

# TITAN NEWS



Welcome to Titan News, where we provide information on how Titan II Precast Management System is changing your industry. Any questions? Please write Muka Development Group at mukagroup@cs.com or call 732-866-8686.

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## AHH, SPRING OR UH-OH SPRING...

Spring is a time when the smell of flowers are in the air, birds are chirping, and everything is turning green. But to the precaster, Spring is the beginning of a new construction season. After building a sales backlog all Winter, it is now time to fill those orders. How big is the backlog? Did you make enough over the Winter to cover your backlog? These are a few questions a plant manager must answer come Spring time. Your sales team is quoting everything and anything. The engineer's blueprint pile is beginning to grow. That once clear desk is now covered in paper and job folders. Everyone is getting prepared for the summer rush.

Just like planting grass seed in the Spring so that the Summer lawn will be lush and green, precasters need to prepare and gear up for the Summer. Did you fertilize the precast lawn this Spring?

Spring is also a time for new



beginnings. Using Titan II is like replanting your lawn which will assure you a rich green color in the Summer. Titan II users are able to determine exactly what their backlog is on a daily basis. Precasters can gauge their production to meet the upcoming increased demand. Don't let your lawn turn

brown this Summer. Contact us for more information about Titan II.

- Ed O'Malley

Ed O'Malley has worked in the precast industry as a Form Carpenter, Quality Control Manager, Engineering Tech, and product Manager and currently is a Product Manager for Muka Development Group



Where Titan II is today...

**Now available...**

The General Ledger and Accounts Payable modules for Titan II are now available for purchase. No more exporting to another accounting system to balance your books. Please contact us for more information and receive a proposal for installation or to answer any questions you might have.

## THANK YOU AND THE WINNER IS...

The staff at Muka Development would like to thank all of our customers that came to our booth at the Indy NPCA show. You took the time to talk to many new and prospective customers. Your time spent was invaluable to us. It was also a pleasure to meet many new and prospective customers.

Congratulations to Ron Hobson of Virginia Precast the winner of the Winter newsletter contest of "Guess the 78's". Ron, you correctly guessed 142 as the number of #78 stones in the jar. You will be sent on an all expense paid trip to the gravel

quarry of your choice. Thank you all for playing and congratulations!!

April Fool – there was no contest and no Winter newsletter for that matter...

*“On your laptop, Titan II and mobile internet access can increase your output and help you meet the challenges in today's competitive atmosphere.”*



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Muka Development Group  
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## GOING MOBILE...

On your laptop, Titan II and mobile internet access can increase your output and help you meet the challenges in today's competitive atmosphere. You can be more efficient on the go by contacting the web and your corporate network, send email, create quotes, and review sales orders at customer locations, on the job site or anywhere within the U.S. coverage areas. You can gain a



Get out of the office and still access Titan II

competitive edge by improving productivity and save time by submitting quotes, sales orders or client information from the field, thereby reducing time-consuming paperwork. Get the information you need when you need it so you can spend more time in the field with customers and close sales faster than the competition.

Most cell phone carriers have three different ways to access the internet from your laptop on the go. The first option is a phone

kit, which uses your compatible phone as a modem. Your wireless phone attaches to your laptop using a cable or infrared connection. You will get typical speeds of 60-80 kbps and spurts up to 144 kbps. The second option is using a PC card; simply connect to the web services with a PC card that slides directly into most laptops. This service provides users with typical speeds of 400-700 kbps, capable of spurts up to 2 mbps. This option also allows you to keep your wireless phone free for pertinent calls. The third option, Wi-Fi, allows you to connect to the internet using radio waves instead of wires to transmit data in convenient public locations such as airports, hotels, and coffee shops (also known as "hotspots"). There are 4,000 locations throughout the United States that allow you to connect with your laptop and tap into the internet to remotely access the web. This is the fastest and most stable of the three scenarios.

Mobile internet access allows you to get real-time data from Titan. All this right at your finger tips while traveling. Using any one of the options explained above can make you more productive with your time and get much more accomplished in a day.



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## Upcoming Shows

### Come learn more about Titan II by visiting us at:

NPCA Industry Outlook Conference on October 22-25 2004 in Palm Springs, CA

### MCPX

(this is the big one)  
Booth #1123  
February 11-13th, 2005  
Indianapolis , IN

## Ideas we're kicking around

- Ability to import vendor product lists
- Client Customized forms and reports

These are just a few ideas that we are researching. If you have any suggestions please email them to: [Mukagroup@cs.com](mailto:Mukagroup@cs.com), with the subject "Titan Proposed Changes".

## IT TAKES TIME

Experience tells me that one thing that a precaster does not have is time. I always wished that there were a few extra hours between 8 and 10 am. If I could get one more

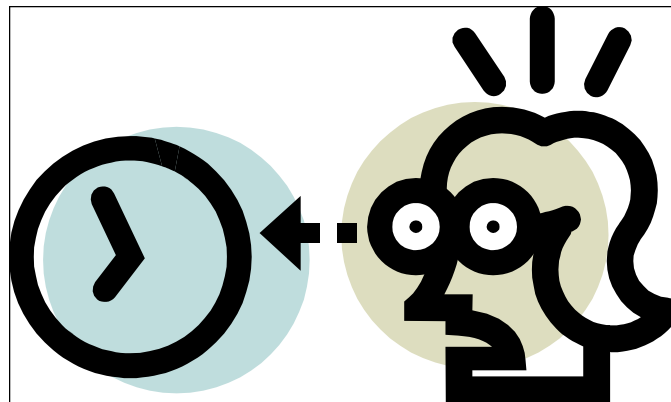
hour for Titan II does require setup time from the precaster. A typical installation and training program takes 4 to 6 weeks, but we can expedite that process and get you up and running in

installation. Currently in development is the ability to track the project's completion through the internet.

Our goal is to get your company up and running as soon as possible. I have personally been through software implementations that lasted over 2 years. After all that, the training could start. That is not a quick return on your investment.

The Titan II installation and training process can be as aggressive as you want it to be. If you want to be up and running before all the leaves fall off the trees, we can do it. If you need to start after turkey day and be up before your holiday shopping is over, we can do it. If you need to have all your installation and training done in one day, well, let's not get ridiculous. Give us a call and you'll be able to utilize all of the benefits of Titan II in no time. - Ed O'Malley

Ed O'Malley worked in the precast industry as a Form Carpenter, Quality Control Mgr, Engineer Tech, and Product Manager and is currently a Product Manager for Muka Development Group.



### Time, who has it?

set of plans taken-off before that 10:00 o'clock meeting I could keep up.

We at Muka Development understand that time is important. That is why we are very careful in planning your Titan II installation. The instal-

lation for Titan II does require setup time from the precaster. Before the installation begins, we provide a detailed installation and training schedule to allow appropriate personnel to adjust their calendars as needed. The provided schedule will also allow you to keep track of the progress of the

## NEED TO BUY A SERVER? GET A TAX BREAK

Yes, hardware and software purchases can be costly but they can be written off as a tax deduction under Section 179 which allows a company to depreciate such assets up to \$100,000 in a single year.

The Jobs and Growth Tax Relief Reconciliation Act of 2003 raised the aggregate cost that can be expensed for any tax year after 2002 and before 2006 to \$100,000. The new law also expanded the definition

of Code Section 179 property to include off-the shelf computer software. See [Code Section 179](#) for the expanded definition.

This is an excerpt from the FAQ section of [www.irs.gov](http://www.irs.gov):

"Can the entire acquisition cost of a computer that I purchased for my business be deducted as a business expense or do I have to use depreciation?"

A deduction for depreciation of a computer for business use can be expensed in the first year if quali-

fied, or depreciated over the recovery period. To claim the expense in the first year, the property must be used more than 50% for business use, and meet the other requirements for expensing."

See [www.irs.gov](http://www.irs.gov) for more information or contact your local CPA.

## TITAN TIPS - CREATING ID CODES, NOTES

Current users of Titan II know what product codes are. Some use numerical, some alphabetical, some use a combination. Here are some tips in setting up product codes.

- Do not use symbols. Symbols such as !@#\$%^&\* not only looks like I am cursing, but you will not be able to find the code in any lookup.
- If you are starting from scratch, use a letter or two as a prefix.

This way all like types of products are grouped together in your pull-down list. Codes that we create for clients start

with BR48 for all the 48" diameter regular bases.

- Make them obvious for what they stand for. Its easier to figure out what BR4824 is rather than using 053875 for a 48" 2 foot regular base.

Remember that if you need to use symbols or special numbers, put them in the description, that way searching for a product will be a lot easier.

The Notes Manager is a very useful communication tool. It gives you the ability to relay information without using

sticky notes or making a phone call. If you can get that phone to ring a few less times a day, you can get more done. The popup checkbox and timer will allow you to automatically check for any new notes at regular intervals.

If you need assistance in using these tools or any other parts of Titan II, please do not hesitate to contact us and we will be happy to help.

**"Do not use symbols. Symbols such as !@#\$%^&\* not only looks like I am cursing, but you will not be able find the code in any lookup."**

Check out our website  
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## SOMETHING FOR THE ACCOUNTANTS

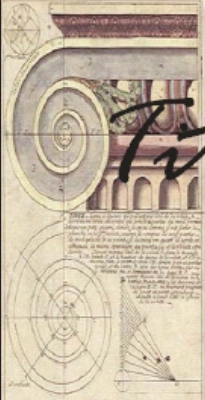
One challenge for Titan II has been the integration with an existing accounting system. Coming in 2005 is the answer to that challenge. Available in



the 1st quarter of 2005 is a General Ledger and Accounts

Payable program currently being developed under the code name Zeus. They will be offered as separate modules that will integrate with the Titan II Precast Management System. This will avoid having to export invoices and account information into your existing accounting system. We have already received interest in the additional modules and are excited to provide our clients a complete accounting system that will function seamlessly. If you

are interested in learning more about Zeus, please contact our office and we'll be happy to answer any questions.




**Titan**<sup>II</sup>  
Precast Management System

Muka Development Group, LLC.  
[www.muka.net](http://www.muka.net)

### Streamline Engineering and Administrative Processes

- Sanitary and Stormwater Estimating System
- Production Drawings
- Round or Rectangular Structures
- Quote Management
- Job Tracking / Sales Order Processing
- Production Scheduling
- Inventory Management
- Delivery Processing
- Invoice Processing
- Purchase Order Processing
- Accounts Receivable Processing



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## Upcoming Shows

### **Come learn more about Titan II by visiting us at:**

NPCA Industry Outlook Conference on October 22-25 2004 in Palm Springs, CA

## Ideas we're kicking around

- Mobile Sales/ Quoting Modules
- Handheld Inventory System
- Handheld Quality Control Module
- Touch- Screen Takeoffs

These are just a few ideas that we are researching. If you have any suggestions please email them to:

[Mukagroup@cs.com](mailto:Mukagroup@cs.com), with the subject:

“Titan Proposed Changes”.

## IT'S HOT, KEEP COOL.

Summer is the best time of the year for precasters. It is also the time of year where working in a precast plant can be nerve wracking, exhausting, and stressful. I know from first hand experience what it feels like to swing a sledgehammer in 98° heat in order to get a form stripped out. Without a doubt, summer is the busiest time of the year. Backlogs build at an increasing rate, contractors get more demanding, production cranks up to capacity, the term “double pour” enters conversations, long hours are spent to keep up with the demand, and its hot. I used to cringe when I would see one of our salesmen pull up to the office. They would always be carrying 5 or 6 sets of blueprints that would be added to the pile of 10 sitting next to my drafting table. My boss would smile and be happy with all the work (and money) coming in. We just wanted the summer to end.

The most common way to keep up is to work more hours to increase production. The obvious downside to that is increasing cost. Is there a way to in-



### **Increase productivity, decrease work hours and enjoy this summer**

crease production without increasing costs? The Titan Precast Management System is specifically designed to do exactly that. It will increase productivity for all office employees, from your purchasing agents to dispatch to production managers. It can increase productivity by decreasing the time spent on hunting through paperwork for information. Also, with the newly designed auto-build feature, take-off time is decreased. Titan II is a “one stop shop” for your employees. Every bit of information about quoting, producing,

shipping, purchasing, and billing a job is contained within Titan II. If you want to prevent an employee meltdown this summer, contact us for more information. - Ed O'Malley

Ed O'Malley worked in the precast industry as a Form Carpenter, Quality Control Mgr, Engineer Tech, and Product Manager and is currently a Product Manager for Muka Development Group.

## USER GUIDES NOW AVAILABLE

User guides are now available in .pdf format on CD.

The user guide shows step-by-step how to execute the most common daily functions. The user guides will be updated annually to incorporate any new functions that have been

added to Titan II. If you are a current Titan II user and haven't received your user guide yet, please contact us at 732-866-8686.



# TITAN TIPS - HOW MUCH DO WE NEED ?

One very useful tool for the purchasing agent is the Product Inquiry screen. Not only does this screen display current quantities on hand, but it shows quantities needed to meet the current backlog. You can view the products that are below minimum stock levels, or only purchased items or any number of combinations.

It also displays the quantities needed for Bill of Materials for your production. This powerful tool will end the headaches of running out of materials. The term "short ship" will be a thing of the past. With up to date inventories,

Dispatch will never have to call down to Production to find out how many 48" cones are in the yard. On the other end, Production will know exactly how many 60" risers will be needed in the next 2 days or 2 months.

Currently in testing and coming in the Fall of 2004 is the ability to automatically create purchase orders right from the Product Inquiry screen. If you need assistance in using the Product Inquiry tool please contact us and we'll be happy to help.

Product ID	Plant	Product Name	QOH	Avl.Sty	Released	SO	Req_BOM	PO	Min.Sty	Availdate
24ARS	100	24" Adjustment Ring 6"	13	0	15	28	0	0	0	-2
34RUTRUB	100	3/4" Butyl Rubber	18	6	43	138	0	60	1	26
34RUTRUB	200	3/4" Butyl Rubber	2	0	1	1	0	19	2	20
42RCR3	200	42" RCP X 8' Length, Orange, Clear	0	0	1	1	0	1	0	0
42FCRMB	100	42" RCP Flared End Section	0	0	3	13	0	3	0	0
48CN3	100	48" Cone x 20"	0	6	43	106	0	0	0	-43
80X3X1	200	8" Wet Base (2' X 3') X 1"	0	0	1	1	0	0	0	-1
FC4	100	Manhole Frame 4" High Incl. Cov	0	0	47	109	0	44	0	-3
FC7	100	Manhole Frame 7" High Incl. Cov	6	0	12	28	0	6	0	0
MS10616AWP	100	Kir N Seal Gasket S106-16AWP	0	0	2	9	0	0	0	-2
PSX12M	100	Press Seal Gasket 12M	3	4	36	102	0	0	0	-33
PSX16M	100	Press Seal Gasket 16M	9	7	38	87	0	0	0	-28
REBAR4	100	#4 Rebar	1	0	0	0	112	105	0	-6
WMEK12	100	Wire Mesh 3x12 W3-W2	10	0	30	60	0	20	0	0
Y100	100	Y100	0	0	0	0	2	0	0	-2

"Coming in the Fall of 2004 is the ability to automatically create purchase orders right from the Product Inquiry screen."

Check out our website  
[www.muka.net](http://www.muka.net)

## NEW FEATURES

Titan II has added many features and enhancements in the past few months. These are some of the highlights:

- An auto-build feature has been created in the Visual Takeoff module to aid in the task of piecing structures.
- The new addition to the purchasing module ordering "drop ship" items is very simple. P.O.'s can be created with a "ship to" address of the job-

site.

- The new Job Pricing/Structure Tools allows you to set prices for items or structure types specific for that job. You can also select default frame and cover for all the structures on the job.
- The Product Inquiry tool has been expanded to include Bill of Materials Information.
- On the accounting side,

the customer transaction history can be accessed directly from the payment screen allowing easier lookups and quicker retrieval of customer account information.

These are just a few of the new features that have evolved in the last few months. If you have any questions on how to use or access these new features please contact us.

## TITAN II UPGRADES AND NEW RELEASES

Over the past 7 months there have been about 10 updates to the Titan II Precast Management System. A challenge for Muka Development is to roll out updates and changes to all our clients in an efficient manner and to reduce downtime. We strive to supply our clients with the "latest and greatest" features that have been developed. Sometimes the update schedule becomes inconsistent due

to research and testing time. Our current goal is to, instead of providing new features as they become available, rollout complete releases of Titan II that will include all updates, enhancements, and new tools that have been developed in the current year. The tentative date for the next full version of Titan II is October 2004.

We feel that consolidating the updates in this way we

can provide a product with greater reliability and consistency. Please see future newsletters for features that will be included in the new release.



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## Ideas we're kicking around

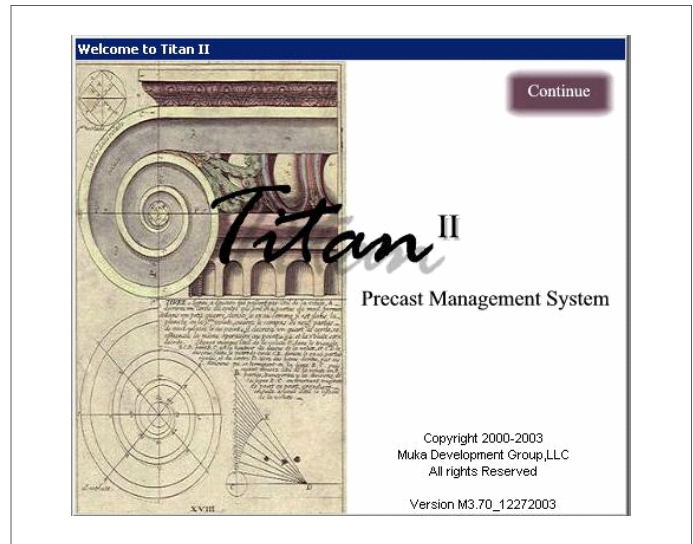
- On-screen access to pick tickets on forklifts
- Quality Control Module
- General Ledger Module
- Touch-screen Takeoffs
- Scannable inventory controls
- Voice activated take-offs

These are just a few ideas that we are researching. If you have any suggestions please email them to [Mukagroup@cs.com](mailto:Mukagroup@cs.com), with the subject "Titan Proposed Changes".

## TITAN II, THE END OF PAPER?

Paper, tons of paper, mountains of paper, why is there so much paper in the precast industry? Isn't there a better way? Ten years ago I was sitting at my drafting table sifting through a job file, at least 5 inches thick, searching for the one sanitary man-hole takeoff worksheet that contains the structure that a contractor needed to make changes. Of course it wasn't in that file but in one of the other 3 files that pertain to this job, and yes it was on someone else's desk. After 20 minutes of searching through the files and deciphering the handwriting on the takeoff, I was able to call the contractor back and answer his question. No, it wasn't produced yet. As always the contractor had another question about a different structure. I had to call him back.

Back then we dreamed of a way to make our job easier. We wished there was a way to make our co-workers stop calling us so that we could get



### Precaster's dream come true?

our work done. I wish I had a dime for every time a salesman called me and asked the status of a job or "do we have any 2'6" cones in stock?" Most of us in the office spent hours a week hunting for answers to these questions. The phone would ring and I would cringe and think "what wild goose chase do I have to go on now?" There had to be

a better way to disseminate information. We tried takeoff programs but all that did was the takeoff and we ended up keying the information into the accounting system in order to bill and ship. The goal was to handle the job once, to have a system in which you could enter the information at the start of a job and (con't on back)

## WHO WE ARE.

Muka Development Group is continually striving to build strong customer satisfaction and loyalty, by combining intuitive software with superior support. Formerly known as James L. Muka, CPA, Muka Development Group was established in 1990. Since our

inception our focus has been to automate and streamline accounting, administrative and management functions by utilizing the power of quality business software applications. Over the years we have automated hundreds of companies in a variety of indus-

tries. From inventory processing to financial reporting, from the funeral industry to the pharmaceutical industry, from 'off the shelf' programs to customized programs, our experience is considerable.

# PAPER (CON'T FROM PAGE 1)

everyone could have access to that information. I was tired of digging through piles of paper. I knew that there was a desk under all that paper. I came to hate paper. I was sick and tired of spending hours a week at the copy machine so that everyone in the plant had a clue of what was happening, or at least until a revision came along. Then I had to spend more hours updating the originals and all the copies that I made.

Years later I left the precast industry and moved into IT. At last, no paper. Little did I know that my new career path

would help me revolutionize my previous career. I was fortunate enough to become employed by Muka Development Group. Strangely enough it was my precast experience that enabled me to get a job with this software developer.

The first time I saw the Titan II Precast Management System I knew that this was gold. Everything that I dreamed of as an engineer technician was here. If this was available 10 years ago I might still be in precast. I was, and still am amazed at this system. Every aspect of the precaster's operation is

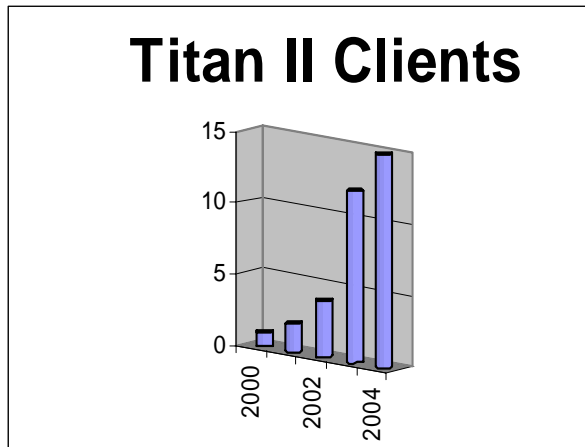


The end of paper?

included. No more calling down to the production office to revise drawings for tomorrow's schedule. No more running around the office to find a file that is hidden under a pile on (con't below)

## NEW CLIENTS

We're off to a good start for 2004. We are hoping to top last years installation total. With 15 current installations in 12 different states, we are looking forward to an even further expansion into other markets. For a list of current installations and references please contact us.



# PAPER (CON'T FROM TOP)

someone else's desk. No more getting stressed out because someone's handwriting is so bad that a 3 is mistaken for a 9.

Clear concise accurate information flows to every department of the plant without ever picking up the phone or spending the greater part of my 20's in front of the copy machine. "When is structure X scheduled for production?" Click, click, there's your an-

swer. "Has structure Y been shipped yet?" Click, Click.

I don't know exactly how many hours a day this system would have saved me if I used it 10 years ago. I do know this, a lot. If you haven't seen the Titan II Precast Management System, do yourself and your employees a favor. Check it out. You won't regret it.

Ed O'Malley worked in the precast industry as a Form Carpenter, Quality Control Mgr, Engineer Tech, and Product Mgr and is currently a Product Manager for Muka Development Group.

"I knew that there was a desk under all that paper."

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