



Heavy/Highway/Utility Estimating & Job Control Systems

## 2000 User's Group Meetings

February 3-5, 2000

February 17-19, 2000

**O**ur 11<sup>th</sup> Annual User's Group Meetings promise to be the biggest and the best to date. Write all those questions down you have been wanting to ask and come and learn new techniques, new ideas, and new ways to use *HeavyBid* and *HeavyJob* to increase your productivity.

Our Annual Meeting is for everyone that uses *HeavyBid* and *HeavyJob*. Come and find out why key people from large to small contractors return for our meetings year after year. The overwhelming reason that repeat attendees list for returning is the **interaction**. Not only does the meeting offer a forum for learning new techniques and information from HCSS, but it also provides a forum for estimators to "talk shop" in a relaxed atmosphere without the pressure of bid lettings. One estimator commented that, "It is like having a User's Group meeting within a User's Group Meeting."

In addition to the interaction with other contractors, each attendee will have the

opportunity to attend up to four classes of their choice with each covering a different topic in detail. On Saturday, users will discuss and weigh new features of the program as we map out the plan for the next and future releases of *HeavyBid*. Your vote will count, so you won't want to miss this opportunity to let HCSS know what is important to you.

And, don't forget, you will be treated to HCSS' own brand of hospitality. This year we have some great activities planned for attendees to take advantage of in their free time. Early arrivers will have the option of playing in our "Early Bird" golf tournament or visiting NASA/Johnson Space Center Thursday morning.

On Friday, February 5, we will spend an exciting evening at Houston's own Gulf Greyhound Park. Experience the thrill of betting on the dogs and the excitement of cash payouts at the world's largest and best Greyhound Race Track. On Friday, February 18, it will be time to rodeo at the

Houston Livestock Show and Rodeo. Join us for an evening of exciting rodeo action as well as live entertainment.

Finally, on Saturday evening we will cap off the weekend in style by hosting a Texas Rib Eye dinner followed by gambling in our own "high stakes" casino. Each player will get \$20,000 of HCSS' money to risk on Blackjack, Poker, Craps, and Roulette; spend your winnings on great merchandise at the HCSS General Store.

The meetings will be held at the Crowne Plaza Hotel, centrally located in the popular Galleria area. These accommodations have all the amenities and we have once again secured a special rate for meeting attendees.

Look for our 2000 User's Group Meeting brochure now so you can register early in order to insure yourself a space at all the events. We'll be looking for you in February.

## HCSS Moving Next Month



**NEW ADDRESS:**  
**HCSS**  
**6200 Savoy, Suite 1100**  
**Houston, TX 77036**

**I**t's funny, but five years ago when we moved into our offices, we didn't think we would ever need that much space. After tripling up people in offices, renting storage, and even putting a few desks in the hall...HCSS has indeed outgrown our current space and will be moving across the freeway to Regency Square Tower, where we will be occupying most of the 11<sup>th</sup> floor.

The new facilities will afford us a larger training room for in-house training, two small conference rooms, as well as a large conference room. The support department will be in an area that is three

times as big as the current space and we will once again be able to locate all the people from each department in the same vicinity.

We will be making the move Friday afternoon, December 17, and Saturday, December 18. Please be patient with us during this time. We are taking many precautions to keep our support lines and the website intact. Our standard 800 support line will close for the move at 4 p.m. on Friday (Dec. 17), and should be back online Monday. You will need to use our 24 Hour Support line during this time if you need assistance. Please try and plan for this and if possible limit calls to emergencies during these hours.

## Mike On the Road in... Vancouver, British Columbia



Mike, Sophie, John & Eric Rydin spent the weekend in Vancouver this fall for a family reunion and took an afternoon to visit our customer's offices..

Ledcor Industries



Jack Cewe Ltd.



Tag Construction, Ltd.



Frasier River Pile & Dredge

.....

## New Options Available with HeavyBid Reports

**W**e have substantially improved the reports in *HeavyBid* by using a new printing technique which increases the speed of reporting. The most noticeable speed difference is how quickly the system generates larger reports. Now you can immediately begin scanning really large reports and not wait for the entire report to be written. The option of moving from the beginning to end is instant, as well as paging up and down through all sizes of reports. Finally, sending your reports to a printer is even faster; however, the actual printing time will remain the same because we can't change the speed of your printer. In addition, you will be able to save reports to disk and e-mail them.

These enhancements are scheduled for the next upgrade, but if any of these features would help you out immediately, please call or e-mail support at support@hcss.com to obtain an advance version.

## HeavyJob/Manager Released

**A**fter several months of beta testing, we have officially released the second member in our line of job control software: *HeavyJob/Manager*. This contains all the data entry and analysis features of *HeavyJob/Foreman*, and in addition: imports timecards, material transactions, and daily notes from multiple copies of *HeavyJob/Foreman*, consolidates all your job data into company-wide overview files and exports timecards back to your accounting system. *HeavyJob/Manager* is network compatible and is priced at \$2000, until January 1, 2000.

Equipment	Hours	Rate	Cost	Material	Notes
1000000	1000	100	100000		
1000001	1000	100	100000		
1000002	1000	100	100000		
1000003	1000	100	100000		
1000004	1000	100	100000		
1000005	1000	100	100000		
1000006	1000	100	100000		
1000007	1000	100	100000		
1000008	1000	100	100000		
1000009	1000	100	100000		
1000010	1000	100	100000		
1000011	1000	100	100000		
1000012	1000	100	100000		
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1000042	1000	100	100000		
1000043	1000	100	100000		
1000044	1000	100	100000		
1000045	1000	100	100000		
1000046	1000	100	100000		
1000047	1000	100	100000		
1000048	1000	100	100000		
1000049	1000	100	100000		
1000050	1000	100	100000		

In response to your suggestions, *HeavyJob/Foreman Version 1.3a* was released in September. It now includes the following improvements:

- Material costing. Using an average price, *HeavyJob* will generate reports that include material costs.
- Default pay rate for employees. Reduces the number of different Pay Classes required to accurately cost your timecards.
- More flexible equipment designation. Equipment no longer needs a special starting character.
- One time setup of *HeavyJob/Foreman* and then easily transfer those updated codes to multiple foremen.
- Data export. Timecards, material transactions, and daily notes can be sent to *HeavyJob/Manager*.

*HeavyJob/Foreman Version 1.3b* came out with *HeavyJob/Manager*. It has an improved import from *HeavyBid* that allows you to bring in Materials as well as Cost Codes, Pay Classes, and Equipment.

We appreciate all the suggestions made by our customers since it is your feedback that guides our development priorities. Our goal is to help you run your jobs more profitably. *HeavyJob* does this by 1) supplying day-to-day feedback on how your jobs are progressing; 2) monitoring your labor, equipment, and material usage; 3) reducing the paperwork load on your company; and 4) offering an information link between the office and the field. And, we always encourage your suggestions on how *HeavyJob* could serve your company better.

## TV and Family

**O**ne issue that we and most of our friends wrestle with is how TV fits into our family life.

Before having children of our own, we observed a friend being unable to get his boy to study because of the cable TV in the child's bedroom. This went on for years (apparently removing the TV was not an option). We also read that many children were spending many hours a week isolated in their bedrooms playing video games.

So we wondered how we could either restrict or integrate TV and video games into our family life. Here is our solution.

We have elected to watch TV during meals because our 11 and 13 year old boys have so much homework and other activities that meals are usually the only convenient time to watch TV. Although we have friends who don't allow TV at all, we often like to watch it ourselves and particularly like how well taking it away works as punishment.

Even though we have many TV's in the house, we all agree on the shows we are going to see and watch them together.

We insist on this so that TV viewing becomes a family event. We also let our kids watch shows that some people think are a bad influence on children, but we like the ability to point out what is good and unacceptable behavior by using the TV characters and situations as examples (this only works though, if a parent is watching).

Two of our TV's are in the den hooked up to PlayStation and N64 game computers. Our boys can have up to 6 friends playing video games at once. Not only are they playing in our family area, but also we can see what they are doing at all times. Their PC and Internet connection are in the living room which is less used than our den, but still in the middle of our house as opposed to back in a bedroom. We don't monitor their Internet activity but since anyone can walk through the living room we know approximately what they are doing.

We are absolutely amazed that our boys have never even asked for a TV, an Internet connection, or a phone in their room, even though many of their friends have some or all of these. But our family is together in one room most of the time

*by Mike Rydin, HCSS President*

which is what we set out to achieve and everyone seems to like the arrangement. We are hoping that this result is because we have clearly set some ground rules that don't seem too onerous that they can accept. After all, they watch plenty of TV, play plenty of video games, have plenty of friends over, and can get on the Internet when necessary.

Meanwhile, if your child says that everybody has a TV in their room, you can show them this article and say, "Not everyone".

### HeavyBid & HeavyJob Presentations

*Over the next few months, we will be making face to face in-depth demonstrations of HeavyBid estimating and HeavyJob job control software. in a city near you: Atlanta, Baltimore, Boston, Calgary, Chicago, Dallas, Denver, Indianapolis, Louisville, Miami, Nashville, Newark, Oklahoma City, Philadelphia, Pittsburgh, Portland, Salt Lake City,, Seattle, Toronto, and Vancouver. For more information call our sales office.*

## Bid News

### Pennsylvania DOT Berks - SR 78 (07M) (051211)

<b>Angelo Iafrate Construction Co.</b>	<b>\$15,990,830</b>
<b>Allan A. Myers, Inc.</b>	<b>\$16,107,508</b>
Hi-Way Paving, Inc.	\$16,126,448
<b>Hempt Bros., Inc.</b>	<b>\$16,703,313</b>
J.D. Eckman, Inc.	\$16,815,990
<b>Barletta Materials &amp; Construction</b>	<b>\$16,960,764</b>
<b>CCI Construction Co., Inc.</b>	<b>\$16,998,155</b>
<b>New Enterprise Stone &amp; Lime Co., Inc.</b>	<b>\$17,489,846</b>

### Massachusetts DOT Braintree-Weymouth Tunnel MWRA #5315

<b>Modern Continental Construction Co.</b>	<b>\$73,007,162</b>
<b>Obayashi/McCourt</b>	<b>\$81,180,000</b>
<b>Schiavone/SEC</b>	<b>\$94,623,769</b>
<b>Shea/Taylor</b>	<b>\$96,792,804</b>

**FlatIron / KWH Constructors** were low bidders by less than 1% on the British Columbia Port Mann Bridge No. 1614 t five lane widening and seismic safety retrofit, phase 1 superstructure, with a bid of \$32,900,499.

**Maggiore & Ghilotti** was the low bidder with \$5,541,997 for the North San Francisco Stormwater Pump Station and Harbor Street Drain by less than 1%.

### Ohio DOT Project 690 (99) Quincy Avenue, Cuyahoga County

<b>The Ruhlin Co., Inc.</b>	<b>\$2,714,594</b>
<b>Becdir Construction Co.</b>	<b>\$2,720,803</b>
<b>J.D. Williamson Construction Co.</b>	<b>\$2,828,321</b>
<b>S.E. Johnson Companies.</b>	<b>\$2,832,939</b>
<b>The Great Lakes Construction Co.</b>	<b>\$2,909,188</b>
<b>Perk, Inc.</b>	<b>\$3,057,627</b>
<b>National Engineering &amp; Contracting Co.</b>	<b>\$3,162,558</b>

### Pennsylvania DOT Philadelphia - SR 13 (34M) - (065219)

<b>IA Construction Corp.</b>	<b>\$1,616,999</b>
<b>Belbold Contracting</b>	<b>\$1,959,650</b>
<b>Driscoll Construction Co.</b>	<b>\$1,964,540</b>
<b>Rockport Construction Co.</b>	<b>\$1,971,594</b>
Crossing Construction Co.	\$1,984,333
Nyleve Bridge Corp.	\$2,061,633
<b>Buckley &amp; Company, Inc.</b>	<b>\$2,076,330</b>

*All Customers using HeavyBid noted in Bold type.*

## User Tips

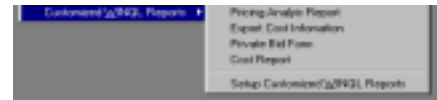
### We are watching you...

The support department is now tracking all of the state bid lettings. We have implemented this so we can see when we would need more people in the office to help out with those last minute, bid-day questions. We are using the information that is posted on the state's website, but if you have a different site for a more reliable source, please send the web address of that site to [heatherp@hcss.com](mailto:heatherp@hcss.com). Also, any large local or city bid letting dates would be helpful to track as well.

### Red, Green, What?

Some of you may have noticed the colors that we are using in the Quotes by Class screen of *HeavyBid*. We are using these colors to help recognize when a subcontractor's price is used in the estimate (green) and when it has been changed, but not updated in the estimate (red). However, we have some customers that cannot see the difference between these colors. For that reason, we have a letter designation for these same instances. If a subcontractor's price is used in the estimate, you will see a letter "U" (for updated) in the column. If the subcontractor's price has been changed, but not updated in the estimate, you will see a letter "S" (for selected, but not updated). Finally, a letter "P" (plug) means that the plug price is used for this item. If you happen to have a situation where you have a red - "S" item, simply go to "Options", then "Update the Estimate".

### Creating Custom Reports



Since the release of *HeavyBid for Windows 2.1*, you have the ability run WinQL/Crystal reports from within *HeavyBid*. The WinQL/Crystal Report Writer is a widely used application that allows you to read the databases used by *HeavyBid* and create custom reports. The report writer gives you control over the data being displayed and the formatting of the report. The reports you create can be added to the "Reports" menu in *HeavyBid for Windows* and selected like any other report in the system. Once the report is displayed you have the option to export the report to a text file, Word, WordPerfect, Excel, Lotus or even e-mail the report.

If you do not have WinQL and would like to take advantage of this feature don't worry. We can write custom reports for you and put them in the menu of *HeavyBid* without your having to buy a copy of Crystal Report Writer. For further information concerning the creation of custom reports to add to *HeavyBid*, contact Shane Stevens, Support Manager via e-mail at [shanes@hcss.com](mailto:shanes@hcss.com) or Keith Jordan, Customer Services Manager via e-mail at [keithj@hcss.com](mailto:keithj@hcss.com).

### Getting Around the Tree View Entry Screen

The Tree View Entry screen in *HeavyBid* is becoming a very popular screen for entering costs into the estimate. Of course you can always just point and click with your mouse to move up and down the tree, but many may find the following simple keystrokes less time consuming. When first entering the screen, all of the bid items that have been setup in the job are listed on the left side of the screen. If an item has activities associated with it, it will have a plus sign to the left of the item number. You can use the arrow keys on your keyboard to move up and down the left side of your screen to select an item. If you select an item that has associated activities, hitting the right arrow key will then list all of those activi-

ties. Selecting an activity with a plus sign to the left of it and pressing the right arrow key will list all of the detail within that activity. Using the left arrow key will suppress the level and put you back at the activity.

If you have several bid items opened up to list activities, using the arrow down could be time consuming because it will only go one line at a time. The spacebar key will allow you to jump to the next bid item, bypassing all the activities listed. The page down key will take you to the last line displayed on the screen. To close all of the items to the bid item level you can press the ALT key and B at the same time to rebuild the tree.



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