



HeavyNews

Estimating & Field Management Software for Infrastructure Contractors

HCSS Announces New *11th Hour Bid Day* Product

Last year while programmers and tech support people were visiting with customers at bid lettings, they came back and pointed out to us that customers were only using the quote system, bid pricing screen, and bid reports on bid day. They said the customers they saw rarely worked on the estimate the last day of the bid.

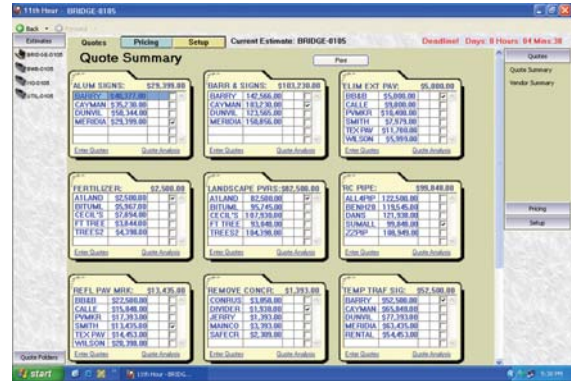
From this we thought it would be a good idea to create a new product whose only function was to collect quotes and close out the bid on bid day. We reasoned that if we started from scratch and designed a very specialized program for bid day without worrying about all of the rest of the detail in preparing an estimate, that we could make a really fast and efficient program.

In the last newsletter we indicated that this new product was like a 600 horsepower race car. And to carry the analogy further, this bid day product is not a sedan or an SUV, but only a race car. The early versions of this product will be for spreadsheet users, and later versions will accommodate HCSS customers and users of other database systems. The design is that at a certain point in time, the cost estimate is exported over to this new bid day program at the biditem level, and items to be quoted

on are setup. The system knows the costs and bid total at this point in time, and as quotes are taken and new sub/suppliers selected, net adjustments are made to the costs and bid at the biditem level.

A spreadsheet user having his biditems categorized into subcontractor classes such as Landscaping, Electrical, etc., will find that the entire system is automatically setup from the initial import and that he is ready to take quotes in about a minute. If he doesn't have that information in his spreadsheet, it will still take less than 5 minutes after importing his spreadsheet to be ready for quotes. HCSS customers who set everything up in the Quote System will instantly be ready to go.

Shown is the main screen with jobs going down the left side and quote folders shown on the screen. When someone brings you a new quote, you click on the appropriate job, look for the quote folder, and double click on the vendor to enter his prices. To select a different vendor, simply click on the



checkbox field to select a different vendor and the bid prices are updated automatically. Clicking the Pricing tab at the top of the screen brings up the pricing screen similar to the current *HeavyBid* screen for closing out the bid.

Eventually all of the bid output, reports, electronic bids, etc. that are currently available in *HeavyBid* will be in this new product. We will be demonstrating this product at the User's Group Meetings and the first version will be available at ConExpo in March.

New Advanced Equipment Setup for *HeavyBid 2005*

One of the many new enhancements currently being programmed for *HeavyBid 2005* is a consolidation of our 3 alternate equipment rent calculations into one easy-to-use screen. With these calculations you can determine the appropriate rent to charge for each and every piece of equipment you use - no matter how complex the situation - and still add the necessary operating expenses for the amount of time the equipment is used.

All of these advanced techniques compute a total ownership cost and divide by the hours used to

give a cost per hour. In the screen shown, the "Use" checkbox tells which calculation to use. The first two are simple:

- (1) Purchase - Salvage / Hours Used, and
- (2) MonthlyCost * Months Needed / Hours Used

The third, Equipment "Biditem" feature, allows you infinite flexibility to cost out a piece of equipment and get the ownership cost back to where the equipment is used. For example, you could have a crane that is rented by the month, shipped on 20 railroad cars, assembled in 6 days, and yet it ends up in the estimate where used with an hourly rent.

For more information on this powerful *HeavyBid* feature consider attending the "Advanced Equipment Setup & Adjustment" class at this year's February User's Group Meetings.

Alternate Rent Calculation											
Equipment	Hours Used	Use	Purchase/Salvage		Rent/Time Method		Equip "Biditem"		Equip. Biditem	Total	New Rent
			Purchase	Salvage	Use	Monthly Cost	# of Months	Use			
9A-185	224	<input checked="" type="checkbox"/>	6,000	1,000	<input type="checkbox"/>	0.0000	0.0000	<input type="checkbox"/>		7,000.000	31,250
9A-99	304	<input type="checkbox"/>	0	0	<input checked="" type="checkbox"/>	6,000.0000	2.0000	<input type="checkbox"/>		12,000.000	39,474
88C-02	152	<input type="checkbox"/>	0	0	<input type="checkbox"/>	16,000.0000	1.0000	<input type="checkbox"/>		15,048.000	99,000
88K-01	712	<input type="checkbox"/>	11,000	3,500	<input type="checkbox"/>	2,250.0000	5.0000	<input type="checkbox"/>		74,760.000	105,000
8CRANE018	64.19	<input type="checkbox"/>	0	0	<input type="checkbox"/>	0.0000	0.0000	<input type="checkbox"/>	800100	6,904.140	106,000
8CRANE100	16269.19	<input type="checkbox"/>	0	0	<input type="checkbox"/>	0.0000	0.0000	<input checked="" type="checkbox"/>	800300	3,741,913.700	230,000
96A-15	52	<input type="checkbox"/>	0	0	<input checked="" type="checkbox"/>	4,200.0000	1.0000	<input type="checkbox"/>		4,200.000	80,769
98B-01	80	<input type="checkbox"/>	0	0	<input type="checkbox"/>	5,500.0000	1.0000	<input type="checkbox"/>		5,120.000	64,000
8PILE HAM	36722.11	<input type="checkbox"/>	0	0	<input type="checkbox"/>	0.0000	0.0000	<input type="checkbox"/>		5,141,095.400	140,000
8RC-01	276	<input checked="" type="checkbox"/>	17,000	4,000	<input type="checkbox"/>	0.0000	0.0000	<input type="checkbox"/>		13,000.000	47,101
8RC-02	277.33	<input type="checkbox"/>	0	0	<input checked="" type="checkbox"/>	5,000.0000	2.0000	<input type="checkbox"/>		10,000.000	36,058
85M-06	712	<input type="checkbox"/>	0	0	<input type="checkbox"/>	0.0000	0.0000	<input type="checkbox"/>	800200	113,920.000	160,000

2005 HCSS User's Group Meetings

Feb. 3-5, 2005 & Feb. 17-19, 2005
Houston, TX

Time is running out to sign-up for the 2005 HCSS User's Group Meetings in Houston. Don't miss your chance to meet all HCSS employees, learn how other contractors use the system, find out what new features are planned and make suggestions for future updates, all while we entertain you!

Sign-up online at
www.myhcss.com

or fax your registration to

713-980-1149

We hope to see you there!

Customer Profile: Earle Asphalt Company



"I've been using **HeavyBid** for ten years now, and I've found that the benefit of the system is how easy it is to use and the compatibility to work with other programs for exporting and importing to spreadsheet, accounting, and scheduling programs,"

says Roy Huemer, Project Manager/Estimator for Earle Asphalt Co.

Roy has gotten just as much satisfaction from **HeavyJob**. "When you're running night crews, it gets very hard between the project manager and the superintendent to communicate because he's asleep while I'm awake and vice versa. When we started using **HeavyJob**, it really made a difference. Now, with **HeavyJob**, I'm able to go down the daily logs, read the information, and easily find out how the job is going. We've got the note indexes set up for any issues, print out some nice reports, and get all the information. **HeavyJob** really helps things get back into the

office in a clear, concise way that is usable project management information. And with the daily production information, you know what's happening on the job, what you're expecting per day, what productions you're hitting per day, you know if you have a problem, and you're able to deal with that as soon as possible".

Roy has seen his "ability to produce private entity bids triple" with HCSS training. "On-site training paid for itself on the first day," says Roy. "We needed help with translating our payroll information from **HeavyJob** to our accounting system, Cheetah. Within an hour, the trainer helped the person who was responsible for that, taking her workload from a 90% manual entry, 10% automated and switched those percentages. Now its 10% manual, 90% automated. He took a two day job for her and changed it to two hours!"

The Annual User's Group Meetings provide a way for Huemer to improve his skills with **HeavyBid** and **HeavyJob**. "Every time I come to Houston, I learn something that will speed up my job, speed up the other people that I work with, and eliminate

duplication of effort. I sat down with one of the programmers, Jim Spence, for two hours with a bunch of questions, walked through them with him, and made sure that I was looking at things in the proper way. To get that kind of interaction with the designer of the system and to have input on the program that you are using is invaluable. I have said before, 'I understand you [HCSS] aren't in the business for writing programs for Earle Asphalt, but it tends to end up that way.' I like the fact that every time I need help with something, all I have to do is give you a call."

Earle Asphalt Company

Founded: 1968

Type of Work: **General Contracting, Site Work, New Construction, Re-construction, Milling and Paving**

Company Size: **\$15- 30 Million**

Number of Jobs Bid Annually: **250 - 350**

Location: **Farmingdale, NJ**

HCSS Adds Newest Member to Team!



Meet the newest member of the HCSS team, Trax! He is an extraordinary blood hound that is always on the job, keeping track of your equipment easily, conveniently, and efficiently.

Stop by and visit Trax at the 2005 User's Group Meeting or at ConExpo-Con/AGG and find out how Trax and *The Dispatcher* can help you know where your equipment and employees are.

HeavyJob 4.0 Features Coming Soon!

One of the most substantial new changes is a new biditem/activity cost code structure where you can now see a selection tree by either biditem or activity much like in **HeavyBid**. However, to keep the cost code structure simple, there is still just one cost code field - it just now can have two parts. One advantage of the tree is that it will allow foremen (or anyone else) to scan down through a long list of cost codes much faster and another is that reports now have automatic subtotals at the biditem level.

All spreadsheet-like grids can now have the color changed on non-editable fields to make them easier to see outside in the sun than the default light grey color. Also, all grid columns on customized tabs can now be dragged and dropped to re-arrange their order, and when printed, retain their new ordering.

A new switch has been added to cost codes to indicate that they are to get their progress quantity from the material/sub transactions rather than the time card progress quantity. This will be a great help for recording progress against cost codes that don't appear on time cards.

The "Pay Item Profit Report" has been added so you can see profitability for each pay item. Until this report, **HeavyJob** was mainly concerned with checking costs and productions, and collecting documentation.

For very large companies, a new "Enterprise Edition" is now available that will run many different companies on the same network as independent companies but still sharing the same user count. This is very popular for large Terminal Server or Citrix installations to centralize the computers but make it look like each company has their own separate computer.

Some really exciting new technology to our programmers is how we are now able to "talk" to *The Dispatcher* and send it equipment meter reading hours from the timecards. In addition, **HeavyJob** can receive crews from the *The Dispatcher* for new crew assignments so the foreman doesn't have to look up the crew members when he starts a new job. This new technology starts a new era of integration among HCSS products that will allow them to function as either stand-alone programs or tightly integrated systems.



Come visit us at our booths at
CONEXPO-CON/AGG
March 15-19 in Las Vegas!

Booths:

- South Hall 17619*
 - North Hall 2782
- *Main Booth

Get your picture taken with Elvis!

These new features, along with others in **HeavyJob 4.0** will be discussed in the "What's New in HeavyJob" class at the User's Group Meeting. **HeavyJob 4.0** will be released in March or April.

More Contrast in Schools

by Mike Rydin, HCSS President

I remarked in the past how our younger son, now a junior in high school, changed schools last year and that it has made a dramatic change in his life. The change is so dramatic, I wish to talk more about it.

At his previous school he got detention regularly for talking in class and had no TV privileges at home as a punishment for not making the honor roll.

Since switching schools, he now finds that merely being on the honor roll is not enough. He said too many people are on the honor roll and when they call out the names of those people with honors, he wants to be one of the few that are on the Dean's List. So he has worked very hard the 1st semester of this year to make straight A's. He just got the grades in the mail this week and saw that he made it and gave an excited, "Yes!"

Some of you may think, "what's the big deal making the Dean's List, my daughter does it all of the time". The big deal is that we're talking about someone who went many years without ever even making the honor roll,

someone who was in detention almost every day, someone who absolutely refused to study, and someone who was frequently angry because he didn't get to watch TV.

I would like to claim credit for the change as a result of our brilliant parenting. However, nothing that we do or offer to do for him has changed. The only difference is his own self motivation. My wife gets credit for suggesting that he change schools and I get credit for agreeing. That is all that we have done. But it was enough.

I'm sure that simply changing schools is not sufficient for most kids to prosper. We were lucky in that he changed to the right school. At the time he thought he wanted to be a film director and what attracted him to the school was that they had a blue screen. He is still into film, but this year thinks he wants to be an attorney and has joined the debate club and the mock trial club. The important thing is that he feels empowered and is driving his own future rather than doing what he thinks mom and dad want him to do.



HCSS employees, Mike, Blake, Suhail, Frank, Mark, Sophie, & Laura participate in the Aramco Houston Half Marathon on January 16, 2005.



HCSS employees, Ben, Sifa, Scott, Dalton, & Tom participate in the HP Houston Marathon on January 16, 2005.

Bid News

(HeavyBid Customers Noted in Green)

California

Route 47 in Boone County

DeSilva Gates/FCI Constructors	\$.59,761,945.80
RGW Construction, Inc.	\$.59,845,000.00
O.C. Jones & Sons, Inc.	\$.60,777,848.30
Bay Cities Paving & Grading, Inc.	\$.61,463,346.20
Granite Myers	\$.65,048,163.70

Indiana

Route 47 in Boone County

Milestone Contractors, LP	\$.1,832,057.56
Shelly & Sands, Inc.	\$.1,891,709.14
Rieth Riley Construction	\$.1,956,439.90
Calumet Asphalt Paving Co., Inc.	\$.2,068,000.00

All are HCSS Customers!

Kansas

Bituminous Overlay & Surface Recycle - Geary County

Shilling Construction Company's bid of \$2,732,452.78 left only **0.257%** on the table!

Michigan

Widen Metropolitan Parkway from Utica to Garfield

John Carlo, Inc.	\$.6,392,759.05
Angelo Iafate Construction Co.	\$.6,618,565.35
Dan's Excavating	\$.6,677,889.90
Pamar Enterprises	\$.6,778,177.58
C. A. Hull Co., Inc.	\$.6,940,462.01
Walter Toebe Construction Co.	\$.7,264,186.60

New York

Hamilton Avenue Bridge Reconstruction

Perini Corporation's bid of \$53,386,165.00 left only **0.437%** on the table!

Ohio

Construct 4 Lane Hwy from SR37 to USR30

E. S. Wagner/ The Shelly Co. JV	\$.98,835,000.00
Kokosing Construction Co., Inc.	\$.98,895,846.97
John R. Jurgensen Company	\$.100,266,814.10
Beaver Excavating Company	\$.100,869,356.60

All are HCSS Customers!

Virginia

BR-063-4 in Fredericksburg County

Tidewater Skanska, Inc.	\$.89,024,478.25
McLean Contracting Co.	\$.93,113,700.00
Cianbro Corporation.	\$.96,858,877.11

All are HCSS Customers!

User Tips



Organizing Parent-Child Biditems

To organize parent-child biditems, in the "Other" tab under Biditem Setup, click on the "Quick Parent-Child Relationship Setup" button. The biditems are presented in a tree structure so you can see all the biditem relationships in a glance. You can also drag and drop the items in the tree to make any biditem a parent biditem, or make any parent biditem a non-parent biditem. When using the drag and drop feature in the tree, if the item you are looking for is not visible, the tree will scroll automatically in the direction of the mouse.

Creating a Checklist

Create step-by-step procedures by using the Checklist option in the File Menu. Instead of writing down steps on how to complete a task in *HeavyBid*, create a checklist for it. Now you can print it out anytime you need to or review it and check it off as you are working in *HeavyBid*.

Generating Markup

If you want an item to generate markup, but not have any markup spread to it, use a Basis of 'N' in the Markup area of the Spread Overrides tab in the Bid Summary screen. To have an item not generate any markup, as well as not have any markup spread to it, use a Basis of '\$.'



Getting a Quick Cost for Material

To get a quick cost for a particular material in the current job, go to the Matl-Sub-Exp Transaction Inquiry (under Reports). Filter to the specific material. Then use the Report option to preview it. This will give the total cost of that installed material. If the Cost Code option is selected for the display order (bottom left of the screen) prior to running the report, you will also be able to see a sub-total of that material's cost by Cost Code in the report.

Hiding Employee Rates in HeavyJob/Field

To hide rates in *HeavyJob/Field*, click the Hide Employee Rates checkbox in the Utilities → Preferences window and enter the company name and registration code for *HeavyJob/Manager*.

Restricting User Rights in HeavyJob/Manager

If you want to restrict user rights in *HeavyJob/Manager*, after you set up a Start Up password, go to File → User Administration and create various groups, all with the appropriate rights. You can then assign particular users to each group. Now you can control who has access to certain functions in *HeavyJob/Manager*.



Finding a City or Address Quickly

To quickly find a city or address on the map, type the information into the address blank in the toolbar at the top of the map in the Locator View and click "Find."

Access & Modify Schedules

In the Planner View, you can easily access and modify schedules for any resource simply by double-clicking on its colored schedule bar.

If you have a tip you think would be useful for other customers, please send them to tips@hcsc.com. If we publish your tip in a newsletter, we will send you a complimentary HCSS Jacket.



6200 Savoy, Suite 1100
Houston, TX 77036
(713)270-4000 Fax (713)270-0185

First Class Estimating & Field Management Software
For Infrastructure Contractors
www.hcss.com 800-683-3196

PRE-SRTD
U.S. POSTAGE
PAID
Houston, Texas
Permit #3917

6200 Savoy, Suite 1100
Houston, TX 77036



This newsletter printed on recycled paper.

© 2005 HCSS. All Rights Reserved.