

BHS *takeoff*

BHS, Inc. Newsletter

Volume 31, August 2010

David E. Zuck is Retiring

Congratulations are in order. Dave is retiring after more than 50 years in the industry. He and Sharon are going to take time to be with the kids and will spend most of their time down on the Gulf enjoying the sun and fun. We will make this year's dinner out at the Users Group Meeting a time to celebrate. The date will be October 11 at:

Holiday Inn Hotel & Suites Minn/St. Paul
International Airport Hotel
3 Appletree Square
(I-494 & 34th Ave South)
Bloomington, MN 55425
1-800-465-4329



See the brochure for special room rates and cutoff dates. If you cannot come to the full seminar, maybe you can at least make the retirement dinner. We will need a confirmation by September 18. The cost will be \$50 if not attending the complete seminar. If attending the seminar, we will include it in your seminar registration at no additional cost. Congratulatory letters can be sent to:

David E. Zuck
29099 Ivory Road
Gravois Mills, MO 65037
(573) 280-9341

15th Annual - BHS Users Group Meeting and Training Seminar – This year's seminar will be in Minneapolis, MN near the Mall of America. Please find enclosed a brochure with complete details.

BHS Moving Forward

Rick Barnhouse will take over as owner and president of BHS. Rick has been with the company since 1989, nearly the very beginning, and has been responsible for operations and programming for the past ten years. Dave has agreed to stay available for consulting, plus we are planning to work in conjunction with a few of our successful long-time *BHSestimator* users to provide input and direction for improving the *BHSestimator*.

Here are some of the immediate plans or ideas:

- On-Screen Takeoff - We already have in the works an integration to an on-screen takeoff service. This software will allow the user to takeoff a bid right on the screen using both manual takeoff and automatic scanning with manual confirmation to obtain a parts list. The *BHSestimator* will then be able to import the bid matching takeoff items to items in the database.

The BHS, Inc.

4618 S. 156th Road – Bolivar, Missouri 65613 - Phone (800) 491-0868 - Federal ID 48-1097436

- Local Training/Sales Seminars – Instead of just one nation-wide seminar, we would like to come to your locations to do several seminars each year. The seminar would be co-taught by Rick Barnhouse and your “resident expert” so it would include both technical and practical operation of the software. We would invite prospective customers in the area to attend for free to encourage sales. We envision having the seminars in hotels or even your shops, as space allows, and keeping cost to a minimum. The seminars would be free to all *BHSestimator* users of the host company.
- Material Database – We have long been in need of revamping and revitalizing the material database. Working with a couple of key users and vendors, we plan on making significant modifications and additions to our database. We will also seek to increase pricing update options. Since there are now a variety of national pricing services available, we may want to look at discontinuing pricing updates direct from BHS. As we stated in a recent email correspondence, these updates have become significantly harder to keep up with and there are companies that do this for a business, providing you with more accurate local pricing that we are able to.
- Pricing – The *BHSestimator* has been the same price for probably 15 years. We understand economics, competition and the current state of the nation’s economy. Although, we have seen good sales this year, effective immediately we will be lowering the price for the *BHSestimator* to \$2950 for the first system and \$995 for all additional systems. Systems sales will still include a renewal of your Annual Site Service Contract and discounts to seminars. The annual contract will still entitle you to all free upgrades to the software.
- Improved Advertizing and Marketing – As funds become available, we commit to bringing on new employees to assist us with telemarketing and to start advertizing in trade magazines. We have always had our best sales from referrals, but we understand that we need to be visible to a wider target audience. This will increase our working capital and give us the ability to provide our users with a better product. Speaking of referrals, we offer a \$250 “finder’s fee” to anyone who is instrumental in convincing a new company to purchase *BHSestimator*.
- Legacy Software Programs – We will discontinue support for Versions 3, 4 and 5 of the *BHSestimator*. That being said, as always, Rick knows all these old systems, and if possible will help. But, we no longer make fixes to any of these old versions and need to focus on going forward with Version 6 and beyond. We will also be discontinuing support for *BHStoolcrib*, *BHSvehicle*, and *BHSjobs*. These products were never marketed well in the first place and there are other software products out there that do their functions better.

Thank You!

Thank you so much for your choice to continue using the *BHSestimator* over these past years and for continuing with us into the future. We are planning for some good changes and enhancements in the program and services. We trust that you continue to find *BHSestimator*’s ease of use and customer support the best in the industry. As always, we thrive on your suggestions for improvement. Please email any comments or suggestions to support@bhsestimator.com or call our new toll-free number at (800) 491-0868. Please note our new address:

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