



Come to One of Our **Helpinars**

What's a Helpinar? An event that's all about helping you. Come work with our unbelievable Support and Implementation staff to strengthen your knowledge of HCSS software, learn more about products you may not currently have, and get answers to your tough questions. Simply put, the goal of our helpinar is to help you. No salesmen. No pressure. No strings attached!

- Dec. 11 - Milwaukee, WI
- Dec. 12 - Chicago, IL
- Dec. 13 - Indianapolis, IN

For more information and to register, visit

www.helpinar.com

Help us Support Charity

Don't forget to register for the Texas Independence Relay held in March. Remember, HCSS will donate \$1,000 to the Huntington's Disease Foundation for the first 100 construction teams that enter. And, if your construction team can beat HCSS, we will donate \$1,000 in your name to the charity of your choice. Read more at www.hcss.com/challenge.

Looking for employees?

Be sure to post your open positions on the careers page of www.hcss.com. Follow the email link at the top of the page to have your listing posted.

Join Over 1,000 Industry Peers for our 2008 User's Group Meetings

InterContinental Hotel, Houston, Texas
Feb. 7-9 or Feb. 21-23

It's that time of year again to start planning for the annual HCSS User's Group Meetings. This is the perfect opportunity to learn about new features and new products and a great chance to have your voice heard. The meeting will cover a wide variety of subjects and will benefit your entire organization, including estimators, project managers, dispatchers, executives, IT and accounting. The classes will not only include the "how tos," but also features, best practices and class discussions.

The executive series is back! Mike Murray and Gene Duckro, who were a huge hit in 2007, repeat their classes on leadership and change management. Joining them this year will be Brad Hams. His company, Ownership Thinking, has helped hundreds of companies to diminish the entitlement mentality that is so pervasive in our country and to replace it with a culture of employees who think and act like owners.

New this year is our Thursday Kick Off and lunch, featuring Gene Duckro as our keynote speaker. Also new is the spouse program. For one price, we've arranged a Thursday lunch and workshop by Suzie Wilson, an inspiring and entertaining image coach, and a Houston city



tour on Friday, which includes lunch and tickets to the Houston Museum of Natural Science. The price also includes daily breakfast, the Thursday night welcome reception, Friday happy hour, and dinner and entertainment Saturday night.

As with User's Group Meetings in the past, we have lots of entertainment. Thursday evening we will have a welcome reception that provides networking opportunities for guests and HCSS staff. Friday night, you will have the opportunity to sit down with programmers and support staff with their laptops to drill down into your issues. Saturday night following an All-Star dinner, support your favorite team and compete against other companies in our sporting games, or try your luck at our casino tables.

To register for this exciting and information-rich opportunity, visit www.hcss.com or use the back page of the event brochure. Register early to get special rates!

HCSS Wins Gold...Again!

For the second consecutive year, HCSS *HeavyBid* has won the Gold Medal in the Software category of the *Roads and Bridges Contractor's Choice Awards*. Contractors from around the country voted on their favorite products and equipment in a ballot that was distributed earlier this year.

"We are excited to be recognized again by our customers in an award as prestigious as this," said HCSS Chief Operating Officer Steve McGough. "It's an honor to receive the top award when we are competing with all software vendors our customers use."



HCSS COO Steve McGough accepted the Gold Medal for the *Roads and Bridges Contractor's Choice Awards* at the ARTBA national convention in October.

Price Increase January 1st

Effective January 1, prices on all HCSS software will be going up. If you have been considering purchasing HCSS software in the near future, take advantage of this opportunity to save some money.

Don't Chance It..

All computers have the possibility of failure—a fact that we hate to consider, but a fact nonetheless.

We all know that we are supposed to backup our data. But, how many of us actually do? Or, how many of us test that our system is actually working?

We recently had a customer share their story of misfortune and pain after they lost eight years of data when their hard disk crashed. The problem wasn't that they were not backing up their data; but, unknown to them, their backup system wasn't working.

We would like to encourage all of you to review your backup process. The only way to know if your backup tapes—or

(Cont. on page 3, Chance)

Do You Know Where Your Fuel is Going?

HCSS is proud to announce that our new fuel application has entered beta testing. This product offers an industry-first solution for managing fuel transactions across your entire fleet of equipment, not just the expensive ones with sophisticated monitoring devices. Comprised of a manager component for your office staff and handhelds for your mobile employees, the application provides many benefits across the organization.

Using two-way integration with *The Dispatcher*, you can update equipment and locations for the fueler before he heads out each morning. This information is sent to his Pocket PC, which gives him a detailed route of all equipment that needs servicing that day. With concise entry screens and large, bright

buttons, your fueler can service equipment while capturing vital data, such as current meter readings and fuel dispensed. All entries are validated while your fueler types, ensuring only reliable data makes it into the system. Missing or broken equipment can also be flagged, so you can quickly tell when equipment is not where it is supposed to be. When your fueler returns for the day, updated locations and meter readings can be sent back to *The Dispatcher*, alerting you to upcoming maintenance. Transactions can easily be exported to your accounting system, allowing you to cost fuel expenses to each piece of equipment without any intervention from your accounting staff.

(Cont. on page 3, Fuel)

HCSS Customers Sweep the Heavy Highway Category of the 2007 Constructech Vision Awards

HCSS customers Ford Construction Company, Inc. (FCCI) of Lodi, CA, O.C. Jones & Sons, Inc., of Berkeley, CA, and Miller Brothers, Inc. (MBC Holdings) of Archbold, OH, have been honored with Constructech Vision Awards for their innovative use of technology.

For the first time, HCSS customers took home the trifecta in the Heavy/Highway/GC category, and HCSS received the Technology Enabler Award for each company. Each company uses HCSS products and was judged on how their processes and competitiveness have been improved with the use of these technologies.

Ford Construction Co., Inc. - Gold

By combining Trimble GPS technology with *The Dispatcher* resource management software from HCSS, Ford Construction Co. has gained confidence and a competitive advantage in the mass grading sector of heavy civil construction. Information gathered by GPS, such as location of the equipment, speed the equipment is traveling, cycle time, down or idle time, and startup and shutdown time, is linked to *The Dispatcher* where it is used to update meter readings, calculate equipment utilization, and generate organized, easy to read reports. It can also protect against theft, notifying management if equipment is being moved from

predetermined areas or being operated after working hours. Ford also uses *HeavyBid* and *HeavyJob*.

O.C. Jones & Sons, Inc. - Silver

By integrating all three HCSS products, *HeavyBid*, *HeavyJob* and *The Dispatcher*, O.C. Jones has the ability to share important information throughout the company, both in their main offices and remote sites. In doing so, they have realized savings in both money and time when collecting dispatch and payroll information; reduced time card errors and the time and effort spent correcting them; gained immediate feedback on job costs and the ability to react more quickly to this information; and gained a better method of building their historical database for use on future estimates.

Miller Brothers Construction, Inc. - Bronze

After implementing *HeavyJob* field management software, Miller Bros. no longer faces the issue of missing out on information vital to project managers in evaluating job performance. They are now able to get information quickly and accurately from the field, which allows them to make changes to the job if it is not proceeding as planned. Implementation of *HeavyJob*, along with *HeavyBid* and *The Dispatcher*, has helped them meet their commitment of achieving



Pictured L to R: Vincent Kwan with OC Jones, Dave Coveney, Jr. and Nick Jones with Ford Construction, Ben Polasek with Miller Bros., and Mark Reeves with HCSS.

the best results on every project.

"We are extremely proud of our customers and the fact they swept the Heavy/Highway Division," said Mike Rydin, HCSS President. "It is such an honor to be part of their successes, and we look forward to continuing our growth with each company."

This marks the fourth consecutive year HCSS customers have received this award based on their use of HCSS products. Glen O. Hawbaker and Champion Site Prep won in 2006; MCM Corp. and Thelen Sand & Gravel in 2005; and M.J. Menefee Construction won in 2004.

The Constructech Vision Awards honor companies that have realized the advantages of applying innovative technologies to their everyday businesses as well as the technology enablers that helped them achieve their goal.

Nominations for 2008 are now being accepted. If you are interested, please email amy.pyle@hcss.com or visit www.specialtypub.com/constructech/vision.



Congratulations to Carson Construction!

Carson Construction of Phoenix, AZ, recently purchased *HeavyBid*. The first job they bid after purchasing *HeavyBid* was a \$7.5 million job in which they were the lowest bidder. Way to go!

Raising Daughters: One Dad's Approach to Dating

Over the years I have enjoyed receiving and reading the HCSS newsletter, specifically the User Tips and Mike's articles about raising his two sons. At last year's User's Group Meeting, I volunteered, jokingly at the time, to write an article on raising three girls. Little did I know that several months later Sophie would actually put me to the test and asked me to write an article on raising my three daughters—Stephanie, 20; Lauren, 18; and Nicole, 13.

For this article, I will describe to you how I have protected my daughters from dating undesirable young men. By undesirable, let's say young men like me when I was 16. These have all been tried and have been found to be very successful.

1. At about dating age for your daughter, 16 in our case, change the recording on your phone to, "Hello, you have reached the Cianciarulo residence. If you are calling for Paul or Michelle please leave a message. If you are calling for one of my daughters and you are a young man, please leave your phone number and I will personally get back to you. Thank you for calling."
2. Has my daughter told you I have several guns and am very good with all of them?
3. My favorite and most effective —whenever I meet a new young man that one of my daughters has decided to ask to our home, I look him in the eye and give him a firm handshake. I then state, "____ (insert young man's name), could you stay here for a second? I need to get something." I then retrieve the trusty Polaroid I use for taking job site photos, and ask the young man to stand for a picture. The guys always stand right up and allow me to take the photo. After the photo begins to appear, the young man's curiosity always seem to get to him. It usually goes like this: "Mr. Cianciarulo, why did you take my photo?" My response: "If you do something that I believe is harmful to my daughter, I have your photo and I will find you wherever you may run." Many leave at this point but the ones who stick around have been good guys.

The above are all true—you may ask my daughters. And, yes, they still love me.

Perspective



Paul Cianciarulo
Pavex Construction

Has my daughter told you I have several guns and am very good with all of them?

Chance *(Cont. from page 2)*

whatever system you use—are doing their job is to test them. Restore the data monthly to a test area and make sure it is readable and accessible. If you don't have a backup process, we encourage you to put one in place immediately.

Many companies overlook the importance of data backups until it's too late. Don't assume that someone else is worrying about your data. Take initiative to make sure your system is working. Also, use the backup features built into *HeavyBid* to keep a local copy of important information, such as codebooks, on your local hard drive.

Don't leave your data to chance!

Fuel *(Cont. from page 2)*

All of this data is also easily accessible on many of the program's built-in reports. You can view fuel transactions and costs by job or by equipment. You can quickly see which equipment has above average fuel consumption and investigate why that is so. Your IT staff will also love our SQL database option, which when paired with our upcoming "Executive Dashboard" product will give you infinite ways to view fuel history across your fleet.

If you are interested in beta testing the new fuel application, please contact Natraj at natraj.kaushik@hcss.com, or call us at 713-270-4000.

Bid News

(HeavyBid Customers Noted in Green)

HAWAII

M2/M3 Subdivision, Koloa, Kauai, Hawaii

Jennings Pacific, LLC	\$4,111,921.00
Goodfellow Bros. Construction.	\$4,118,746.00
Delta Construction	\$4,751,087.00
Earthworks Pacific	\$4,887,421.00
P. Kiewit & Sons	\$5,382,919.00

Three of five bidders are HCSS customers!

ILLINOIS

Construction of a new interchange on I-57/64 with Veteran's Memorial Drive in Mt. Vernon and reconstruction of two local intersections and an auxiliary lane on the interstate between the Veteran's and IL Route 15 interchange.

E.T. Simonds Construction Co.	\$15,590,016.92
Guinzy Construction, Inc.	\$15,847,056.59
Southern Illinois Asphalt Co.	\$17,523,231.58

East Side Sanitary Trunk Sewer Contract 2, City of Morris

Steve Spiess Construction.	\$6,420,030.57
D Construction	\$6,622,449.79
Brandt Builders.	\$6,803,714.12
Kenny Construction	\$7,528,387.00
Knowles Construction	\$8,036,698.95
T.J. Lambrecht Construction	\$9,330,140.50

Four of six bidders are HCSS customers!

OHIO

IR-75-13.11 in Montgomery County

Kokosing Construction Co. Inc.	\$121,873,846.96
Walsh Construction Co./Shelly and.	\$121,961,139.80
John R. Jurgensen Company.	\$132,447,838.20

All bidders are HCSS customers!

NEBRASKA

US-275, South Omaha Bridge, Iowa Bridge Approach

Commercial Construction, Inc.	\$13,204,975.78
Hawkins Construction Co.	\$13,227,398.42
United Contractors, Inc.	\$13,825,296.54
Cramer and Associates	\$13,926,364.61
Chas. Vrana & Son Const. Co.	\$16,222,622.88

Two of five bidders are HCSS customers!

LOUISIANA

Highway 165 Columbia to Riverton Park Road in Caldwell Parish

D&J Construction Co. Inc.	\$1,289,832.59
Diamond B Construction Co. LLC	\$1,299,662.70
Gilchrist Construction Co. LLC	\$1,416,912.69

All bidders are HCSS customers!

Would you like to see your company featured? If you have bid results you'd like to share, send them to bidresults@hcss.com.


User Tips

HeavyBid® Estimate it.

Find and Correct Potential Problems in an Estimate

Simply go to **Query menu > Estimate** to quickly review a detailed analysis of the estimate that helps you find and correct possible problems or mistakes. Reviewing these screens prior to the bid or other important events is very important. Over 60 checks are performed at the Estimate, Biditem, Activity and Resource levels. Review each tab to see the results for that level of analysis. Items on the **Estimate Totals** tab show how the estimate as a whole is doing. Entries on each of the other tabs show a more detailed analysis of the estimate at that level.

Reorder your Activities in the Estimate Entry

Quickly and easily reorder your Activities in the Estimate Entry - Tree View of **HeavyBid** by simply right-clicking on an activity and selecting **Add/Sort Activities**. You can select Activities and then use the up and down arrows under **Change display order**: to reorder them. This feature is also accessible in the Single View by clicking the  button in the Activity field or in the Spreadsheet View by right-clicking the Activity and selecting **Lookup/Select**.

HeavyJob® Manage it.

Do You Have Reports You Use Daily?

NEW IN 2007! You can easily create a short list of your favorite or most often used reports by going to **Reports menu > My Reports**. This option saves you time by not having to go through the long list of different reports. Now you only see your favorite reports.

Who Made That Change?

If you right-click on an entry within **Setup menu > Cost Code, Labor/Pay Classes, or Material-Sub-Expense Transactions** and select **Display Changed Date**, you can see the last change as well as who made it.

When Did I Get That Time Card?

Have you ever wondered how to check when the last Time Card from a specific foreman was received on your Manager system? All you have to do is go to the **Exchange menu > Manage Remote Sites**. This screen allows you to view the last Time Card received and also allows you to insert a site name that will help you better identify your foremen in the field.

We're always available to YOU!

Never be frustrated. If you have questions about these or any other tips, our customer support team is here to help you instantly, 24/7.

The Dispatcher® Supply it.

Take Shortcuts When Entering Daily Location Notes

The Daily Location Notes can contain up to six user-defined checkboxes. Use these checkboxes to store common notes, such as "Flagger Needed," and then simply check them off for the locations they apply to. To set up these checkboxes, go to **Tools menu > System Preferences > Miscellaneous** tab.

What Will My Magnet Board Look Like Tomorrow?

The Magnet Board now provides a view of your locations for any date—past, present, or future. Simply select the **Snapshot** checkbox on the Magnet Board toolbar and a date that you wish to view.

Color-Code Linked Items

In the Magnet Board view, you can make each group of linked items (such as crews) automatically display in the same magnet color. The parent item determines the color of each group. Simply go to the **Tools menu > User Preferences**. On the Magnet Board tab, select the checkbox for **Magnets should take on the color of items they are linked to**.

Discovered a shortcut that could be useful for others? We want to know! Please drop us a line at tips@hcss.com.



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