

BID2WIN USED BY ONE OF THE TOP DEMOLITION/WRECKING COMPANIES IN THE COUNTRY

About them:

Founded nearly 50 years ago, and with 45 divisions and 34 locations in 17 states across the country, Penhall Company is a recognized industry leader in specialized concrete cutting and demolition. They are suited to handle any project, any size, from drilling holes for plumbers and electricians, to clean-room modifications, to bridge demolition. Penhall has a national network of dispatchers who expertly schedule and organize work anywhere in the country.

Their success story:

In their October 2003 issue, ENR magazine ranked the top 600 specialty contractors across the country according to their construction revenue in 2002. Penhall Company ranked number one in the demolition/wrecking specialty area, and in the top 50 overall.

Penhall climbed from their position as number 55 in last year's ENR ranking, to number 50 in this year's. Perhaps their success can be attributed, at least in part, to the steps they take in their commitment to providing outstanding customer service. One step they take is to continually invest in the best equipment available to help ensure peak performance, minimal downtime, and the desired end result. They also employ full-time qualified shop personnel to keep all equipment regularly serviced and maintained.

What they do:

Penhall provides a solution for all concrete cutting and breaking needs, including: concrete and asphalt cutting, core drilling, wall sawing, bobcats and backhoes, asphalt grinding, roto milling/pulverization, excavators/loaders, grooving and grinding, breaking, and removal.

Why they like BID2WIN:

"Unlike the other estimating programs I have tried over the years, BID2WIN is by far the most user-friendly and flexible," says Jack Hobbs, who is Penhall's southwest contracts division manager as well as an estimator with more than 30 years' experience. "I find the integration with Excel spreadsheets particularly valuable. The technical support we have received over the last three years has been truly exceptional."

Some of their projects:

- Colorado River Aqueduct Rehabilitation
- Albertsons
- Valley Transit Authority - "Micro" Grinding/Grooving

To learn more go to www.penhall.com.