



# HeavyNews

Estimating & Field Management Software for Infrastructure Contractors

## NEW: LoadTrack<sup>AT</sup>

by HCSS and DTSsystems

HCSS introduces **LoadTrack<sup>AT</sup>**, the latest in the suite of **HeavyJob<sup>®</sup>** field management software.

**LoadTrack<sup>AT</sup>** is a truck ticket/ bulk material tracking program that makes it easy to track *multiple* materials, delivered by *multiple* trucking companies from *multiple* suppliers, to be charged to *multiple* cost codes within *multiple* jobs. You will save time and money by knowing whether materials were actually delivered, verifying invoices without sorting through mounds of tickets, importing materials directly into **HeavyJob**, and much more!

**LoadTrack<sup>AT</sup>** is a joint venture between HCSS and DTSsystems of Florida which

uses truck identifiers and bar coding to link trucks and their contents.

With all of the developments that have been made to **HeavyJob** and HCSS' growing line of integrated field management tools, now is the time to get on the bandwagon. The sooner you start using **HeavyJob**, the sooner you will begin to see the benefits. With winter approaching, you could be up and running before the start of the busy season! If you are thinking of implementing **HeavyJob**, make your arrangements now. HCSS trainers are beginning to fill their schedules, and they will soon be booked solid from November through April.

Next addition to **HeavyJob**: dispatching.

Now's the time to start making your arrangements for the Fall Regional Training meetings. Join us this year at our newest destination, exciting Atlantic City, or our yearly gathering in Las Vegas.

New and less experienced **HeavyBid** users will learn the system as our expert trainers walk you through the entire process of creating an estimate and closing out a bid.

A new course entitled **Implementing HeavyJob at Your Company** will also be offered for project managers, IT managers and anyone else that will have a role in implementing **HeavyJob** in your office.

Even after a full day of HCSS' extensive training, there is always time left for fun! Each of the meetings will feature prize drawings, and there will be a reception you won't want to miss on Friday evening.

We are excited to announce that we have two new host hotels this year -

the Seaview Marriott in New Jersey and the Golden Nugget in Las Vegas. The Seaview Marriott, a 670-acre historic resort in southern New Jersey, is within a few minutes of Atlantic City casinos and the boardwalk! Whatever you choose, there will be many opportunities to network with other users and HCSS staff at both meetings.

Space for the meetings is limited, so act now to reserve your seat. Simply visit [www.myhcss.com](http://www.myhcss.com) to download a brochure and/or register over the Internet.

**Nov 14-15, 2003**  
Golden Nugget Hotel  
Las Vegas, NV

**Dec 5-6, 2003**  
Seaview Marriott Resort  
Galloway, NJ

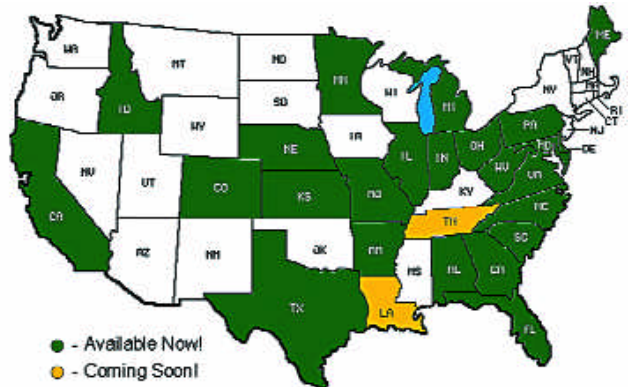
## bidhistory.com Enhancements

Have you seen **bidhistory.com** lately? **bidhistory.com** is sporting a new look, new features, new links to **HeavyBid**, and much more. A few of the additions include more filtering options, statistical summaries and graphs, and the ability to import an entire list of biditems from **HeavyBid**, **Excel**, or a text file.

As a **HeavyBid** user, you'll see the power of **bidhistory.com** starting with **HeavyBid 3.2f** available on November 1st. By clicking on a button in the Biditem Setup screen, ALL **HeavyBid** users can get average prices automatically for DOT estimates from **bidhistory.com** without a subscription.

**Bidhistory.com** is a site of bid tab information. Basic searches are FREE, and subscribers may use the website for more advanced searches.

Take advantage of our half-price subscription offer through November 30th. That's only \$20 a month for a single state and \$40 a month for all states!



HCSS mourns the passing of one of our own. Robert K. Pietsch was taken from us on September 14, 2003 in a road-rage incident.

As our Business Systems Analyst, Robert was responsible for creating screen designs and being the voice of you, our customer, in product design meetings.

As our good friend, Robert was cherished for his humor and caring nature. Not a day passed where Robert failed to make someone laugh. We all miss him very much.

Robert attended the University of Houston and was a former member of the 3rd U.S. Infantry, "Old Guard," in Ft. Myer, VA.

HCSS is offering a reward in addition to the one Crime Stoppers of Houston is providing to help find Robert's killer.

## Customer Profile: Boh Bros. Construction Co., LLC

*I selected HeavyBid for its ease of use, flexibility and great technical support. I believe it gives us a competitive edge,"* says Barry Esquivel, Vice President of the Paving Department at Boh Bros. Construction Co.,



LLC. Boh Bros. purchased *HeavyBid* in 1994 and has benefited from the advantages the system affords for almost a decade. Boh Bros. has used *HeavyBid* to estimate and bid bridges, overpasses, concrete and asphalt paving, utility work, pile driving, and railroads. "It's very convenient to be able to create estimates from master bid items without having to start from scratch. It's just as easy to change crew sizes, production, calendars, and material prices. The

ability to produce custom Crystal Reports means that I can see exactly the information I want to see at the click of a button," says Esquivel. The program gives him numerous advantages over his previous methods of estimating. "With *HeavyBid*, we can change just about anything inside the bid, even down to the level of fuel cost per gallon. It's just a pleasure to have a total feel for the bid and the confidence in knowing that any part of the estimate can be changed and *HeavyBid* will recalculate the total in seconds. The built in 'Check Estimate' feature in *HeavyBid* reassures me that there are no omissions or errors in my bid. That's something you just can't get when using a spreadsheet or when crunching numbers manually." With the speed of the system and the instant results that *HeavyBid* offers, Boh Bros. has not only saved significant amounts in costs due to the time the software saves them, but they have also won

sizeable projects by using the software. "We are most proud of the project that we are currently working on, which we won using *HeavyBid* – rehabilitation of the north south runway at Louis Armstrong International Airport. Another considerable project we won with the system was the I-510 project that included raising the entire roadway several feet high with a light weight coarse aggregate and a full depth asphalt pavement."

### Boh Bros. Construction

Founded: 1909

Type of Work: Highway, Utility, Paving, Railroad

Company Size: \$200 Million

Number of Jobs Bid Annually: 300-500

Location: New Orleans, LA

## To Upgrade, Or Not Upgrade My Operating System...

by J. Bryan Wehrenberg, HCSS IT Manager

Many of our customers ask us how often they should upgrade their computing systems. Some people like to take the "if it ain't broke, don't fix it" attitude, while some want to always be on the bleeding edge of technology. There are problems with both of these strategies. If you never upgrade your computer system, eventually what you have may not run everything you want it to, especially new things. If you always update to the latest technology the second it comes out, you sometimes run into bugs and incompatibilities that haven't been worked out yet. They don't call it the bleeding edge for nothing.

At HCSS, we try to stay as current on our technologies as possible and still maintain secure, reliable systems. Probably the biggest issue for our customers and us is what operating system (OS) to use and when to upgrade it. When buying new computers, this is usually not an issue as they tend to come pre-loaded with the latest OS Microsoft has to offer. But with older equipment, you must decide when and if to upgrade to a new OS. Often, you can't upgrade because the hardware will not support the new OS, either because it is not powerful enough or there are no drivers for it. You tend to hold on to this outdated equipment because, after all, it's paid for and seems to work fine. However, Microsoft is slowly withdrawing support for their aging OS's. This means there will be no patches, software fixes or security fixes at all for these OS's. Support for Windows 95 ended at the end of 2001. Support for Windows NT 4.0 Workstation ended in June of this year, and all support for Windows 98 will end in January of 2004. That is less than four months away. If the next big computer worm or virus hits after that, Microsoft won't provide you

with any patches to fix it. You are on your own.

So should you run to your IT staff and demand the latest OS be put on your computer? Not necessarily. But, you should definitely discuss plans to upgrade during the next four months to ensure that your machines can stand up to the latest, nasty bug from the Internet.

You should probably start looking at upgrading your servers if they are still running NT Server 4.0. Support for it goes away at the end of 2004. That gives you over a year to plan and deploy an upgrade. Should you jump straight to the new Windows Server 2003 and skip Windows Server 2000? If you do, be very cautious. HCSS is planning to replace it's aging Windows NT 4.0 server this year, but we have elected to go to the 2000 server. All of the non-HCSS applications we use will not run on the 2003 server. This is

something you should carefully consider when upgrading to a new server OS. You also need to consider workstation compatibility with the new server. Windows Server 2003 is not really designed to interact with Windows 98 workstations. It is designed for Windows 2000 or XP workstations. As such, it has to do some "translations" to talk to Windows 98, and this will slow down that connection and everything that runs over it. So, your OS and server OS migrations should go hand-in-hand.

Remember, while you don't want to get left behind in the dust of an outdated computing environment, if you run off ahead of the pack on your own, you may run into a brick wall of bugs and incompatibilities. Being in the middle of the pack may not be sexy, but it sure is safe. And, no one was ever fired for being safe.

## That Is The Question.

### Are You Using All of HeavyBid's Capabilities?

HCSS trainer, Hugh McCulloch, visited a customer this May in South Texas for *HeavyJob* implementation. One of the participants was a general superintendent, and as they worked, a project manager stuck his head in and handed the general superintendent the schedule for an upcoming job. Hugh noticed it was made in SureTrak. Later, Hugh asked the project manager if he was aware that *HeavyBid* exported to SureTrak, and he wasn't. So Hugh took a few minutes to show him how easy it was to do. The project manager was very appreciative, and he told Hugh it would save him a significant amount of time.

*HeavyBid* is designed to save you time. There are many features that you may or may not be aware of that can help you. We realize you rarely have time to see what *HeavyBid* features are available other than what you use in your everyday estimating. Advanced onsite training is the perfect time to learn how some of these time-saving features work. Contact Annie at [annieh@hcss.com](mailto:annieh@hcss.com) or 800-683-3196 to schedule your on-site training session with an HCSS trainer now! Or, join us at the Annual User's Group Meetings in February 2004 for advanced classes on many subjects.

## Changing Environments by Mike Rydin HCSS President

My wife has been telling me for some time that the environment that the boys are in is critical. She finally convinced our younger son to change his school environment for 10th grade and the change thus far has been remarkable.

Previously he was in a very strict parochial school that did not fit his personality. He did not care for school, did a minimum of homework, rarely studied, did not make good grades and regularly got detention for trivial things like talking in class.

In his new school (also parochial), he now starts at 6:30 a.m. running cross country, stays until at least 5:30 every day, studies a couple of hours every night, and is making good grades. He has also joined a couple of clubs and recently went to a community service function where he danced with mentally disabled people. Part of his improvement is the school, but a large part is the people he is around; for example, even though the school provided the opportunity for the dance, it was his friends that got him to go.

One of my son's friends from his previous school was also a poor student and "trouble maker." He started this same new school as a 9th grader and was immediately elected class

president. He also was the lead actor in the school play and a star on the track team. The change in this boy was dramatic. He was nobody at a high school with 200 students and now he is a popular and outstanding student in a high school of 600 students.

There was not necessarily anything wrong with the previous school. Many students thrive in that environment and my 12th grader is doing fairly well there because he is math and computer-oriented, areas in which the school is strong.

In fact, my 12th grader started that school in 5th grade, and came from a public school where he had been doing poorly. Thus this school was well suited for him. Unfortunately, it was not appropriate for my younger son.

So, I have to admit that my wife was right in wanting to change our younger son's school environment. And, I can't say enough about how his outlook on life has changed. This could be the single most important decision we have made in his educational career and I wouldn't have thought of it without her. My attitude would have been to change the child not the school. However, changing the school turned out to be so much easier.

## Reaching New Heights 2003 Educators' Conference

HCSS hosted professors from across the country the Fourth Annual Educators' Conference at our headquarters in Houston, Texas. This two-day conference, held August 4th and 5th covered the many ways in which **HeavyBid** and **HeavyJob** can be used as tools for teaching the thought processes that go into estimating, bidding and managing heavy construction projects. The Annual Educators' Conference is part of the HCSS' University Program. Through this program, HCSS donates millions of dollars worth of software to over 70 schools for use in the classroom. Adding **HeavyBid** and **HeavyJob** to your

curriculum exposes students to the most widely used estimating and field management software for infrastructure contractors, further preparing them for the work force.

HCSS veteran trainer, Hugh McCulloch, provided professors with training and materials to help them use **HeavyBid** to teach estimating and **HeavyJob** to teach project management. Educators also learned techniques and heard suggestions from their peers.

As an immediate result of suggestions from the conference, HCSS has taken action on two items. Our trainers are currently developing sample **HeavyBid** and **HeavyJob** problems for professors to use as teaching aids. HCSS has also created a Continuing Education program for subcontractors. After certification as an official HCSS trainer, professors will teach individuals in the construction community **HeavyBid/Express**, the version of **HeavyBid** estimating software created for subcontractors.

To find out about how your school can benefit from using **HeavyBid** or **HeavyJob** or for more information on becoming a certified HCSS trainer, contact HCSS University Coordinator at [universityprogram@hcss.com](mailto:universityprogram@hcss.com).



**Pictured (l-r):** Back Row: Nisheeth Parekh (HCSS), John Martin (Boise State University), David Lickteig (Georgia Southern University), John Repos (Southwest Missouri State University), Kris Mattila (Michigan Technological University), Mujahid Akram (Texas Tech University), Hugh McCulloch (HCSS) Front Row: J. Michael Tramel (University of Arkansas - Little Rock), Sanjiv Gokhale (Vanderbilt University), Ashraf Ghaly (Union College), Mohammad Najafi (Michigan State University) & Mike Rydin (HCSS)

## Bid News

### Iowa

Grimes Sports Complex - Phase 6

Elder Corporation's bid of **\$730,343.70** left just 0.49% on the table!

### Missouri

Route 21 - Jefferson County - Tab #616

Fred Weber, Inc. .... **\$29,862,828.63**  
Sierra Bravo, Inc. .... **\$32,225,345.00**  
Freesen, Inc. .... **\$34,211,335.00**

### New Jersey

Seaview Drive Ramp Connection SIP-301

Conti Environmental's bid of **\$36,627,863.00** left just 0.115% on the table!

### New York

Wanatagh Parkway Bridge (D-259294)

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

### Ohio

Summit County - Major Reconstruction

The Ruhlin Company .... **\$24,246,395.86**  
Great Lakes Construction Co., Inc. . . **\$24,337,782.15**  
Kokosing Construction Co., Inc. . . . **\$27,852,323.87**  
National Engineering & Contracting . **\$28,496,062.87**  
Kenmore Construction Co. Inc. .... \$28,718,050.68  
Shelly & Sands / McCourt Constr. JV **\$28,738,260.17**  
Perk Company, Inc .... **\$30,483,664.00**

### Pennsylvania

York - SR83

Kinsley Construction .... **\$58,800,398.02**  
Allan A. Myers .... **\$61,444,676.80**  
Dick Corp. .... **\$63,474,179.50**  
Trumbull Corp. .... \$65,886,560.61

### Texas

Jackson County - FM 616

Garey Construction Ltd.'s bid of **\$1,147,720.81** left just 0.245% on the table!

**HeavyBid Customers Noted in Green**

## User Tips



### Speed Up Large Estimate Creations

If you create large estimates by downloading DOT items and automatically merging extensive library estimate data, this tip may be useful for you. If the process is done on your network and takes several minutes, you can reduce the time to seconds if you can create the estimate on your local hard-drive, back it up on your local hard-drive and then restore to your network. In addition to making your procedure run faster, it reduces traffic on the network and may improve performance for other users.

### Find Help Fast

Press F1 on any screen to bring up Help specific to that screen.

### Change Activity Information Quickly

Existing activity information can now be changed directly from the right-hand side of the Tree View Entry screen. This exciting new feature introduced in *HeavyBid* 3.2d, should eliminate the need to use the Modify Activity button.

### See Calculations

When in estimate entry, you can quickly see how costs are calculated by right-clicking on the resource code and selecting "Show Calculation." This display will also give you a breakdown of your labor/burden calculations.

### Right-Clicking Your Mouse

In just about every screen of *HeavyBid*, you can right-click the mouse to open a "context menu." The context menu is a shortcut to many common tasks for the screen you are in. It is especially helpful in the Tree View and Quote System screens.

### Linking Spreadsheets

The Linked Spreadsheet feature can be used by right-clicking in any numerical field in the resource and activity sections of all estimate entry screens. Linking a spreadsheet allows you to use spreadsheets to calculate activity and resource values in the estimate and update the estimate values immediately.

### Save Estimate Source Information

A new system preference called "Save Estimate Source Info When An Estimate Is Created," has been added to the system. When this preference is checked, information about the creation of a new estimate is stored in the estimate notes. This includes the date the estimate was created, the user that created it, and the source estimate(s) or backup used.



### Production Calculator

When entering production quantities on a time card, you can right-click and choose Production Quantity Entry. This allows you to quickly calculate today's quantity from the to-date quantity or percent complete on items where today's quantity is not obvious.

### Equipment-Operator Linking

If default Equipment is selected for an employee in Employee Setup, *HeavyJob* will automatically add this equipment to the Time Card when the Employee is selected.

## New HeavyJob Feature Coming Soon!

Look for a new spell check feature to be included in the next major update of *HeavyJob*. Because foremen at the 2003 Foreman User's Group Meeting insisted that we add a spell check feature, we are adding it to the Diary Notes and Cost Code Notes sections of the program!



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