



# HeavyNews

Estimating & Field Management Software for Infrastructure Contractors

## 2004 Annual User's Group Meeting New Products & A Few Other Surprises

Join us for this year's Annual User's Group Meetings February 12-14, 2004 or February 26-28, 2004 at the beautiful Hotel Inter-Continental. 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 MIS staff will benefit from the meeting. A few of the new classes we have added this year include segments on using our latest products *The Dispatcher* and *LoadTrackAT* as well as 'Using *HeavyBid* in Building Construction', 'Bid Review Techniques' and more.

As always, classes will cover a wide variety of subjects. Cost history, bid history, quote system, reports, codebooks, assemblies, cash flow, import/export, system management, scheduling, *HeavyJob* Implementation,...you name it, we're teaching it! These classes not only cover the basic "how to's" but they also reflect recent updates, so please sign-up to learn how to use all parts of the system to their full potential.

February 12-14, 2004  
February 26-28, 2004  
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! Something new in 2004 is the Saturday agenda. The *HeavyJob* user's group meeting is in the morning and *HeavyBid* will be 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.

Just to keep you on your toes, we have mixed up the entertainment schedule. On Thursday morning, we will host our annual golf tournament, and that evening a welcome reception provides a networking opportunity for contractors and HCSS staff. Then, on Friday evening, get a real taste of Texas! We'll visit the Saint Arnold Brewing Company, Texas' oldest microbrewery, to taste



world class, award-winning beers, which are *ONLY* available in Texas. You're sure to have a great time with good company, great barbecue, outstanding beer and music by Texas artists.

Look out partner! Saturday night the annual HCSS casino party takes you back to the Old West. Drinks, appetizers and a steak dinner, followed by the high stakes casino action with HCSS money and a few songs of karaoke 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 2004 User's Group Meeting brochure or sign-up online at [www.myhcss.com](http://www.myhcss.com). Register early to receive multiple person and early bird discount rates.

**NEW:**

## The Dispatcher

We are very excited to introduce *The Dispatcher™*, which everyone who has seen it thinks is super cool.

*The Dispatcher* is fully integrated with Microsoft's *MapPoint™* to provide a seamless integration of *HeavyJob* data with maps of North America. The result should thrill any dispatcher who can now do the equivalent of superimposing his magnet/marker boards on a map as a simple first step, and then gradually make use of the many other advanced features.

While being another innovative program in the revolutionary *HeavyJob* family of worker productivity tools, *The Dispatcher* can also be run as a stand alone program so it is not necessary to have *HeavyJob* to use it. The introductory price is \$2,000 until December 31<sup>st</sup> and then the price becomes \$3,000.

To get started, all the dispatcher has to do is setup (or import from *Excel*) the locations of his jobs, yards,



shops, etc. with street addresses. Yellow push pins immediately appear at these locations on the map (as shown above). He then enters or imports all of his equipment and optionally his labor, and indicates where each is located. Clicking a push pin shows the contents of that location.

With just this minimum amount of information, your dispatcher can now use sorts and filters to visually see and report on countless combinations of locations and resources.

To move resources, simply click a yellow push pin to turn it green and display all of the resources at that location down the left side of the screen (as shown page two). *(Continued on page two)*

## Annual Foreman User's Group Meeting

Saturday, January 10, 2004  
Philadelphia, PA

Foremen, superintendents and other hands-on field supervisors will gather for HCSS' annual Foreman User's Group Meeting on Saturday, January 10, 2004 at the Philadelphia West Marriott.

Join us for your chance to discuss how you use *HeavyJob* everyday, and let us know what new features would benefit you most in day-to-day operations. You'll also learn shortcuts in *HeavyJob*, find out what new features are planned, make suggestions and meet HCSS managers and software designers.

Attending this meeting is very important to the development of *HeavyJob*. Remember, this is your opportunity to provide suggestions on what we can do to make your job easier!

*(Continued on page two)*

# Customer Profile: Milestone Contractors, L.P.

With 23 estimators in four offices bidding approximately 1600 jobs a year, **HeavyBid** is a real asset to Milestone Contractors, L.P. of Indiana. Before adopting **HeavyBid** as their estimating solution seven years ago, Milestone used an in-house estimating system with an accounting system built into it. "**HeavyBid** offers us numerous advantages over the old in-house system," says estimator Greg Nolting. "It has saved us tremendously with the upgrade process versus everything required for an in-house system. Working with a company like HCSS whose focus is on estimating software has saved us both time and money."



Nolting. "I also really like the Quote System. It's a great tool that lets me quickly and easily analyze quotes from subs and suppliers, input the selected vendors directly into my estimate and compare them apples to apples."

In addition, Milestone utilizes the Activity Codebook feature in **HeavyBid** which is invaluable for training new estimators. "We setup the Activity Codebook which contains all of our basic productions and crews necessary to complete activities for a pay item," says Nolting. "Someone who is new to the system can automatically pull in our company's basic productions and then tweak it to work for them."

The company also takes advantage of the annual HCSS User Group Meetings for training, with Nolting himself attending for the last seven consecutive years and serving on the HCSS President's Advisory Board. "User's group meetings are a great opportunity to meet other

## Milestone Contractors, L.P.

Type of Work: **Heavy/Highway, Asphalt Paving, Sitework**

Company Size: **\$130-160 Million**

Number of Jobs Bid Annually: **1600**

Location: **Indianapolis, IN**

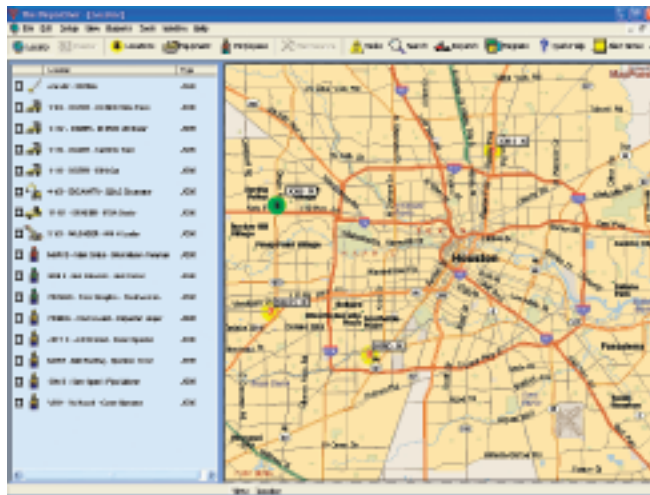
users and bounce ideas off of other estimators as well as to make suggestions for the system and vote on future enhancements to **HeavyBid**," says Nolting. "It is also nice to be able to meet support personnel and put a face to a name. HCSS technical support is a great asset. I've never had a problem that couldn't be answered. A few weeks ago I got a call about eleven o'clock at night from one of our guys who had a question about **HeavyBid**. I told him to call HCSS and hung up on him. He called 24-hour support and told me the next day, 'Man, I got the answer I needed!'" "HCSS is a fantastic company to do business with; they are very loyal to their customers and their staff and it shows!"

"**HeavyBid** gives us the ability to make massive changes on the fly as opposed to the time consuming task of going to individual items and making changes at an individual level," says

### (The Dispatcher from page one)

Check all resources to be moved and drag the entire group to another location. You also have the ability to move whole crews, which moves all resources attached to the crew at once.

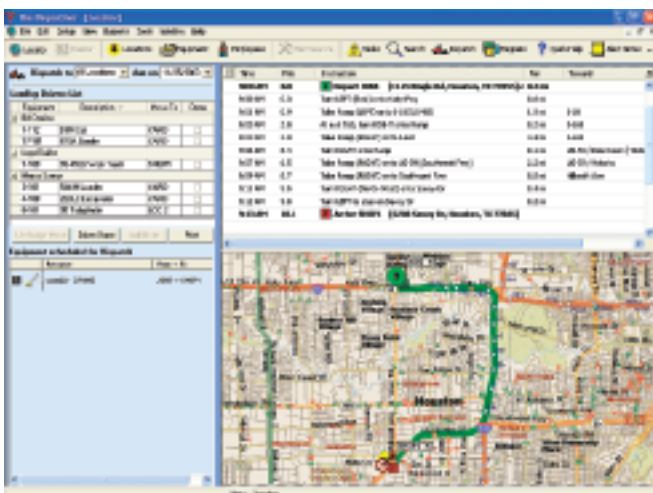
When your dispatcher is ready to use the scheduling feature, he has a whole new series of tools available. For example, scheduling a move three days from now marks those resources as unavailable for any other job. It also lets you drag and drop each individual equipment piece to a particular low boy driver (as shown below). A report can then be printed for each low boy driver of his moves for the day including *MapPoint*<sup>TM</sup> routing information.



dispatcher knows when it is unavailable. Alerts can be setup for any resource and maintenance notification that remind the dispatcher of any actions or special requirements.

All jobs and resources can be fully scheduled and displayed or printed with the familiar Gantt Chart by the day, week, month or year. Maintenance can also be scheduled and shows on the Gantt Chart so the

Once schedules are being used, they can be used as filters. For example, you could ask for all jobs having D7 Dozers that are supposed to be available next Wednesday.



If used with **HeavyJob**, the entire dispatching system can be populated automatically from time cards entered in the field thus making all jobs and resources available for the dispatcher in less than 10 minutes after installing it.

We think **The Dispatcher** revolutionizes construction dispatching at a very affordable price.

To find out more call  
**1-800-683-3196**  
 or visit  
[www.hcss.com](http://www.hcss.com)

## New 2-Level Selection Lists

A new Header feature was added to the Labor, Equipment, and Crew set up screens in **HeavyBid** v3.2e. This frequently requested enhancement allows items to be marked as Headers that act as basic categories under which all related items are grouped alphabetically. With this optional feature, Labor, Equipment and Crew selection lists display in a two-level hierarchy, in which the first level consists of Header items, and the second level consists of all items related to the selected Header.

### (Annual Foreman Meeting from page one)

For example, many of the foremen at last year's meeting suggested the addition of a spell check feature to **HeavyJob** so that there are no spelling errors on diary notes when the information is sent to the office. This is one of the many features that our programmers have added to the system since last year's meeting.

As always, there will be plenty of time for networking with other contractors and HCSS staff. Everyone is sure to have a great time at the reception!

Register now for discounted rates. Look for the Foreman User's Group Meeting brochure, or visit [www.myhcss.com](http://www.myhcss.com) to sign-up.

# Father and Son Trip

by Mike Rydin HCSS President

Recently, friends invited us to drive from Houston and join them for the San Antonio International Piano Competition. The finals were on Friday - a school day (and Halloween). So I asked my boys if either would like to skip a day of school to go. Fortunately my high school senior, John, said he would go, mostly because he liked our friends who asked him personally.

This precipitated an argument with my wife over whether this was a good reason to skip school. She felt that school was more important, whereas I thought that a chance to talk to my son for 6 hours plus see several incredibly good pianists would have more value than a typical day at school.

It looked like it would be more complicated when my son got invited by girls to two different Halloween parties. Now he would be missing both school AND a Halloween party. I was very proud of him for telling them he could not go without even trying to get out of the trip.

We talked all 6 hours of the drive both ways. At one point he turned the radio on to music, but I asked if we could turn it off and he said ok. He had a list of words he was studying for the SAT test. He read to me words that he already knew and words he did not. I was very surprised and pleased to find what a large vocabulary he has - particularly because he does not read much.

He said he wants to major in business in college so we talked a lot about business - something we had never done before because he had shown no interest. This led to talking about college courses that would be most beneficial for business and thus our first significant conversation about college.

We talked some about girls. I was surprised about some of the things he told me (without mentioning any names). I was pleased that he seemed to have some analytical ability when it comes to girls and will likely have good judgement in the future.

We saw four pianists play one hour each performing several major works from memory. He said it was "ok." Because it was in a small university concert hall and we were close to the pianists, it was an experience he may never have again and hopefully was an illustration of what hard work looks like.

The next day back in Houston, everything was back to normal again. I cannot compete for his attention in our every day environment where a really good conversation would be five minutes. I talked to a friend who took a college tour with his son. His experience was similar. They talked a lot during the trip, but when they returned home, everything went back to the way it was.

I very much enjoyed our trip together. Fortunately, my wife agrees that this trip turned out to be a day well spent.

# "Silent" Install Feature Can Make An IT Manager's Job Easier

Several versions ago, HCSS added a feature to the *HeavyBid* system to try to make the jobs of IT Managers of larger companies a little bit easier. This feature is a "silent" or non-interactive update of *HeavyBid* workstations. By adding an "s" command line switch to the end of the *wupdate.exe* program, the update program will run without prompting the user for any information. This is useful for large, multi-workstation environments where the administrator is required to update the workstation programs individually, which could take a great deal of time. With the silent update feature, a one-time command can be added to the login scripts of your *HeavyBid* users that will automatically execute the workstation update the next time the users login to their computers. While data is being written to the hard drive, a message will post indicating the workstation is being updated so that the users don't think they have some kind of virus or

malicious code attacking their computer.

We have also added a registry repair tool, *repair.exe*, to fix any registry problems that may come up due to corruption or other problems with the operating system. This will rebuild the registry keys and re-create all icons if the need arises. It can either be run in an "auto" or "manual" mode. The auto mode should be sufficient for most users. The manual mode should be used only by those intimately familiar with their *HeavyBid* setup or when talking to an HCSS support person.

Both the *wupdate.exe* and *repair.exe* programs are located in the *HeavyBid* directory of your system. Again, syntax for the "silent" update for drive "X" is as follows:  
X:\HeavyBid\wupdate.exe s

If you have any questions about either of these utilities, please don't hesitate to contact us.

# Bid News

(HeavyBid Customers Noted in Green)

## Arizona

Santan Freeway - Dobson Rd. to Arizona Ave.

Edward Kraemer & Sons, Inc. bid of \$31,919,592 left just 1.8% on the table!

## Florida

Resurfacing Trout River Bridge West of I-95

Hubbard Construction Co. .... \$6,065,295.00  
John Carlo, Inc. .... \$6,380,000.00  
APAC-Southeast ..... \$7,217,247.00

## Missouri

Route 94 - St. Charles County

JRW Construction, Inc. .... \$3,184,157.21  
Fred Weber, Inc. .... \$3,258,079.37  
Chester Bross Construction Co. .... \$3,335,498.31  
J.M. Marschuetz Const. .... \$3,379,275.02

## New York

Wantagh Parkway Bridge

Modern Continental Construction ... \$67,577,873.00  
Perini Corporation ..... \$69,660,330.00  
DeFoe/Schiavonne ..... \$74,896,513.00  
Kiewit Construction ..... \$80,751,501.00  
Judlau/Cashman JV ..... \$83,213,643.00  
Granite Halmar Construction ..... \$84,312,041.00

## Pennsylvania

Lebanon SR 81 (023)

Allan A. Myers ..... \$54,638,128.73  
Hempt Bros. .... \$57,379,656.57  
The Lane Construction Corp ..... \$58,384,267.60  
Dick Corp. .... \$58,839,081.90  
New Enterprise Stone & Lime ..... \$60,396,383.65  
Trumbull Corp. .... \$61,691,191.49  
Barletta Construction ..... \$62,134,009.57

Lebanon SR 422 (010)

Pennsy Supply's bid of \$1,414,413.96 left just 1.97% on the table!

## West Virginia

Glady Fork Truss Bridge, Randolph Co.

MEC Construction's bid of \$1,534,994.89, left just 2.4% on the table!

## User Tip



### Spreading Indirect Costs to One Biditem

To spread indirects to only one bid item with a *HeavyBid/Basic* or */Advanced* system, go to the Summary Menu, Bid Summary, and click the Spread Overrides tab in the summary screen. Check the "Use" box for all biditems except the one you wish to spread the indirect to. Leave the amount at zero. This forces *HeavyBid* to put all of the indirect charges into a single bid item.

If you have a *HeavyBid/Comprehensive* system and need to spread an indirect item to only one bid item, simply go to the Indirect Spread tab under Bid Summary. Your indirect items are displayed here. Click the Group>> heading and select S for selected bid item. Then simply select the bid item you want to spread to under the Spread to Bid>> column.

### Calculator Feature

Use the built in calculator feature to compute values in your estimate. Just place the cursor in the field you would like the calculated value to be inserted. Click the calculator icon on your toolbar. Run your calculation, and then click "Apply." Your calculated value will then be inserted into the desired field.

### Quickly Change Estimate Data

If you need to make a change that involves equipment, labor, crews, activities or biditems, look under the Edit menu first. Under Edit, Change Estimate Data, you can quickly delete or modify a large range of resources, activities or biditems. A good example is when you have to change the workers comp for more than a few activities. Rather than going to each activity in estimate entry, go to the Change Estimate Data screen, click on Change Activity Data, check off the activities you want to change, select the new workers comp code, and you are done. This will save a lot of time if you have to change every activity in the estimate. Just be sure to backup your estimate first in case you make a mistake when changing a lot of items at once.

### Select An Item Quickly

In *HeavyBid*, there are many places you can click a button to select an item from a list. The most common ones are the button with 3 dots [...], or a column header with the ">>" after the label. When you click the button or column header, a table of the data will appear. If you simply begin typing the first couple of characters you are looking for, *HeavyBid* will automatically pop up a small window that acts as a "Go To" function to help you more quickly find your selection. For example, click the column header labeled "Biditem>>" in biditem setup. Then, start to type the number of the biditem you want to find and hit enter. *HeavyBid* will take you to that part of the list.

### Customize Tab

Many screens in *HeavyBid* have a Customize Tab. Choose exactly the columns you want to see, and *HeavyBid* remembers them the next time you come back to this screen.



### Adding Employees to Jobs

When you add a new employee to your Master Job, it is easy to add that new employee to other jobs in-progress. You can either go to Employee Setup of each job, and click the "Pull from Master," or wait until you are doing the time card on each job and then click "Pull from Master" from the employee selection list. In either case, a list of employees that are in the Master Job but not in the current job will be displayed. Just click on the desired employee, click "OK," and that employee will be copied from the Master Job to the current job!

### Equipment Groups

In the Equipment Setup, there is a field called "Group." By using this field, you can group equipment of a certain type; for example, DOZERS. Then when you are on the time card and selecting resources, you have the option of sorting the equipment by equipment group. Thus, all the dozers in this case would be grouped together.

This is particularly valuable if the codes used for the equipment do not naturally sort such that equipment of the same type appear together. For example, if you are using equipment numbers as codes and they are sequentially numbered based on when the equipment was acquired, then all dozers probably would not show up together.



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## First Class Estimating & Field Management Software

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