

# THE REINFORCER

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Applied Systems Associates, Inc.

WINTER / SPRING 2001

## Welcome to PNC Park

### *Reinforcing the new home of the Home Team*

If you're like most of us in the rebar business, you can't help but enjoy the site of a giant concrete structure going up in your hometown. Especially when it's the new home of the Home Team. Welcome to PNC Park, the Pittsburgh Pirates' new baseball park.

On the banks of Pittsburgh's Allegheny River, the nearly-complete baseball-only park stares out over the city. It is hard to imagine that it was just two short years ago when Zottola-Simpson Rebar, Inc. was bidding on the project.

"When we were awarded the project, I was thrilled," says owner Bob Simpson, adding, "we're part of history." Bob says PNC Park is the largest rebar building job in Pittsburgh that he can remember.

Zottola-Simpson, a Pittsburgh-based rebar fabricator, shipped its first truckload of steel to the jobsite in June 1999. 3,800 tons later, they'll finish up this month. Set to open its doors for the Pirates' home opener on April 9, PNC Park replaces Three Rivers Stadium, which was imploded on Feb. 11.

Both PNC Park and the new Steelers stadium are located along Pittsburgh's North Shore next to the Three Rivers Stadium site. With seating for 38,127, PNC Park is open behind center field and provides a dramatic view of Pittsburgh's rivers, bridges, and skyline.

Bob Simpson is excited about the new ball park that his company helped to build, but



**PNC Park under construction.** Join us for the 2001 aSa Software Forum and see the new ball park up close. See the back of *The Reinforcer* for Forum details.

admits that the job wasn't an easy one. "The stress was unreal," he says, citing very difficult detailing, constant design changes, and the huge amount of material to deliver for the project. Adding to the stress was the fact that Bob's crew was dealing with two different construction companies and also providing reinforcing for the new Steelers Stadium at the same time.

Bob says his detailing staff worked hard to keep up with design changes, which were constant. "The foundation package alone had

*Continued on page 4*

**Turn to pages 4-5  
for more pictures of PNC Park plus our  
own aSa construction project.**

*Letter  
From the  
President  
Page 2*

••••

*Business  
Software  
News  
Page 3*

••••

*aSa  
Building  
Addition  
Page 5*

••••

*Multimedia  
Developer  
on Board  
Page 6*

••••

*New  
Customers  
Page 7*

••••

*WOC,  
Software  
Forum &  
CAD  
Page 8*

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# Can't Wait Any Longer? You don't have to – aSa Ultra is here!

## Letter from the President

After many years in the making, aSa Ultra is here! aSa CAD/Detailing, Bar Listing, Shearing, and Tagging will be ready for release at our 2001 Software Forum. The completed aSa Business Software will be released shortly after that. I want to personally thank the aSa staff for their hard work and our clients for their patience. This development has taken tremendous planning and resources. It's been a long time in coming and will certainly be worth the wait!

We have spent countless hours designing, developing, and testing our new Ultra Rebar Software for Windows. To ensure a high quality product, aSa recently hired an outside consulting firm to assist us in our testing process. Systemics Inc., from State College, PA, is reviewing large portions of aSa Ultra to make sure that our products will work the way you would expect. This additional testing is necessary to meet our internal quality standards.

Meanwhile, you're not the only one changing to new software this year. At aSa, we have migrated from our own DOS Business Solutions to Sage™ Enterprise Suite® and Best!® software. Sage ES is being utilized for our Accounts Receivable, Accounts Payable, Purchase Order, Inventory Management, Cash Management, and General Ledger. Ultimately, you will be able to place orders through our web-site using the new Sage e-Customer module. Best! handles our Payroll and Human Resource applications, including a new Employee Self Service function. ESS operates on our corporate Intranet, allowing employees to view their attendance records, pay histories, and even make limited changes to their own records.

*"We have spent countless hours designing, developing, & testing Ultra"*

We have also purchased additional tools for internal aSa use. BridgeTrak™ Software from Kemma helps us to document software errors and user suggestions. It also allows us to create a Knowledge Base that will be available on-line to help users find answers to common questions. We are now using StarTeam® software from StarBase Corporation to track versions and releases of our software. Both of these products replace home-grown applications that aSa developed nearly 10 years ago.

In other news, aSa is celebrating "31derful" years. We were incorporated on February 2, 1970, making Ground Hog Day the official aSa corporate birthday. In May of 2001, I will begin my seventh year as President and COO of aSa. The company remains stable as demand is increasing for our new Ultra rebar products, as well as IT and web services, aSa-supplied Bentley engineering solutions, and business modules from Sage (aSa is now a top 20 Sage ES reseller).

Our success, of course, is a combination of two factors: our dedicated staff and our committed client-base. I am grateful for both! As always, thank you for your continuing interest in aSa products. I hope to see you at the World of Concrete in Las Vegas in February and at our 2001 Software Forum in Pittsburgh in March.



Scott D. Leib  
President



aSa President  
Scott Leib

# Sage Acquires Best!

Payroll, & HR complement accounting solutions

**Early last year, Sage™ Software, Inc., acquired Best!® Software. All of aSa's accounting, payroll, and human resources solutions now fall under the Sage umbrella of products.**

Sage Software is the world's leading provider of financial software to medium sized companies. Best! software specializes in providing payroll and HR solutions that help businesses to manage their employees. Best! is also known for its industry-leading fixed asset management software. aSa currently sells and supports Sage Enterprise Suite®



(formerly Acuity), Sage BusinessWorks® accounting software, and the Best! Abra Suite®. (NOTE: We expect the name to be changed to Sage Abra Suite in the near future.)

## Best Trainer on Board

aSa recently made its own Best! acquisition. New to our Business Applications Consulting staff (see the other story on this page) is Jim Stancampiano, who worked as a Business Partner Training Specialist for Best! for nearly two years. "While at Best!, I was responsible for training all Abra Resellers in every aspect of the software – how to sell it, install it, use it, and support it," Jim says.

Jim is looking forward to delivering Best-developed products to aSa customers. "I'm excited about introducing the amazing Abra Suite to the Rebar Industry. The payroll and HR solutions that we provide have the potential to save our clients a great deal of time and money," says Jim.

## Employee Self-Service

aSa is proud to offer an exciting new product designed to help employees help themselves.



Employee Self-Service, a component of Best!'s Abra Suite, gives employees and managers the ability to view and, if you choose,

update their personal information using an Internet browser. This exciting addition to the Abra Suite family reduces the burden on HR and Payroll departments by making information like available vacation and sick days, current benefits elections, and addresses/phone numbers easily accessible (within the security parameters that you define) to employees and to managers.

Call aSa for more information or a demo of Best!'s Abra product line. ☐



## Ready to Help

**Accounting ... HR ... Payroll ... aSa's newest department had to change its name to keep up with the wide range of solutions that we offer.**



For the record, it's now the Business Applications Consulting Department (formerly Accounting Services). But what does that mean to you? Generally, it means that not only can aSa offer accounting, payroll, and HR solutions that are just right for your size and situation, we can also provide experienced, trained experts to support you – before, during, and after the sale.

*Experienced, trained professionals to help with your business software needs*

Leading the department is manager Lisa Moyer, CPA, who came to aSa in 1999 from PriceWaterhouseCoopers LLP. Lisa's staff includes Jim Stancampiano, CPP, an expert in payroll and HR solutions from Best! Software (see the other story on this page). Kim Schmader and Kristina Alexander are well-trained in Sage Software, and both bring strong accounting backgrounds to the Business Consulting team. Kim and Kristina came to aSa from Deloitte & Touche LLP.



Our experienced staff is ready to help you upgrade to smart, productive business software tools. Call Lisa for more information about Sage/Best products. ☐

**aSa Business Consultants, from the top:**  
Lisa Moyer, CPA  
Jim Stancampiano, CCP,  
Kristina Alexander,  
and Kim Schmader.

# Reinforcing a new city landmark

## aSa products used to detail and fabricate reinforcing for the Pittsburgh Pirates' PNC Park

*Continued from page 1*

700 tons of changes that we had to detail and fabricate, all without delaying construction," Bob notes, adding, "There's absolutely no way we would have been able to do it without our aSa CAD stations."

Jim Bertoline, who detailed the decks and concourse levels of the ball park, agrees. "In some places, there are three and four huge beams converging at an angle ... with aSa's CAD system, I was able to get this difficult work detailed," he says.

Scott Brown, who detailed the park's foundations, columns, piers, and dugouts, notes that Zottola-Simpson had just purchased their two CAD stations in early 1999, making PNC Park the company's first major CAD-detailed project. "We really had the chance to put aSa CAD/Detailing to the test," he says, adding that the "stations were invaluable." Both detailers say another factor that allowed them to detail so much so quickly was having the structural drawings on disk, provided by the engineer Thornton Tomasetti.

Jim and Scott detailed 1800 and 1900 tons of the main structure respectively. Other Zottola detailers assisted with the stadium's tunnels, offices, and restaurants.

With site work to be completed this month, PNC Park is almost ready for the Pirates' home opener April 9. At right is a 3D rendering of the stadium.



Pittsburgh-based Zottola-Simpson and ship over

Though the job was extremely fast-paced and stressful, the staff at Zottola-Simpson Rebar is proud to be part of Pittsburgh history. Pictured below is reinforcing for two of the stadium's many concrete columns.



The detailers weren't the only ones who worked hard on the project, though. Early in the process, a four-man team of estimators took off separate sections of the structure simultaneously, piecing their components together to generate the final bid.

At the busiest time of the project, Zottola's shop

*Not one delivery was even a day late*

*- Bob Simpson, owner Zottola-Simpson Rebar*

crew worked three shifts each day averaging 200 hours of overtime per week. Bob Simpson notes that aSa Production software and the aSa Opto-Shear Console were helpful to the crew as they fabricated and shipped four or more truckloads of steel each day, just for the PNC job.






Zottola-Simpson Rebar used aSa software to help detail, fabricate, and deliver 3,800 tons of reinforcing for the Pirates' PNC Park.

Despite all of the obstacles, Zottola-Simpson Rebar was able to meet the challenge. "Not one delivery was even a day late," Bob says proudly. He adds that both construction companies – Dick Corporation, who built the foundations, and Pat Ionadi Corporation, responsible for the concourse and promenade package – complimented him on his company's prompt deliveries and accurate detailing and fabrication.

aSa President Scott Leib takes pride in aSa's involvement in improving Pittsburgh's skyline. "Zottola-Simpson used our complete system – Estimating to create the successful bid, CAD for detailing, Bar Listing, Production for tags and shearing instructions, our shear console for automatic optimized cutting, and Commercial for shipping and billing – I feel like we had a small role in the project," he says.

Zottola-Simpson detailer Scott Brown is also proud, noting, "Someday I'll take my grandkids to a ballgame and say 'Look around, I had a part in this.'" 




## Breaking Ground

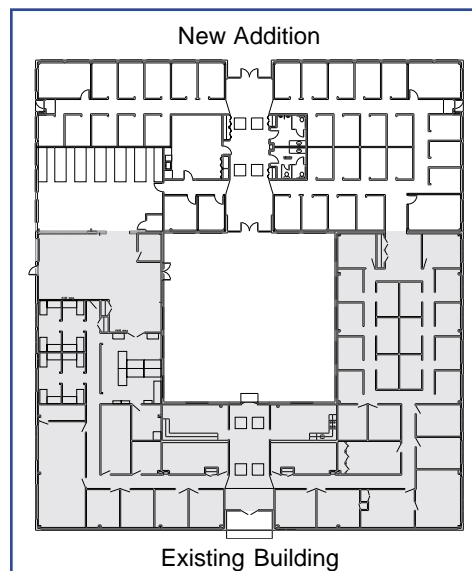
### 9,000 square foot addition to aSa headquarters

To better serve our clients and to provide new products and services, we've beefed up our staff over the past few years. In fact, we're getting so big that we've outgrown our building.

After some preliminary site work in November, we officially broke ground for a 9,000 square foot addition to aSa headquarters on February 1. This will add an extra 75 percent of office and meeting space to our existing 12,000 square foot building.

Currently, the aSa office building is shaped like a giant "U." When the addition is complete, the office will be a rectangle with an enclosed courtyard. In addition to 35 new offices, the new section will contain a conference area and additional warehouse space.

We expect construction to be complete by this summer. 



Above, the excavation crew prepares the site for our building addition. At left, an overview of the "new" aSa headquarters.

# Multi Media

## ***Sights. Sounds. Action. Sue Ellis brings multimedia development to aSa***

Sue Ellis has joined our staff to develop multimedia sales and training programs and provide on-site training. Sue came to us in January at the conclusion of her two-year contract with Common Sense Interactive

Group, Inc. Some of you already know Sue. She worked closely with the detailing committee Task Force at the CRSI meetings in Chicago and on site with many fabricators in developing the new CRSI Rebar

Detailer Training Program, soon to be delivered on DVD-ROM.

With 15 years of multimedia development and many more years of industrial training experience, Sue is a great addition to our staff and we are excited to have her with us. One of her first assignments will be to develop multimedia training CDs for aSa Ultra, as well as "Train the Trainer" programs, which provide teaching/training skills to detailing supervisors. New Internet/Intranet rebar training is also in the mix. Look for Sue at the CRSI meetings and at our aSa Software Forum in March. ☐

*With 15 years of multimedia experience, Sue is a valuable addition to our staff*



**Sue Ellis and Gus Erlemann review final revisions on the CRSI Rebar Detailer Training Program.**

*Commonly asked questions, answered by aSa's technical support staff.*



### ***Can I run DOS aSa programs on my Windows Me computer?***

NO. Windows Millennium Edition (Me) is not compatible with aSa DOS software. (In fact, Windows Me is not friendly to most DOS applications.)

aSa screens require a system-level file called ANSI.SYS to load when the computer is booted up. A feature of Windows Millennium will not permit this file to be loaded. We discovered the problem during our testing, and have contacted Microsoft about it. At the current time, the issue is still open and there is no work-around.

Windows Me is a replacement/upgrade to Windows 98, and is aimed primarily at the home user market. Windows 2000 Professional is a much better operating system for new PCs running aSa Rebar Software applications, both DOS and Ultra.

### ***I use aSa Ultra with an MSDE database. How do I ensure that I don't lose any valuable data?***

Databases, by their very nature, are dynamic and, consequently, can't be simply copied to backup media like other files. With MSDE, you'll have to perform a manual procedure to save the database in a "static" file format that can be backed up to a tape. Contact aSa's IT department for help.

### ***I'm looking forward to updating to Ultra. What are aSa's hardware recommendations?***

Here's what we recommend:

#### SQL Server:

- Dual P-III 800 Mhz CPU
- 1024 MB RAM
- Dual (mirrored) 40GB Disk Drives
- Win 2000 Server

#### Workstations:

- P-III 800 Mhz CPU
- 256-384MB RAM
- 30GB Disk Drive
- Win 2000 Professional

#### CAD Workstations:

- Dual P-III 800 Mhz CPU
- 384-512 MB RAM
- 30GB Disk Drive
- Win 2000 Professional

## News Briefs

**WebEx a Success.** In January and February, aSa clients had the chance to preview live Ultra software over the Internet using exciting WebEx technology. WebEx allows you to view real-time screen action via the Internet while listening to the presenters on the phone. The Internet seminars proved to be an effective and easy way to demo our software, and we plan to use WebEx for future projects.

**Electronic Express.** aSa's monthly *Reinforcer Express* newsletter, available to all of our supported clients, is now being distributed exclusively by e-mail. In January, we discontinued fax and (U.S.) mail distribution, so if you stopped receiving the *Express*, all you need to do is supply us with a current e-mail address. Send the updates to: [reinforcer@asaHQ.com](mailto:reinforcer@asaHQ.com)

# WELCOME NEW §' © CLIENTS

## FABRICATORS

**All Metals Supply, Inc.**  
Oroville, CA

**American Steel Fabrication**  
Pevely, MO

**Baker Concrete Construction**  
Monroe, OH

**Bell-Barcelona**  
Bryan, TX

**Construction Materials Ltd., Inc.**  
Jacksonville, FL

**CSR Rinker - Cocoa**  
Cocoa, FL

**Deco Truss Company, Inc.**  
Princeton, FL

**Dimond Fabricators**  
Anchorage, AK

**Egger Steel Company**  
Sioux Falls, SD

**Fast Steel Corporation**  
San Juan, PR

**Goedecke**  
Kansas City, KS

**I.C. Construction, Inc.**  
Brecksville, OH

**Logan Contractors Supply, Inc.**  
Des Moines, IA

**Montaje de Cabillas Del Coroni**  
Guatire, Edo Miranda  
Venezuela

**Pacific Coast Steel**  
Riverside, CA

**Payless Cashways**  
Las Vegas, NV

**R2M2 Rebar and Stressing**  
Portland, OR

**Rebars & Mesh, Inc.**  
Haverhill, MA

**Rebar Services**  
West Jordan, UT

**Rod Busters, Inc.**  
Spokane, WA

**Salinas Reinforcing, Inc.**  
Livermore, CA

**Summit Rebar, Inc.**  
Denver, CO

**Sy's Supplies Central, Inc.**  
Port St. Lucie, FL

**Sy's Supplies South, Inc.**  
West Palm Beach, FL

**Three Rivers Steel Corporation**  
Bridgeville, PA

**TOLTEC Steel Services, Inc.**  
Kankakee, IL

**United Construction Products, Inc.**  
Naperville, IL

**Van Laan Construction Supply**  
Dutton, MI

## CONSTRUCTION FIRM

**Francisco Levy Hijo, Inc.**  
San Juan, PR

## INDEPENDENT ESTIMATORS/DETAILERS

**AgniCAD Incorporated**  
Seattle, WA 98122  
(Detailing office in Malad, Mumbai, India)

**Arronte Detailing Services, Inc.**  
Miami, FL 33135

**Atlas Reinforcing Steel Service**  
Ventura, CA 93003

**Bardraft, LLC**  
Boca Raton, FL 33428

**Begay's Rebar Detailing Service**  
San Diego, CA 92126-8003

**Blue-Line Detailing**  
Sutter Creek, CA 95685

**CM Rebar, Inc.**  
Ogden, UT 84401

**Guenin Enterprises**  
Arden, NC 28704

**Barbara Hollowell**  
Warminster, PA 18974

**KAD Rebar Detailing Ltd.**  
Manotick, ON K4M 1K2

**K M C Detailing**  
Plantation, FL 33324

**Randy Luke Estimating & Detailing**  
Walnut Creek, CA 94598

**Bob Perry**  
Meridian, ID 83642

**Rebar Detailing Services, Inc.**  
Hamilton, ON

**S & D Rebar Detailing Service, Inc.**  
Palos Hills, IL 60465

**Scalera Rebar Detailing Services**  
Valrico, FL 33594

**Jeffrey C. Wieser**  
Indianapolis, IN 46250

# aSa Software Forum

**Join us at the Sheraton Station Square in downtown Pittsburgh March 19-21 for the 2001 aSa Software Forum.**

Like the previous two forums, we'll be offering main sessions in the hotel's large function rooms simultaneously with workshops, product demonstrations, and peer discussion groups in the other meeting rooms. One change from previous years: the main sessions will be four hours long, rather than all day, and some will be repeated throughout the week. This gives you greater flexibility in

making travel plans and gives you a better opportunity to attend all of the meetings relevant to your operation.

Tuesday night, March 20, plan to join us for dinner and Monte Carlo Night games. There are no Forum events scheduled for Sunday, however, we are planning activities for those who arrive early. We'll be organizing groups to visit the Andy Warhol Museum, Carnegie Museums, Phipps Conservatory, and other Pittsburgh attractions. Hospitality Suites will be offered Sunday and Monday evenings. For more details, visit [www.asaHQ.com](http://www.asaHQ.com). ☐

## World of Concrete

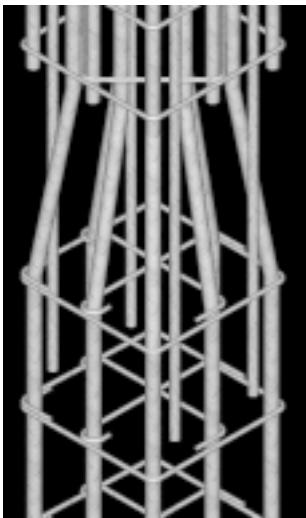
**Visit aSa at World of Concrete. Win a prize!**

World of Concrete 2001 will be at the Las Vegas Convention Center, February 27 through March 2. Join us at aSa Booth 11323.

Invitations have been mailed. Be sure to bring your invitation to aSa Booth 11323. Each card contains a 2D bar code (the same kind we use to download instructions to fabricating equipment!) that corresponds to one of several

prizes. We'll scan your bar code to determine your prize.

In addition to our bar code scanning technology, you can see demonstrations of our complete line of Ultra products as well as a working aSa Opto-Shear Console. We'll also be featuring our engineering solutions by Bentley Systems and business software from Sage, including Sage Enterprise Suite, BusinessWorks, and Best!'s Abra Suite of Payroll and Human Resources tools. ☐



Use aSa to generate 3D models, like the one above, to graphically check for congestion problems.

## CAD Innovation at Work

**The Industry's best CAD/Detailing software just keeps getting better. Here's what we've been working on ...**

### 3D Models

aSa's CAD staff is hard at work adding 3D capabilities to many of our tools. For example, after detailing a column using aSa's new Column application, you can generate a 3D model of the structure from the 2D details and graphically check for congestion problems.

### Information Tool

This powerful new application shows you, at a glance, all of the graphical elements in any area of the structure. Graphical elements are the interrelated components that make up a detailed structure. They include rebar,

concrete, callouts, and detailing defaults. Using the Information Tool, you can change one or more elements, such as clearance or lap length, and apply the change to the entire area.

### Openings Application

Another new function is the Openings Tool, used to automatically place reinforcing around a concrete opening.

### ProjectBank

This powerful Bentley technology gives you total project management. For example, with ProjectBank, you can:

- roll back to any previous revision of a drawing.
- graphically track changes by comparing two different revisions of the same drawing on-screen. ☐

