



Building Efficiency Together

# HeavyNews

For the Construction Industry

Keeping You Informed as We Build Efficiency Together

Summer 2008

## Customers Benefit From Free Helpinar

HCSS customers in Portland, OR and Seattle, WA benefited from two free Helpinars on May 21 and 22. HCSS technical support analysts were on hand throughout each day to answer any questions customers may have had, ranging from their current software programs, to ones they simply wanted to know more about. Tables were labeled with specific products, so customers knew exactly where to go for the help they needed.

"I liked the one-on-one, in-depth discussions," said Kevin Parrish with Hamilton Construction. "It was very helpful and we got answers to all of our questions."

Helpinars are designed to offer customers even more opportunities to get help in a low-pressure environment. Non-HCSS customers are also welcome to come and ask questions and learn more about HCSS products.

We are in the process of planning upcoming events in Phoenix, AZ, Philadelphia, PA, Kansas City and St. Louis, MO, Raleigh, NC, and Orlando, FL. To learn more about these events, or to register to attend, visit [www.helpinar.com](http://www.helpinar.com).



HCSS employees help customers and answer their questions at the Seattle Helpinar. Over 75 customers attended the Northwest Helpinars in Seattle and Portland.

## Many Opportunities for HeavyBid Beginner Training

Does your company have a new estimator or an employee who infrequently uses **HeavyBid**? Would you like to see them be able to use **HeavyBid** better? Then join us at our Regional **HeavyBid** beginner trainings to learn from our expert training team. We've changed it up this year and decided to move our New Jersey training to Chester, West Virginia, just west of Pittsburgh, PA.

**Oct. 2-3, 2008**  
Mountaineer Casino Resort  
Chester, WV

**Oct. 16-17, 2008**  
Golden Nugget Hotel  
Las Vegas, NV

These two day classes will cover topics from basic setup to bid review and bid closing. This will include understanding the basic structure of **HeavyBid**, setting up a master estimate, biditem entry, quote system, bid summary, bid pricing and reports. This is a great chance for your estimators to get inexpensive training for **HeavyBid**.

For more information please visit our website or contact our training department at 800-683-3196.

Also available for Beginner Training are the following dates in Houston:

**Aug. 28-29    Sept. 25-26    Oct. 30-31    Dec. 4-5**

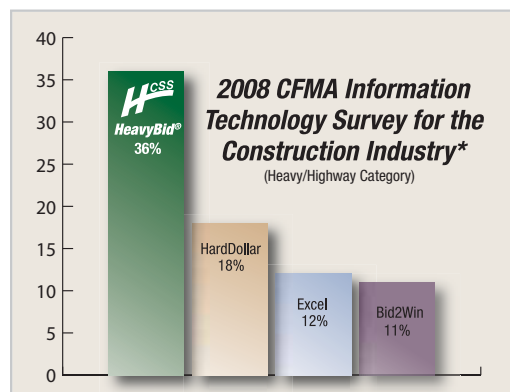
Sign Up Today  
[www.hcss.com](http://www.hcss.com)

## HeavyBid Ranks #1 Again Among Estimators

HCSS' **HeavyBid** estimating software once again ranked #1 in the Heavy/Highway category of the 2008 Construction Financial Management Association's (CFMA) Technology Survey for the Construction Industry. Thirty-six percent of the Heavy/Highway contractors surveyed noted **HeavyBid** as their estimating software, double that of the closest competition. **HeavyBid** has achieved the top ranking for the heavy/highway industry since the inception of the survey in 1996.

Conducted biennially since 1996, this survey is the only reasonably objective poll of Heavy/Highway contractors' use of technology, which was designed to be a tool for comparing companies' technology use with that of their peers.

If you'd like to view results for other IT solutions you may be using or are thinking about buying, CFMA's 2008 Information Technology Survey can be purchased at [www.cfma.org](http://www.cfma.org).



*\*Statistics excerpted from CFMA's 2008 Information Technology Survey for the Construction Industry, seventh edition, with the permission of the Construction Financial Management Association, Princeton, NJ, 609-452-8000. [www.cfma.org](http://www.cfma.org) CFMA neither evaluated nor ranked software in terms of performance. The survey should not be construed as the advice or opinion of CFMA.*

## HCSS Awarded for Innovations in Employee Ownership

HCSS was one of three recipients of the Innovations in Employee Ownership Award, administered jointly by the National Center for Employee Ownership (NCEO) and the Beyster Institute. HCSS President, Mike Rydin, accepted the award during the 2008 Employee Ownership Conference in Chicago, IL.

HCSS has been an employee-owned company since 1998. At that time, Rydin sold 25 percent of the company to the employees via an ESOP (Employee Stock Ownership Plan) with the idea of getting HCSS employees to think and act like owners. HCSS now has a three-tier approach to employee ownership with annual cash profit sharing, Stock Appreciation Rights (SARS), and ESOP. Through these methods employees are rewarded financially for the positive impact they have on the company and are able to see how their work affects company performance.

"Having ownership in HCSS is a constant source of motivation for me not only in my specific job, but in any area that will help our company grow," said Blake Driskill, who has worked at HCSS since 1998. "Knowing that my coworkers are also owners means that we all have a shared interest in working together for the benefit of customers and HCSS."

The Innovations in Employee Ownership Award is an annual award recognizing creative ideas that help make employee ownership stronger, and publicizing those ideas so others can learn from them.

For more ideas on how to engage employees in business, we encourage you to attend the Ownership Thinking conference mentioned on this page.



HCSS President Mike Rydin (center) receives the Innovations in Employee Ownership award from Martin Staubus (left) of the Beyster Institute and Loren Rodgers (right) of the National Center for Employee Ownership.

## Shine the Light on Your Production Data

Formerly referred to as Advanced Reporting, our new premier reporting and analysis product finally has a name: ***Illuminate***. Think of it when you need to peer into the dark and dusty crannies of your company's data for ways to improve your production processes.

Here are some examples...

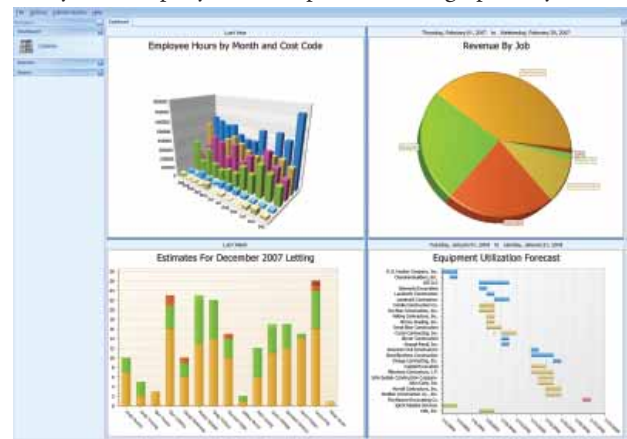
Are some of your foremen much more productive at certain cost codes than other foremen? In seconds you can set up a table that will tell you exactly that. Maybe you can arrange a knowledge transfer between the efficient ones and the less efficient, bringing up everyone's productivity. Or simply make more informed scheduling decisions by assigning the best man for the job. Save the view, then re-run it over different date ranges to see if your actions have made an improvement.

Are some of your jobs using more than the budgeted equipment hours to stay on schedule for a certain type of work? You can easily create a variance view to show hour and cost variances from budgeted amounts for both labor and equipment. A few more clicks will filter out those cost codes you're not concerned about so you can home in on the ones that really affect your bottom line. Then with a sweep of the mouse and another click, turn the relevant rows of data into a colorful chart that you can print and take with you to a staff meeting.

Do you need to monitor when certain jobs or foremen are running up excessive overtime? With just a little bit of training, anyone in your company can set up a view that graphically

highlights any job or foreman whose overtime (or double time, or any combination thereof) exceeds a specified threshold. Set the time frame for that report to "Last Week," save it, and you're done. Every Monday, simply run the report with a few clicks of the mouse, note the highlighted data, and take the appropriate action.

Whenever you need to bring important data into the light so you can make meaningful decisions, call HCSS. We'll help you ***Illuminate*** it!



## Teach Your Employees More About Business

Would you like your company to have employees thinking and acting like owners? HCSS encourages you to attend the **Ownership Thinking Conference** in the Denver, Colorado area on September 18-19. This conference is put on by Brad Hams, who was an Executive Track speaker for the 2008 HCSS User's Group Meetings. Brad believes that encouraging ownership thinking in employees will be the trend for the 21st century.

HCSS is an advocate of Brad's organization and believes in what it stands for. HCSS fosters ownership thinking through an Employee Stock Ownership Plan (ESOP) and cash profit sharing plan. We also designed ***HeavyJob*** to help turn your foremen and superintendents into knowledge workers. If your first-level managers think like owners, have the information of owners, and act like owners, your company has far more potential for improvement than those who mindlessly follow the same procedures year after year. Brad has put together a conference that conveys the importance of employee education, involvement and accountability toward driving improved earnings. This conference attracts attendees who are truly enthused about business and enjoy sharing information and ideas. After attending the inaugural event last year, we believe this to be such a great opportunity to learn more about business practices that we are sending 13 employees this year. And, at only \$549 per person, we believe it is a great value. Mike Rydin, HCSS President, and Tom Webb, VP of Technical Services, will not only be attending, but will also be teaching a class called *Creating a Learning Organization*. For more information, visit [www.ownershipthinking.com](http://www.ownershipthinking.com).

## 2008 Updates Have Shipped!

There are lots of great new features in ***HeavyBid***, ***HeavyJob*** and ***The Dispatcher***, so be sure to update when you receive your 2008 update CDs. Visit [www.myhcss.com](http://www.myhcss.com) to see all of the new features. If you have yet to receive your update, please call 800-683-3196.

# Don't Try This at Home

When I was in grade school a cartoon named "Popeye" was very popular - you probably remember this one - almost every kid in my class watched it. A friend of mine decided that he could be as strong as Popeye if he could just eat enough spinach. One day after watching his favorite cartoon, he opened a can of spinach, took three bites and walked outside. He flexed his muscles and hit his wooden fence as hard as he could, while we all watched in amazement. A trip to the hospital and two fractures later proved his spinach theory wrong. Should cartoons have disclaimers with warnings about not trying this at home or should we assume common sense would prevail?

Fast forward 30+ years to the current reality TV shows and my son Grant. His favorite show is Man vs. Wild with Bear Grylls. Bear is a survivalist who each week gets dropped off in extreme, remote areas where he often eats and drinks very strange things to "stay alive" in the wild. This is a very popular show among most kids in his middle school.

Last Saturday, my wife and I came home from a movie date and found a skillet upside down in the sink. Since the kids aren't allowed to cook while we are gone, I asked who had been cooking. It turns out, it was Grant, and to our surprise, he had cleaned, cooked and ate the minnows he had caught at the creek earlier in the day. He said he wondered what they would taste like and said that were actually pretty good - "They tasted a lot like the trout you cook, Dad."

Man vs. Wild has disclaimers before, after, and throughout the show explaining that "you shouldn't try this at home." Obviously these warnings didn't register with Grant. He then assured both of us that he couldn't possibly get sick from the minnows, since he had cooked them an extra long time. We just told him that time will tell—he survived that day without even an upset stomach.

The more things change, the more they stay the same. No disclaimer would have stopped my friend from hitting the fence after eating spinach to imitate his hero Popeye, and no disclaimer would have stopped Grant from eating the minnows. It comes down to logic and common sense. The adage remains—boys will be boys! No matter how mature we think our children are, sometimes, they still make poor decisions. We need to watch over them well into their teens.

## Perspective



Steve McGough  
HCSS Chief  
Operating Officer

## More Bid News

We are excited that we had so many customers send in their recent wins, we wanted to be sure to share them all with you.

### INDIANA

Eddy Street Commons-Utilities, South Bend

<b>HRP Construction</b> .....	<b>\$2,644,350</b>
<b>C&amp;E Excavating</b> .....	<b>\$2,644,976</b>
Selge Construction.....	\$2,664,947
R&R Excavating .....	\$2,973,239
Woodruff & Sons.....	\$3,263,941
Underground Service .....	\$3,278,017

### FLORIDA

Rehabilitation of Runway 9I-27R & Taxiway B-1 at Orlando-Sanford International Airport, Sanford

<b>Hubbard Construction Company/Orlando Paving Company</b> .....	<b>\$8,160,022.50</b>
<b>Ranger Construction Ind</b> .....	<b>\$8,250,993.50</b>
<b>P&amp;S Paving</b> .....	<b>\$9,741,827.50</b>
<b>Middlesex Corporation</b> .....	<b>\$12,073,630.00</b>

All bidders are **HeavyBid** Customers



We would like to congratulate the *University of Oklahoma's* civil team for taking first place at this year's ASC/QUOIN Region V Student Estimating Competition held in Dallas, Texas. HCSS was a sponsor for the team who competed against students from area colleges. The students had a chance to take on simulated bid situations, allowing them an opportunity to experience similar circumstances that would be anticipated in the construction industry. This win advanced them to compete at the National level in Las Vegas, NV. OU has partnered with HCSS for many years and not only uses **HeavyBid** in the classroom, but also in their competitions.

# Bid News

(HeavyBid Customers Noted in Green)

## COLORADO

2008 City Improvement Program, City of Brighton

<b>Asphalt Specialties Co., Inc.</b> .....	<b>\$6,546,704.55</b>
Lafarge.....	\$6,741,828.65
Quality Paving.....	\$7,037,825.90
<b>Aggregate Industries</b> .....	<b>\$7,061,806.95</b>
<b>Brannan Sand and Gravel</b> .....	<b>\$7,088,016.94</b>
Asphalt Paving.....	\$7,930,899.90
Premier Paving, Inc.....	\$8,281,534.46

## PENNSYLVANIA

SR 0322 Rockton Mtn, Clearfield County

<b>Glenn O. Hawbaker, Inc.</b> .....	<b>\$3,451,883.00</b>
<b>New Enterprise Stone &amp; Lime Co.</b> .....	<b>\$3,552,530.77</b>
HRI, Inc. ....	\$3,913,589.30

## CALIFORNIA

SR 52/67, Construct 4-Lane Freeway, Santee, CA

<b>Skanska USA Civil</b> .....	<b>\$66,359,459.00</b>
MCM.....	\$66,528,834.00
<b>FCI</b> .....	<b>\$66,542,646.00</b>
<b>Steven P. Rados</b> .....	<b>\$66,933,441.00</b>
<b>Balfour Beatty</b> .....	<b>\$68,884,337.00</b>
<b>Atkinson</b> .....	<b>\$75,410,091.00</b>

## MICHIGAN

Sumpster Road from Colf Road northerly to Oakville Waltz Road, Monroe County.

<b>Barrett Paving Materials, Inc.</b> .....	<b>\$ 1,099,992.77</b>
<b>Cadillac Asphalt, LLC</b> .....	<b>\$1,100,194.03</b>
Ajax Paving Industries.....	\$1,253,203.95
<b>Gerken Paving, Inc.</b> .....	<b>\$1,328,447.02</b>

## MISSOURI

Route 100, Washington, MO, Franklin County

<b>Millstone Bangert, Inc.</b> .....	<b>\$21,126,325.00</b>
<b>Dave Kolb</b> .....	<b>\$21,995,548.00</b>
<b>Fred Weber</b> .....	<b>\$22,074,659.00</b>
Gershenson .....	\$22,292,889.00
<b>NB West</b> .....	<b>\$22,415,149.00</b>
Pace Construction.....	\$22,418,000.00

## NEW JERSEY

Route I-78 & Garden State Parkway Interchange 142

<b>Union Paving and Construction</b> .....	<b>\$121,960,705.95</b>
<b>George Harms Constr. Co. Inc.</b> .....	<b>\$136,382,424.21</b>
<b>Ferreira Const j/v Crisdel Group, Inc</b> .....	<b>\$139,399,999.68</b>
<b>Perini Corp</b> .....	<b>\$143,690,404.13</b>
<b>Conti Enterprises, Inc</b> .....	<b>\$162,474,261.00</b>

## OHIO

Major Construction IR-77-1.89, Cuyahoga County

<b>Kokosing Construction Co</b> .....	<b>\$90,369,078.19</b>
Kenmore Construction Co .....	\$90,831,759.20
<b>Great Lakes Construction</b> .....	<b>\$91,873,437.89</b>
<b>Beaver Excavating Company</b> .....	<b>\$91,873,737.89</b>
Anthony Allega Cement.....	\$92,154,243.74

If you have bid results you'd like to share, simply email them to [bidresults@hcss.com](mailto:bidresults@hcss.com).

## User Tips

### HeavyBid®

#### Attach Documents to Quote Folders

Would you like to have easy access to documents related to your subcontractor quotes? To link or attach documents from the Quote Summary window, select the **Link/Attach Documents to Quote Folder** option, available from Folder Options and the right-click menu. When a document is linked or attached, a piece of paper with a "Documents" link will appear in the quote folder. Click this link to view the linked or attached documents.

#### Quickly Find a Resource in Your Estimate

Have you ever needed to quickly see where a resource resides within your estimate? To find every instance of a resource in your estimate in a snap, simply go to **Query > Resource**. Then, hit the "filters" button and limit your search to the resource you would like to see. After hitting "Ok," you will see exactly what you are looking for!

### HeavyJob®

#### Who Made that Change?

Would you like to see the first revision of a time card, and who was responsible for making changes to the time card? Simply go to **Reports > History of Changes > Time Cards**. Then, just select the date range and the foreman and instantly see the information you are looking for.

#### Quickly Review Time Cards

When reviewing time cards, next time use the Time Card Management Tool. This Tool allows you to gather time cards for a date range and quickly jump from time card to time card, and job to job. It will always stay open, even as you open different jobs, allowing supervisors to quickly review time cards. It's available from the **Utilities menu** or from the shortcut bar by clicking on .

#### 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**. Remember to call the support line directly to get help faster.

### The Dispatcher®

#### Track Employee Skills

*The Dispatcher* now tracks Employee Skills to help you better utilize the skills in your labor force. To set up the various types of skills that your employees possess, select **Setup > Skill Types**. Entries can vary from skills that expire (such as licenses and certifications) to general skills (such as the ability to operate a specific type of equipment). To assign these Skill Types to the appropriate employees, use the new **Skills tab** in the **Employee Detail** window. Once Skill Types have been set up and assigned, you can then search/filter to employees with specific skills.

#### Don't Change My Board!

Would you like to see certain locations on a magnet board, but are reluctant to change a board that someone else created? Simply create your own custom magnet board by selecting **New** while you are in the magnet board view. Give the board a name, decide how many rows and columns you would like to see, and choose the jobs you would like to appear on your board. After selecting **Ok**, you will have created a board that shows exactly what you are looking for!



Estimating, Field Management, & Resource Management Software

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