

David H Martin Excavating



David H. Martin Excavating, Inc. started out in 1968 with one man, a dump truck, and a backhoe. Now the Chambersburg, Pennsylvania contractor manages more than 180 employees, a large fleet of dump trucks, and a fleet of excavation equipment to provide excavation and utility services to private and public

residential, industrial, and commercial clients in Pennsylvania, Maryland, West Virginia, and Virginia.

For years, the contractor used AGTEK to calculate earthwork and Excel spreadsheets to produce estimates. According to Aaron Yeager, Estimator at David H. Martin Excavating, "We'd debated moving to better methods for a few years. We knew we'd catch more mistakes and really wanted to have all the benefits of a database and modern technology to help our four estimators work more quickly and accurately."

The excavating company chose Viewpoint For Estimating™ and the module tailored for Earthwork. "The biggest thing we were looking for was that the solution chosen had to be easy to use. Other programs we saw were just far too complicated. Viewpoint Estimating offers a lot of features but it's so easy to learn and easy to use," says Yeager.

Viewpoint For Estimating helps contractors improve speed and accuracy of takeoff, estimating, and proposal management processes. Because it's seamless, after measurements are completed, users easily send them into an estimate to prepare the bid. It's designed to be fast, accurate, and easy to use, and so contractors can eliminate costly mistakes and find more profit in every job.

Missing Numbers and Losing Time

Regarding the challenges the contractor experienced using its previous system, Yeager explains, "Our previous methods couldn't warn us about missing numbers. And we were trying really hard to use spreadsheets to make our estimates, but it took so long! Plus, it was really hard to break out labor, equipment, and material."

Because they were lacking a software solution designed to fit their type of work, the estimators at David H. Martin Excavating spent much time jumping from job to job, in and out of different programs and plans. "I can't say exactly how much time we saved by moving to Viewpoint software – I wish I did, I bet it would be impressive – but I know we definitely save a ton of time now," says Yeager.

CUSTOMER OVERVIEW

Contractor:
Excavation and Utility Services

Headquarters:
Chambersburg, PA

Employees:
180+

Viewpoint Customer:
Since 2012



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Earthwork Digital Takeoff

The company takes advantage of the solution's digital takeoff technology that's tailored for earthwork. Estimators can download electronic plans quickly right on their computer monitors and never touch bulky, expensive blueprints. Yeager and the other estimators can generate accurate cut and fill quantities, takeoff any sitework elements, calculate grade, and more straight from digital site plans. Plus, Viewpoint software was designed with essential verification features that help protect earthwork contractors with unmatched accuracy.



Yeager says, "With Viewpoint Earthwork and Estimating software, it's so much easier to shuffle from job to job and keep various things moving forward at once. The digital takeoff is great! The sheer fact that I don't have to print out plans and use a scale saves me a lot of time. I used to mark pipe runs on paper plans with a highlighter and then go back and measure by hand. Sometimes to find an area on paper plans, we had to use a planimeter, this machine that cost us roughly a thousand dollars to get a math formula to convert to square feet. Now, this software does it all for you. You simply set the scale in the program and see all the math calculated easily right on your screen. It's saving us time and it's more accurate."

Preventing Problems and Working Together

Aside from the clear-cut savings achieved by doing takeoffs and estimates with greater speed and accuracy, David H. Martin Excavating also adds to savings with better bids and productivity. Yeager explains, "I know we're getting more bids done in less time. And we are being more profitable because we are not making mistakes on pricing, thanks to the database. In the past, we've caught oversights on other jobs, but only after the fact and could do little or nothing about it. Now with Viewpoint software, you have a button to look for and catch things. I'd recommend other contractors choose Viewpoint For Estimating to save time, catch mistakes, and avoid costs of errors and wasted effort."

Because the system is so integrated, it allows the estimators using it to work more collaboratively with others in the organization. Yeager shares, "One big benefit of using this software and why we switched is to work better with our accounting team. They'd gotten better at tracking and managing numbers and really needed to know from us in estimating exactly how much labor for this and how much equipment for that. We used to guesstimate at so many feet per hour, but never provided details about which crew did what.

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— Aaron Yeager,
Estimator

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We just gave a lump sum — not a lot of insight there. But now we truly know what it costs to do a job and can give accounting exactly what they're looking for, with accuracy!"

He adds, "In fact, using the Viewpoint software also helps us work better with the supers, too. They have every little detail — can see hours per labor man, not wondering what we think it costs to do it and throwing it around to figure it out. We've eliminated the blame game and can really work together for best profit. Plus it does make things easier on my end, too, since I don't need to pull out plans when someone calls with a question, like a client or a superintendent from a job site. Communication is fast and the information is correct."

In closing, David H. Martin Excavating got exactly what they needed but even more than they bargained for. According to Yeager, "By using Viewpoint software, we save a great amount of time and frustration in our estimating processes, and avoid a lot of costly mistakes, but a surprising benefit ... our team can communicate with each other more effectively now and we simply got better all around! We're a better company and so can better serve our clients."

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