



P.C. Haines, inc.
Wall & Ceiling
Contractors

CASE STUDY

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[PROJECT: Area 6 in Fort Indiantown Gap, Pennsylvania] **PC Haines Drywall & Ceiling Contractors**

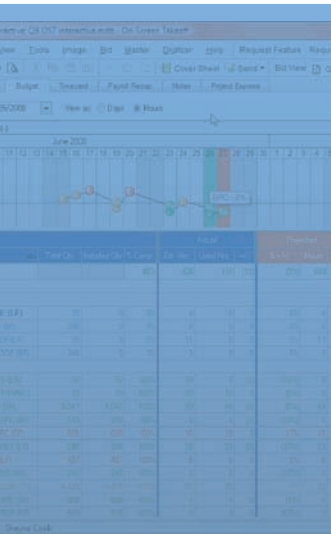
PC Haines Corrects Labor Production Overruns and Increases Profitability Using Digital Production Control™

PC Haines Drywall & Ceiling Contractors, a Salunga, PA-based specialty contractor, specializes in the installation of drywall, acoustic tile, plaster, steel studs and exterior insulation finishing systems (EFIS) on commercial projects throughout Pennsylvania, Maryland, Delaware and New Jersey. With about \$5 million in revenue annually, the firm accurately measures labor production on any given project—in real time—using On Center Software's Digital Production Control, a cost control solution integrated with estimating and bid information. One such project was completion of the steel stud and exterior walls of a government building located in Fort Indiantown Gap, PA, titled Area 6.

Paul Haines, owner of PC Haines Drywall & Ceiling Contractors, is one of two project managers within the company. He relied on Digital Production Control for instant cost code and production checks for the Area 6 project.

Using Digital Production Control has helped Haines manage the project in real time. Once the labor budget from Quick Bid was merged with the graphical takeoff within On-Screen Takeoff®, Digital Production Control allowed Haines to compare estimates to real-time labor production. He was able to spot production problems immediately by viewing a daily color-coded set of plans showing over-budget items in red and on-budget items in green, even before payroll was run for the week. All project cost overruns were instantly recognizable. "With Digital Production Control," Haines states, "as you're going through the course of a job, if you see a problem, it shows up in red, and it gives you time to react."

Haines was also able to better manage his own time. As the field personnel complete a task, the information was entered into Digital Production Control. It was then instantly available to all parties involved. Haines recalls challenges that arose on projects before using Digital Production Control, particularly concerning cost codes and project management. "The only time we could ever tell where a job was at, was at the end of the job, long after you



could have done anything about any messes, and you looked at your accounting program.” But with Digital Production Control, Haines was able to communicate problems quickly and efficiently to his personnel. “Just by letting the guys know that we weren’t meeting goals, they picked up the productivity right then and there, because they knew that you were aware that the problem was there.” And the “guys” have responded well to Digital Production Control: “Everybody’s taking to it. The guys continuously come in, and they want to see right then and there where they are, and how they are doing with it. They’ve had an excellent response to it.”

Haines attributes a part of his Area 6 success to the use of On Center Software’s ProfitBuilding Suite. “I think what separates me from my competitors is the fact that my overhead is very low, whereas theirs is very large, because they are not using the software that is out there to make their companies more efficient.”

Project Management Made Easy

By integrating the takeoff and estimating processes, this powerful program allowed Haines and his team to digitally track labor production and payroll directly from the field to the project manager’s workstation in the office. Color-coded plans displayed work in progress and indicated exactly where labor cost overruns were occurring.

Contact us

To find out how On Center Software can help streamline your operations and enhance your bottom line, contact us at 1.866.627.6246, or visit our Web site at www.oncenter.com.

More about the On Center ProfitBuilding Suite

The On Center ProfitBuilding Suite of products makes it possible to manage all phases of a job from the initial bid stage to completion. Estimators can perform takeoffs directly on their computer screens with On-Screen Takeoff®, create accurate bids with Quick Bid, and track a project’s status and budget with Digital Production Control™. The On Center ProfitBuilding Suite is a single-source solution for all of your estimating, bidding, and project-tracking needs.

The On Center ProfitBuilding Suite will help

- Increase accuracy
- Reduce risk
- Bid more in less time
- Eliminate costly mistakes
- Minimize data-entry mistakes
- Reduce calculation errors
- Avoid bidding too low or too high
- Quickly fine-tune labor production

More about On Center Software

Located in The Woodlands, TX, On Center Software, Inc. is a privately held company that was formed in 1988 by construction professionals. Their mission is to transform the estimating experience of construction-industry professionals by developing and supporting innovative, practical, comprehensive software solutions that propel winning bids into profitable projects. On Center Software combines extensive industry knowledge, a solid understanding of the estimating process, and state-of-the-art technology to turn complicated bidding data into meaningful information.

