co., Inc.	\$104,323,652.00
Granite Halmar Construction Co.	\$113,480,000.00
Perini Corporation	\$113,725,750.00

Ohio

USR 23

Shelly & Sands, Inc.	\$3,948,689.56
Double Z Construction Co., LLC	\$4,100,166.18
Complete General Construction Co.	\$4,128,030.83
The Ruhlin Company, Inc.	\$4,181,377.93
Beadir Construction Company.	\$4,217,284.35
Ahern & Associates, Inc.	\$4,222,700.63
DGM, Inc.	\$4,589,660.99

Oklahoma

Grade, Drain, Surface, & Signals Urban City Street

Becco Contractors, Inc.	\$2,642,371.60
Horizon Construction Company, Inc.	\$2,973,973.73
APAC-Oklahoma, Inc.	\$3,351,199.16
Sherwood Construction Co., Inc.	\$3,763,106.70

Texas

IH 45 - South of Nasa Rd 1

W.W. Webber, Inc.	\$54,459,255.69
Zachry Construction Corp.	\$55,319,428.44
J.D. Abrams, L.P.	\$55,580,413.17
Austin Bridge & Road, L.P.	\$56,636,041.55
McCarthy Building Companies, Inc.	\$57,614,552.40
Balfour Beatty Construction, Inc.	\$57,862,364.12
Williams Brothers Const. Co., Inc.	\$61,835,813.43

HeavyBid Yearly Updates

The last *HeavyBid* update will be in November, and then we start the substantial year-end changes (which require database changes) outlined in the 2005 Spring Newsletter. As in recent years, customers at the User's Group Meetings in February will have a parallel version of *HeavyBid* (and *HeavyJob*) loaded on their computer to use in the classes to test and comment on before the final updates in April.

User Tips

HeavyBid®

Copying Data to Excel®, Word®, etc.

You can now manually select and copy individual cells, columns, or rows of data from any grid (or table) in *HeavyBid* (September update) to the Windows clipboard.

In any grid in *HeavyBid*, highlight the rows and columns that you want to copy by holding down the left mouse button while dragging the mouse. A menu will pop-up giving you the options to "Copy Selected Cells to Clipboard," "Copy Selected Rows to Clipboard," or "Copy Selected Columns to Clipboard." After selecting an

option, open the program or document you want to paste the information into and choose Edit > Paste.

Quickly Review Costs on Bid Day

Do you ever want to review the activities and costs associated with a biditem when you are looking at its price? A lightning-quick way to do this is to right-click on the biditem in the Pricing screen and click "View Item in Entry Screen." This will open up your entry screen of choice and immediately display the correct item, saving you valuable clicking time.

Backing Up - Yet Again

Once again it is time to remind you that you cannot count on your once-a-day IT backup for important estimates that are currently being heavily worked on. Chances of a computer failure are small, but not close enough to zero to completely ignore.

Simply back up your critical network estimate to your local C drive or a USB key every hour or after a new round of changes. Your stand-alone computer should be backed up to a USB key. The backup should take less than a minute, and if it takes longer, give us a call. Users on a network DO NOT HAVE TO BE OUT OF THE ESTIMATE to make an HCSS backup.

If you have a tip that would be useful for other customers, please send it to tips@hcss.com.

HeavyJob®

Run Resource-Consuming Processes During "Off" Times

Use the Batch & Scheduled Processes (Utilities menu) in *HeavyJob/Manager* to schedule and run processes during times when no one is working in the system. For example, Import Transactions and/or Consolidate Jobs could be set up to run overnight so they're completed before the first user arrives in the morning.

The Dispatcher®

Schedule a Dispatch from Master Lists

You can right-click directly from the equipment and employee master lists to quickly perform a manual or scheduled dispatch. From the location master list you can right-click and select "Locate on Map" to jump directly to that location in the Locator View.

Map Navigation Using the Keyboard

You can use the keyboard to quickly navigate the map in the Locator View. First, click on the map to make it active. Then, use the arrow keys to scroll left, right, up and down. Use the + (plus) and - (minus) keys to quickly zoom in and out, respectively.



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