

HCSS NEWS

1093 people from 318
companies attend UGM2016

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CUSTOMERS GAIN INSIGHT ON PLANNING FOR 2020

HCSS Customers converged in Houston on January 27-29 and February 17-19 for the annual HCSS Users Group Meetings. A record-breaking crowd of nearly 1100 people representing 318 companies came together to learn and network through classes, town-hall meetings, Coaches' Corner and one-on-one sessions. And we even threw in a little fun.

This year, attendees not only learned tips and best practices for using HCSS software, but they also learned how to best prepare their companies and employees for the year 2020. HCSS President Steve McGough and Vice President of Strategic Products Tom Webb welcomed the crowd with a keynote address focusing on how technology can help shape your office, field, and shop; in particular, how using technology in an innovative and efficient manner can help attract and retain the talented millennial who wants to be a part of a modern construction company.

"This is especially important as millennials are now statistically the largest group of employees in the work force," Webb said. "And as the workforce and technology evolves, HCSS continues to develop

new solutions to help our customers be better prepared for this new generation."

During the keynote, attendees were among the first to see the new products and features HCSS is developing. **See page 2 for the list of new products introduced.**

McGough, Webb and HCSS CEO Mike Rydin also introduced ***I Build America***, a movement created to instill pride and respect to the men and women who build our country.

"We want all of America to recognize the contribution you've made to the infrastructure of our country-the very infrastructure that makes modern life possible," McGough said. For more information, see page 6 or visit IBuildAmerica.com.

A range of class topics were offered for both new and experienced users of HCSS software.

"Even after attending for many years, I am still able to gain new skills to assist my estimating," said Bill Stone of CW Matthews in Georgia, who has attended for 16 years. "I enjoy seeing new features

(Cont. on pg 8, UGM)

Not Even Epic Flooding Can Stop the HCSS Support Team from Helping You

Despite receiving 240 billion gallons of rain (that's enough water to fuel Niagara Falls for 88 hours!) on April 18, HCSS was still able to provide instant support to our customers in three rings or less.

The torrential rain that caused citywide power outages and deadly high waters prevented most HCSS staff from getting to the office, so our team used HCSS Cloud Services to ensure all calls were answered directly by our Support staff. Even the newest member of our GPS team braved the roads that afternoon to make sure orders were delivered to our customers on time.

Some customers contacted us to check if we were okay. Ian

Johnson of John R. Jurgensen left us this survey comment:

"We were all shocked HCSS preemptively sent out an email saying 'support limited due to flooding.' Even with limited support, we still got our issue resolved. Every time I call support I wonder which is the bigger value from HCSS - the actual product or the support that comes with the product."

HCSS will overcome any obstacle to provide excellent support and customer service for you, whether it's Hurricane Ike in 2008, when the company ran out of five houses geographically dispersed, or last month's flood. You can always count on us to be there for you, 24/7, 365 days a year.

UGM 2016 New Product Roundup

These new products and features were introduced at UGM2016.

HCSS eLogs makes it easier to stay compliant with new trucking regulations

HCSS *eLogs* helps you stay compliant with the new trucking regulations from the Department of Transportation (DOT), which take effect in December 2017. These mandates require any truck/trailer that is over 10,000 lbs. traveling more than 100 air miles from its home location or across a state border to use electronic logging devices (ELDs).

HCSS eLogs ensures over-the-road truckers log hours accurately and lets you track drivers' location, history, shift, and drive cycle time. It even helps keep your trucks in top condition by utilizing pre- and post-trip vehicle inspections.

Other key features include preventative maintenance alerts setup; access and review daily driver logs and comments; create customized reports; conduct and review vehicle inspections; and set geofences.

Visit www.hcss.com/elogs or contact your HCSS sales representative to learn more about HCSS eLogs.



Learn More at www.hcss.com/elogs

See all your GPS data from various manufacturers in one place

HCSS is making your GPS data more accessible by allowing you to integrate your **Caterpillar**, **John Deere**, **Volvo**, and **Komatsu** original equipment manufacturer (OEM) GPS data into your HCSS software products using a simple, easy-to-use customer interface. Instead of having to manually log in to multiple manufacturer's systems, HCSS Telematics Integration Services automatically pulls the data from each OEM system and transmits it to **HCSS GPS**. Import one piece, or bring in all of your OEM GPS equipment to track equipment more efficiently, even if you don't own an HCSS GPS device.

The Telematics Integration Services also interfaces with other HCSS products. Drive and monitor preventative maintenance cycles in *Equipment360*, or monitor and verify equipment location to make informed dispatching decisions in *The Dispatcher*. You can also track locations using the *HCSS GPS* website, which has been updated with new features and functionality, such as the GPS Diagnostic report, faster reporting speeds, and a mobile-friendly interface for phone and tablet. History trails (previously called breadcrumb trails) are now more accurate in the new website, and more advanced search functionality has been added. Caterpillar equipment owners can also use CAT's Extended Data Plan to bring run-time data into HeavyJob time cards. To learn more, visit www.hcss.com/gps.



Manage jobs anytime and anywhere, directly from your iPad

Get ahead of the game: Start your day with HeavyJob Manager Mobile. Review the Daily Digest, a feature that gathers diary information, photos, weather, and cost codes in one place to give you a snapshot of the job site each day. Now you have everything you need before you get to the field or the office.

HeavyJob Manager Mobile also lets you review, edit, and approve time cards and job production information on the go. With an easy-to-read format, you can identify troubling jobs or cost codes much faster and make key decisions to keep your jobs on track. And for estimators, you get to see real-time results to better estimate future projects.

Visit info.hcss.com/manager-mobile to see a video of the features and learn how to activate your subscription, or email sales@hcss.com for more information.

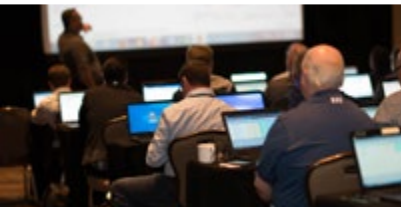
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UGM2016

USERS GROUP MEETING



UGM2016

USERS GROUP MEETING

UGM2016 ATTENDEES

1094 attendees from 318 companies

Number in parenthesis indicates # of attendees. **Bold** indicates Advisory Board member.

Company (# Attendees) State	Chris-Hill Construction (3).....TN	Frontier Construction Company Inc. (1).....PA
A & S Construction (3).....CO	Cianbro Corporation (1).....ME	GA & FC Wagman, Inc. (1).....PA
A. Teichert & Son, Inc. (18).....CA	Clyde Companies Inc. (14).....UT	Gale Lim Construction (4).....ID
A.E. Stone Inc. (1).....NJ	CMES Inc. (1).....GA	George Harms Construction Co. (1).....NJ
ACC Southwest (2).....NV	Coastal Bridge Company, LLC (9).....LA	George J. Igel & Co., Inc. (4).....OH
Accelerated Critical Path, Inc. (1).....TX	Colas (3).....CO	Glenn O. Hawbaker, Inc. (8).....PA
Achen-Gardner Construction, LLC (4).....AZ	Comanche Construction, Inc. (1).....KS	GMC Contracting (1).....AK
Aggregate Industries - SWR, Inc. (3).....NV	Comanco Environmental Corporation (7).....FL	Goodfellow Bros., Inc. (11).....CA, HI, OR, WA
Ahtna Constr. & Primary Products Corp. (1).....AK	Condotte America, Inc. (1).....FL	Granite Construction, Inc. (42).....
Alberici Constructors Inc. (2).....KS, MO	Construction Resources Mmgt., Inc. (12).....WIAK, CA, FL, NV, NY, UT, WA
Allan Myers (6).....PA	Cook Engineering, Inc. (3).....CA	Graniterock (11).....CA
Allen Keller Company (2).....TX	COP Construction (2).....MT, UT	Gregori Construction Inc. (2).....PA
Allison Park Contractors, Inc (3).....PA	Crowder Construction (1).....NC	H. Kerr Construction Limited (2).....ON
American Bridge Company (6)....FL, KS, NJ, PA	Curran Contracting Company (1).....IL	H&S Contracting, Inc. (4).....MN
Amico Infrastructure, Inc. (6).....ON	Cycle Construction Co., LLC (2).....LA	Haas-Anderson Construction, Ltd. (3).....TX
Anchor Construction Corporation (6).....DC	Dawson Construction (4).....BC	Haines & Kibblehouse, Inc. (1).....PA
Anthony Allega Cement Contractor, Inc. (5).....OH	DeSilva Gates Construction (3).....CA	Hallen Construction (2).....NY
Anvil Builders Inc (1).....CA	Diamond B Construction Co., LLC (1).....LA	Hammaker East Ltd. (1).....PA
APAC, Inc. (3).....MO, NC	DiFazio Industries (1).....NY	Hanford ARC (2).....CA
Apeck Construction (1).....LA	Dixie Construction Company, Inc. (5).....MD	Haskell Corporation (2).....WA
AquaTerra Contracting, LLC (2).....TX	DNT Construction (2).....TX	Hawaiian Dredging Construction Co. (4).....HI
ARB, Inc. (9).....CA	Double Z Construction (1).....OH	HDR Design Build, Inc. (1).....NE
Astra Grading and Pipe, LLC (6).....GA	Dragados USA (3).....CA	Healy Tibbitts Builders, Inc. (3).....HI
Atkinson Contractors, LP (4).....CA	Drewery Construction Co., Inc. (4).....TX	Herlihy Mid-Continent Co. (2).....IL
ATS Construction (1).....KY	Dunn Construction Company, Inc. (2).....AL	Herzog Contracting Corp. (3).....CA, MO
Austin Industries (4).....TX	Dunn Roadbuilders, LLC (3).....MS	Hubbard Construction Company (2).....FL
Baker Rock Resources (1).....OR	Dunnet Bay Construction (2).....IL	Ideker, Inc. (1).....MO
Balfour Beatty (4).....CO, NC, TX	Durr Heavy Construction, LLC (2).....LA	IHC Construction Companies LLC (5).....IL
Baranko Brothers, Inc. (4).....ND	Duval Asphalt Products (1).....FL	Independence Excavating, Inc. (3).....OH
Barnhill Contracting Company (3).....NC	Dyer Construction Company, Inc. (3).....IN	Intermountain Slurry Seal (1).....CA
Barrett Paving Materials, Inc. (1).....NY	E & B Paving, Inc. (1).....IN	IOC Company, LLC (4).....TX
Base Construction (1).....TX	E. V. Williams, Inc. (4).....VA	Iowa Bridge & Culvert (3).....IA, TX
Beaver Excavating (4).....OH	E.R. Snell Contractor, Inc. (3).....GA	J-AAR Excavating, Limited (2).....ON
Bechtel (1).....NY	E.S. Wagner Company (3).....OH, SC	J. Iapaluccio, Inc. (3).....CT
Berger Excavating Contractors, Inc. (1).....IL	Earle Asphalt Company (3).....NJ	J.B. James (1).....LA
Bergeron Land Development Inc. (3).....FL	Ed Bell Construction Company (7).....TX	J.F. Brennan Company, Inc. (6).....WI
Boh Bros. Construction Co., LLC (14).....LA	Elder Corporation (4).....IA	J.M. Fahey Construction Company (2).....MO
Bond Brothers, Inc. (12).....MA	Ellingson Companies (4).....MN	J.M. Marschuetz Construction (2).....MO
Bradshaw Construction Corporation (4).....MD	Emery & Sons Construction (5).....OR	James Construction Group, LLC (3).....TX
Branch Highways, Inc. (4).....NC, VA	Emery Sapp & Sons, Inc. (3).....MO	James McHugh Construction Company (5).....IL
Brayman Construction Corporation (2).....PA	Engineering & Construction Innovations, Inc. (1).....MN	Jim Gold Professional Services (1).....TX
Brice Inc (2).....AK	Everest Excavating, Inc. (4).....IL	JLB Contracting, LLC (2).....TX
Bristol Construction Services, LLC (2).....AK, WA	Exclusive Paving (1).....AK	Joe Bland Construction, L.P. (4).....TX
BuildSourced (1).....NC	F & K Construction, Inc. (2).....IN	Johansen Excavating, Inc. (6).....WA
C & E Excavating, Inc (2).....IN	F.H. Paschen (2).....IL	John Burns Construction Company (4).....IL
C. J. Mahan Construction Company, LLC (5).....OH	Facemyer (1).....OH	Jones Bros. Dirt & Paving Contractors, Inc. (3).....TX
C.W. Matthews Contracting Co. (6).....GA	Ferguson Trenching Co., Inc. (3).....MD	Joseph B. Fay Company (3).....MD, PA
C.W. Roberts Contracting, Inc. (8).....FL	FH Paschen Group/SN Nielsen (2).....IL	Joseph J. Albanese, Inc. (2).....CA
Cardinal Contractors, Inc. (2).....FL	Flatiron Construction (4).....CO, NC, TX	Judlau Contracting, Inc. (1).....IL
Carolina Bridge Company, Inc. (4).....SC	Ford Construction Company, Inc. (3).....CA	KASA Construction, Inc. (2).....CA
Charles Blalock & Sons, Inc. (11).....TN	Foremost Paving, Inc. (5).....TX	Ke Nui Construction LLC (1).....HI

KEA Constructors, LLC (1).....	NE	Nicholas Construction (1).....	CA	Slack & Co. Contracting, Inc. (3).....	TX
Keeler Construction Co. Inc. (1).....	NY	Nicholson Construction Company (6) ..	CO, IL, MI, PA	SMFI (1).....	AB
Kelley Construction Inc. (2)	KY, TX	North Rock Construction (2)	TX	Soil Express, Ltd (3).....	TX
Kenny Construction (1).....	IL	Nova Group Inc. (5)	CA, WA	Sporer Land Development, Inc. (1).....	KS
Kent Power, Inc. (3).....	MI	O.C. Jones & Sons, Inc. (7)	CA	SPS New England, Inc. (1)	MA
Kerr Contractors, Inc. (7).....	OR	Oftedal Construction, Inc. (3)	MT, WY	Stacy & Witbeck, Inc. (4)	OR
KGM Contractors, Inc. (1)	MN	Oregon Mainline Paving , LLC (3)	OR	Standard General Inc. - St. Albert (2).....	AB
Kinkaid Civil Construction, LLC (5).....	AZ	Otto Baum Company, Inc. (6)	IL	Summers-Taylor, Inc. (6).....	TN
Kinsley Construction (1)	PA	Overland Corporation (2).....	OK	Sunroc Corporation (4).....	UT
Knife River Corporation (7)	MT, ND, OR	Oxford Construction Company (2).....	GA	Superior Bowen Asphalt Company (2).....	MO
Knik Construction Co., Inc. (1).....	AK	Parsons (1)	CO	Supreme Modular Fabrication, Inc. (1)	AB
Kokosing Construction Company, Inc. (2).....	OH	PCL Civil Constructors, Inc. (2).....	FL	Swank Construction Company, LLC. (2).....	PA
Kwest Group, LLC (5).....	OH	Pesado Construction Company, Inc (2).....	TX	Syblon Reid Contractors (2).....	CA
L.G. Barcus and Sons, Inc. (2).....	KS	PG&E (11)	CA	Tapani, Inc. (4).....	WA
Lee Construction Company (1).....	NC	Phillips Companies (1).....	OH	TAS Commercial Concrete Construction (1)	TX
LHC Incorporated (1).....	MT	Pihl Excavating (3)	OR	TC Construction Company, Inc. (6)	CA
Lien Transportation Company (2).....	SD	Pipeline Utilities, Inc. (3).....	NC	Terra Contracting Services (1).....	MI
Loenbro Inc. (5).....	MT	Pleasants Construction, Inc. (2).....	MD	Terra Engineering and Construction (1)	WI
Loureiro Contractors, Inc. (1)	CT	Plote Construction Inc. (1).....	IL	Texas Sterling Construction Company, Inc. (5)	TX
Magnus Pacific (1).....	CA	Plum Contracting, Inc. (3).....	PA	The Allen Company, Inc. (3)	KY
Manson Construction Co. (6).....	CA, WA	Posillico, Inc. (10).....	NY	The Anderson Company (4).....	VA
Mario Sinacola (1).....	TX	Preston Pipelines, Inc. (13).....	CA	The Dutra Group (5).....	CA
Mark Schaffer Excavating & Trucking, Inc. (2).....	OH	Prime Construction Group, Inc. (2)	FL	The Great Lakes Construction Co. (6).....	OH
Marks Brothers Inc. (1).....	FL	Prince Contracting (6).....	FL	The H&K Group (2)	PA
Marschuetz Construction (1).....	MO	Priority Excavating, LLC (3).....	IA	The Joy Companies, Inc. (2)	MD
Martam Construction Inc. (3)	IL	Proform Concrete Services, Inc. (3).....	AB	The Lane Construction Corp (5)	CT, TX, VA
Martin Brothers Construction (17)	CA	Quam Construction Co. Inc. (1).....	MN	The Middlesex Corporation (1)	MA
Mascaro Construction Co., L.P. (4).....	PA	R.J. Runge Company, Inc. (2)	OH	The Mosser Group (1).....	OH
Massman Construction Company (5).....	KS, MO	R.M. Harris Co. (1).....	CA	The Shelly Company (3)	OH
McCarthy Building Companies (1).....	TX	R.W. Scott Construction Co., Inc. (1).....	CA	Toebe Construction, LLC (5)	MI
McCourt Construction Company (2)	MA	Ranger Construction Industries, Inc. (2).....	FL	Total Highway Maintenance (2).....	TX
McGeorge Contracting Company, Inc. (2).....	AR	RDJE, Inc. (1)	GA	Total Risk Management (3).....	MO
McGuire & Hester Construction Co., Inc. (1).....	CA	RE Monks Construction (4)	CO	Treviicos (1)	MA
McK Construction (1)	PA	Reece Albert, Inc. (3)	TX	Trucco Construction Co., Inc. (5).....	OH
MCM (2)	TX	Rees Construction Co. (1).....	IL	Trumbull Corporation (5).....	PA
Meadow Valley Contractors, Inc (1).....	NV	RES Americas (7).....	CO	TTG Utilities, LP (5).....	TX
Mercer Construction Company (1)	TX	Rieth-Riley Construction Co., Inc. (3)	IN	Underground Construction Company, Inc. (3)	CA
Metro Earthworks Div. of Shirley Contracting Co (1)VA		Rifenburg Companies (5).....	NY	Valley Construction Company (2)	IL
MGE Underground, Inc. (7)	CA	RSH Construction (1)	CA	Vecellio & Grogan, Inc. (1)	WV
MH Holding Company (3)	CA	Rummel Construction, Inc. (4)	AZ	Veit & Company, Inc. (8)	MN
Michels Corporation (15).....	WI, WY	Russell Standard Corp. (5).....	PA	Villeneuve Construction Co., Ltd. (1)	ON
Midland Asphalt Materials, Inc. (4).....	NY, PA	Ryan Incorporated Southern (2).....	FL	Vollers Excavating (8).....	NJ
Miller Brothers Construction, Inc. (9).....	OH	S.T. Wooten Corporation (15).....	NC	Wagman Heavy Civil, Inc. (1)	PA
Millstone Weber (5).....	MO	Sangamo Construction Company (1).....	IL	Walsh Construction (5)	CA, NJ
Mine Service, Ltd. (2).....	TX	Schiavone Construction Co., LLC (4)	NJ	Weaver-Bailey Contractors, Inc. (3)	AR
MJ Hughes Construction (1)	WA	Schmueser & Associates, Inc. (3)	CO, NV	Webber, LLC (3)	TX
MJE, LLC (1)	KS	Sealcoating, Inc. (3).....	MA	Weeks Marine, Inc. (3)	TX
Montana Lines, Inc. (2).....	MT	SEMA Construction, Inc (2).....	CO	Weitman Excavation, LLC (4).....	OR
Mosites Construction Company (1).....	PA	Severino Trucking (1).....	NH	Western Municipal Construction, Inc. (1).....	MT
Mountain Cascade, Inc. (1)	CA	SGL Constructors (1).....	FL	Wildish (3).....	OR
Musselman & Hall Contractors, LLC (1)	MO	Shelly & Sands, Inc. (1).....	OH	William A. Hazel, Inc. (3).....	VA
MW Construction Services, Inc. (1)	CA	Shirley Contracting Company, LLC (6)	VA	Wilson Excavating & Grading, Inc. (2).....	PA
MWH Constructors (3)	CO	Silver Star Construction Co. (5).....	OK	Winston Contracting, LLC (3).....	AL
Myers and Sons Construction, LP (3).....	CA	Simon Contractors (1)	WY	Woodward Excavating Co., Inc. (2)	OH
Nabholz Construction (2)	AR, OK	Skanska USA, Inc (2).....	NC	Zoladz Construction Co., Inc. (5)	NY
New Enterprise Stone & Lime Co., Inc. (14)	PA	Skinner Masonry, LLP (4)	TX		



I BUILD AMERICA



WHAT IS I BUILD AMERICA?

Construction doesn't just mean orange cones and possible traffic – it means connecting cities through roadways and bridges so people can drive safely to work and to see friends and family. It's about making sure people can turn on the water in their homes and use other utilities without issues. It's about an honest day's work with an honest day's pay. Without construction, these comforts would not exist.

I Build America showcases pride for the construction industry and highlights the people and companies who help build the infrastructure of our nation. It is important to recognize the men and women who contribute to the development of these modern conveniences so they take pride in the value they bring. We want the public to recognize that value and help encourage young people to learn how purposeful and rewarding a construction career can be.

HOW CAN I GET INVOLVED?

BE FEATURED

Have your own company web page and video! This is a great chance to get your company noticed by people inside and outside of the construction industry. For more information, email us at info@ibuildamerica.com.

CONTRIBUTE STORIES

Become a contributor by sharing your unique insight and experience in construction.

Email your stories, ideas, and articles to info@ibuildamerica.com.



CUSTOM APPAREL

Show your pride in construction by sporting I Build America apparel! Add your logo to any IBA gear or add the IBA logo to your gear. All shirts are **breathable, temperature regulating, moisture wicking, four-way stretch, anti-odor, and easy to care for.**

GET SOCIAL

Show us how you build America by tagging #IBuildAmerica on your social accounts. Be sure to follow us on **Instagram, Facebook, Twitter,** and **YouTube** for the latest from I Build America.



New Ways to Find HCSS Product Help

A new online help center is available to give you a convenient and easy way to find helpful product information. At help.hcss.com, you will find over 1000 articles on common how-to and troubleshooting questions about HCSS software, as well as an option to live chat with HCSS support.

You can simply use the search function to find answers to your questions, or browse individual product categories to explore additional functionalities of your HCSS products.

Our new, dedicated support numbers will connect you with a specialized support technician for your specific product.

You may call these numbers 6 am to 6 pm CST, and may continue to use the after-hours number for after-hours support.

HeavyBid | 855-231-7876

HCSS GPS | 855-231-7874

Equipment360, The Dispatcher, FuellerPlus | 855-231-7877

HeavyJob, HCSS Field, Safety, Credentials | 855-231-7878

HCSS Customers Shine at AGC's Construction Safety Excellence Awards

We love seeing you win awards, and we like bragging on you and the hard work you put into keeping your employees safe. Congratulations to these companies that placed in the AGC's Construction Safety Excellence Awards, which recognizes companies commitments to their safety programs.

Sundt Construction, Inc.

Tempe, AZ
National Grand Award winner

Miller Bros. Const., Inc.

Archbold, OH

SpawGlass

Houston, TX

Cajun Constructors, LLC

Baton Rouge, LA

Cycle Construction Company, LLC

Kenner, LA

NOVA Group, Inc.

Napa, CA

The Beaver Excavating Company

Canton, OH

Fiore & Sons, Inc.

Denver, CO

Ed Bell Construction Company

Dallas, TX

Advanced American Construction, Inc.

Portland, OR

Rummel Construction Inc.

Scottsdale, AZ

Herzog Contracting Corp.

Saint Joseph, MO

Underground Construction Co., Inc.

Benicia, CA

The Great Lakes Construction Co.

Hinckley, OH

Posillico Inc.

Farmingdale, NY

Independence Excavating, Inc.

Independence, OH

Perspective



Tom Web
VP of Strategic Products

The Importance of a Parent's Mindset

As the father of twin sons heading off to college in the fall, I'm pretty obsessed these days about getting them prepared to live on their own. As a result of that perspective, I'm amazed with how my mindset changes on things.

For example, on a recent Saturday morning I noticed water pouring down the wall of a closet in the master bathroom. After my initial shock and surprise, I thought, "What's above this closet?" and realized it was the shower of one of my sons.

Sure enough, I heard the shower running. So I thought to myself, "Good. I get to teach them some plumbing and drywall. Plus we get to demo something!"

Now, to be clear, that is not my normal way of thinking. I think normally I'd be annoyed at having to spend a bulk of time on a Saturday morning doing something I wasn't planning on doing. But this time I didn't mind.

It's not just this example. Over the past few months, I've found myself excited for stuff like:

- Their flat tire,
- My wife and I not being around to cook for a couple weeks,
- Their problems with girls, and
- Their conflicts with a co-worker.

At first, I thought, "Am I sadistic to be happy these situations happened?" After all, most are not what would be considered "good!" But I've come to realize that, when you look for ways to teach, every event looks like a pretty good opportunity for a lesson.

Interestingly, I've noticed that my sons reactions to these situations have changed a little bit also. As I react positively to them, they don't sweat them as much either. A good side-effect! If only I had learned this lesson a decade ago!



HCSS Awards \$10K Scholarship to Construction Intern

Chase Ekstam, Construction Intern Award and \$10,000 scholarship winner, was recognized at the January Users Group Meeting. Visit cia.hcss.com to sign up to be notified when nominations will be open for the 2016 awards. Don't let your interns miss out on this opportunity. \$25,000 was awarded in 2015.



UGM2016 HOW TO PREPARE FOR 2020

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UGM *(Cont. from pg 1)*

that have been added, but also the classic features presented in a new way. UGM also lets me hear how other estimators are using HeavyBid.”

During Coaches’ Corner, attendees were able to visit round-table style with HCSS experts to dive deep into any questions they had.

There was even time for a little fun on Thursday as we loaded buses for a private party at TopGolf (their largest contract in franchise history, by the way.)

“Our customers work hard and take in a lot of information in such a short amount of time,” Director of Marketing Operations Kara MacDonald said. “This was their chance to unwind a bit and have a little fun.”

SAVE THE DATE | UGM2017
January 25-27 & February 8-10



Upcoming Events

HEAVYBID 101

Learn how to use **HeavyBid**. We’ll cover all the essentials — from basic setup to bid review and bid closing.

Houston, TX - June 23-24
Houston, TX - July 28-29
Houston, TX - August 25-26

Houston, TX - September 29-30
Atlanta, GA - October 13-14
Houston, TX - October 27-28

HEAVYBID 201

Learn how to bid more efficiently. This class is designed for those who know the fundamentals of **HeavyBid** and would like to take advantage of its more advanced features.

Houston, TX - July 28-29
Houston, TX - September 29-30

Atlanta, GA - October 13-14

Learn more at info.hcss.com/training

TRADE SHOWS AND CONFERENCES

Be on the lookout for HCSS at these upcoming events.

TUG National Users Conference

May 17-20 | Phoenix, AZ

CFMA Conference & Exhibition, Booth #505

June 25-29 | Chicago, IL

ARTBA 28th Annual P3 Conference

July 13-15 | Washington, DC

AGC Safety & Health Summit

July 27-29 | Washington, DC