



Texas News

Customer Profile: Reece Albert, Inc.



Reece Albert Construction, located in San Angelo, Texas, has been a *HeavyBid* customer since 2004. They initiated a switch from their previous estimating software to *HeavyBid* primarily because *HeavyBid* is more compatible with the accounting software they use.

The compatibility with Reece Albert's accounting software was not the sole reason for the switch to *HeavyBid*. Mike Schmidt, Chief Estimator at Reece Albert adds, "It appears that *HeavyBid* has many time-saving features that will help our estimating team keep up with the increasing demands of the construction industry." The transition to *HeavyBid* was particularly challenging because the estimators at Reece Albert already felt comfortable using their previous estimating software. The benefits of *HeavyBid* had to outweigh the cost of the software purchase and training that was necessary to get the estimators up and running on *HeavyBid*. Overall, Mike has been pleased with the conversion. "The less complicated and easier to use software is, the

more time it frees up to concentrate on producing a quality product." Furthermore, Mike stated that the transition to *HeavyBid* has increased efficiency in other areas of the company beyond the estimating department.

The success of the *HeavyBid* conversion lies in the numbers. Reece Albert used *HeavyBid* solely for the first time at the August bid letting in Austin, TX. They won six of eight jobs bid totaling approximately \$22 million. The jobs ranged from \$1.9 to \$5.6 million. The six jobs are all located in West Texas, and the work will include total reconstruction of urban highways, resurfacing roadways, and new bridge construction. Congratulations Reece Albert!

Reece Albert, Inc.

Founded: 1942
Type of Work: *Highway, DOT Work, Utilities, Airport Runways, Commercial Development, Subdivisions*
Company Size: \$70 million
Number of Jobs Bid Annually: 200+
Location: San Angelo, TX

HCSS Exhibits at Texas AGC Show

Close to three thousand heavy, highway, utility, industrial and general contractors attended the Texas AGC show held October 5-6 at the Austin Convention Center in Austin, Texas.

"This event always has a homecoming atmosphere because we know so many of the contractors who attend," said Mark Reeves, HCSS Regional Sales Manager and one of our on-site representatives at the HCSS booth. Mark also commented on how nice it is to put faces with voices. "We spend lots of time on the phone with our clients but we don't always have the luxury of meeting them face to face, so it's always fun to finally be able to put a face with the voice," he said.



HCSS also showed its support for local education by donating a *HeavyBid* and a *HeavyJob* system to the Live Auction held on October 6th. Proceeds from the auction promote vocational education in public schools and also maintain the Texas AGC scholarship program. Last year's auction totaled more than \$120,000.00.

HCSS is proud to be a Texas company and we will continue to support the Texas AGC. Thanks to all of you who took the time to come by and see us at Booth #19. If you missed us at this year's show or would like more information about HCSS products or our dedicated team of support professionals, please give us a call at (800) 683-3196.



If you have any questions about how to use software to improve productivity in your business, contact Mark Reeves, your Software Consultant for Texas at MarkR@hcss.com or 800-683-3196.

Texas Bid News

(HeavyBid Customers Noted in Green)

I-20 Frontage Rd Excavating, Paving, & Striping

Reece Albert, Inc.	\$2,213,752.19
Price Construction, Ltd.	\$2,443,079.50
Jones Bros. Dirt & Paving Contr., Inc.	\$2,532,252.50

IH-635 Full Depth Concrete Structure Repair

Ed Bell Construction Co.	\$219,000.00
Jet Concrete, Inc.	\$221,190.00
J. L. Steel, L.P.	\$228,579.00
Silver Creek Construction, Inc.	\$337,285.00

Phase I of New Location Hwy - LP 49

Longview Bridge & Road, Ltd. . .	\$15,044,236.68
Reynolds & Kay, Ltd.	\$15,834,797.76
Young Contractors, Inc.	\$17,425,127.90
A. L. Helmcamp, Inc.	\$17,538,491.97
C. Watts & Sons Const., Inc.. . . .	\$17,605,162.26

FM 1132 Widening of a Non-Freeway Facility

Allco, Inc.	\$2,292,350.00
APAC-Texas, Inc.	\$2,522,856.59
A. L. Helmcamp, Inc.	\$2,538,310.36
Widgeon Construction	\$2,758,722.23

US 79 Upgrade to 4-Lane Divided Section

Joe Bland Construction, L.P.	\$9,351,882.68
R. G. M. Constructors	\$9,421,986.44
Capital Excavation Company	\$9,542,026.43
Austin Bridge & Road, L.P.	\$9,906,484.12
James Construction Grp, L.L.C. . .	\$11,199,407.14

US 175 - Grading, Structures, & Surfacing

Garey Construction, Ltd.	\$21,330,337.59
T.J. Lambrecht Const., Inc.	\$21,450,476.90
Austin Bridge & Road, L.P.	\$22,459,242.25
A. L. Helmcamp, Inc.	\$23,147,858.71
Young Contractors, Inc.	\$23,584,092.67
Longview Bridge & Road, Ltd. . .	\$24,607,075.54

Employee Corner: **Suhail Khaliq, Assistant Technical Support Manager**

Suhail began working at HCSS in July 2002 as a Tech Support Analyst and was recently promoted to Assistant Tech Support Manager. A graduate of the University of Texas in 2001, Suhail has experience with a variety of computer hardware and software applications, including programming in Fortran and C++.



In addition to taking support calls, Suhail teaches *HeavyBid* training classes and assists customers with *HeavyJob* implementation. What Suhail likes best about working at HCSS is the casual environment. "We maintain a relaxed, yet professional relationship with our customers, and we are encouraged to have fun around the office," remarks Suhail.

Although he was born in Chicago, Suhail has lived in Houston since 1981. He has traveled extensively to countries around the world. His most recent trip was to India. He also speaks five languages - English, Urdu, Hindi, Arabic and Punjabi. This was helpful on one particularly difficult support call when English was not the customer's first language - Suhail simply slipped into Urdu and was able to fix the problem!

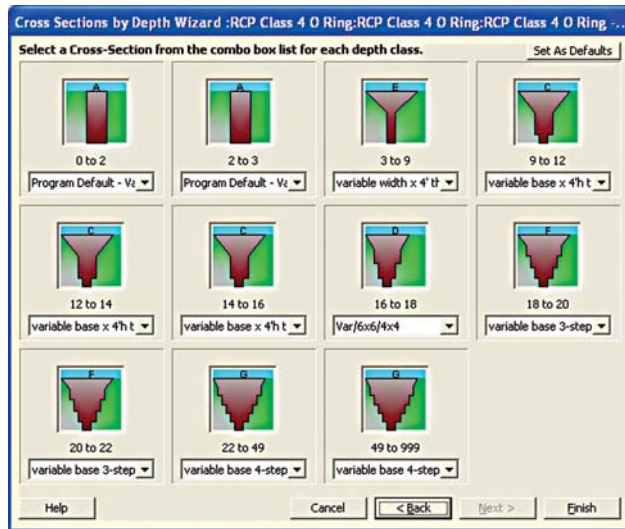


Suhail is involved in nearly all HCSS sponsored activities. He plays on the soccer and softball teams and participates in many of the 5K runs. One of Suhail's favorite hobbies is skydiving. As a matter of fact, he has encouraged several HCSS employees to join him.

VT for Pipe: *Save Time...Be Accurate*

Time. In this industry it just seems to evaporate. We always need more of it, but it never seems to be there. Anything we can do to save time is usually a good thing. For utility contractors, *VT for Pipe* does just that...saves time.

There are several things in the *VT for Pipe* arsenal that can help save significant time, and one of them is the trench profile tool. This allows you to set up standards that can be used to instantly calculate excavation, backfill and bedding quantities, regardless of the depth and type of cut. (See illustration.)



These standards can be setup for different types of ground materials, pipe, depths, and cut. As your depths change, so do the trench profiles –

automatically. The ability to change these standards at any time gives you the power to change your takeoff without having to do it all over again.



HCSS was a sponsor of the Huntington's Disease Society 5K at the Fluor Daniel Facility in Sugar Land, TX on September 10, 2005 and had the largest corporate team!

At our February User's Group meeting we will feature two classroom sessions showcasing *VT for Pipe*. One class will provide a brief overview of the product and its capabilities while the second class, whether you own it or not, is a hands-on workshop that will give you a chance to try out the software to really see how the time saving features can work for you.

Seeking Estimator or Project Manager for Implementation Specialist

Do you know an experienced construction professional who has retired or is looking for a change? HCSS is seeking an Implementation Specialist to travel to all parts of the country to help our customers use HCSS products to improve their business. Expertise in estimating and project management is required as well as several years experience on either *HeavyBid* or *HeavyJob*, preferably both.

Other requirements include:

- At least 5 years of estimating experience in infrastructure construction
- The ability to understand how customer procedures currently work
- The ability to understand what the customer wants to achieve
- A good understanding of business
- The ability to teach

Visit www.hcss.com/jobs for more details.