



# THE TREE LINE

News for Sunland Construction & Affiliates

## Rocky Mountain Division

Aztec, New Mexico  
505-334-4350

### July 2017 Edition Gotta Dig-it

*Your Hard Work in the Spotlight. Thanks to you for your hard work. Your professionalism and workmanship have kept jobs in the pipeline.*

*There are a number of jobs currently underway. If you are between jobs and are looking for a good opportunity, feel free to contact the Division Office to find out what work is available.*

#### **DIVISION 13 (Projects/Carlsbad, NM)**

The division has primarily focused on work in the Carlsbad, NM area (Supt.: Paul Davis) with the support of Dan and Chryl Larabee. Once SFS division 70 takes over this area in July, division 13 will become a small support group out of Aztec that will assist with the work of the below listed divisions to include project and local work.

#### **DIVISION 14 (Four Corners)**

The division, managed by Clay Reed has started to become pretty active with the uptick in work in the four corners and western region. Some of our major clients are all stating that they will continue to remain active with projects on the books into the future. We are also bidding work for other clients as well. The division is currently working on a project in Idaho for a client with most of the rest of the work being local to the Aztec area. Division 14 also started an

I&E group that is in transition to become part of a Buffalo Gap division that will be based in Aztec.

#### **DIVISION 15 (Specialty Services)**

The division, managed by Ed Abeyta is having a great year so far. In the four corners areas they have continued to work and strengthen their relationships with some major clients. The division has also been performing work throughout the country supporting the Stations division and SFS division 70, installing insulation and painting on projects in Texas, Kentucky, Louisiana, Alabama and Virginia.

#### **DIVISION 16 (Oklahoma Operations)**

The division, managed by Mike Henderson began setting up operations in Chickasha, OK in February. Since its establishment the division has been steady bidding projects in Oklahoma as well as other mid-continent states. The division is currently working on a project in Kansas (Supt.: Kelly Gourdon) and was awarded another recoat project at the Red River on the Texas /Oklahoma state line that will begin in late June or early July. Some of our welders are doing shop fabrication for a different client. Another client recently awarded a small 20" pipe replacement project on a T&M basis to begin in August and a separate client is adding welders on a T&M basis. The division has recently added a project manager (Brandon Madden) and a Safety Coordinator (Tracey Jordan).



Division 14- Pleasant View Project



Division 14- Operations Manager Clay Reed on a project.



Division 15 – Marion Junction, Alabama for the Station Division.

The workload in the area looks promising for years to come and we are looking forward to putting in the hard work and building a contributing division that is capable of project work as well as providing services to the local operators.

**DIVISION 19 (NE Colorado Operations)**

The division, managed by Mike Buford began setting up operations in Milliken, CO in March. Since its establishment, we have been bidding projects for several major clients. The division has recently been awarded their first project, an oil loading facility in Greeley, CO (Supt.: Bob Nubuam). The division has also added a project manager (Tyler Weber). We are looking forward to putting in the hard work and building a contributing division that is capable of project work as well as providing services to the local operators.

**DIVISION 20 (SFS – Piceance)**

The division, managed by Walt Proulx is starting to see a ramp up in work for the Piceance Basin that has not been around in many years. The number of locations and well hookup bids continues to climb. The division has also kicked off the Tech Services, managed by Mike Munch, providing PSV testing and valve rebuilds. The division is working and bidding for many major clients. The division has also promoted a foreman to the position of project manager (Craig Gastineau) in an effort to start to track and bid contract work to include: locations, well hookups, pipeline and other miscellaneous services to the local client base. We are looking forward to putting in the hard work and building a contributing division that is capable of project work as well as providing services to the local operators.

**Pipeline PEOPLE**

*Dedicated Employees*

**“Congratulations Kevin”**

Kevin Herrera recently received an award from a client for preventing a major accident in their plant in Bloomfield, NM. Kevin received the award for identifying a potential major problem with some pumps inside the plant. The factory had sent pumps with the wrong size gaskets installed in them. If the problem would not have been discovered there could have been a major blow out or gas leak due to the gaskets being undersized causing the pumps to not work properly. Kevin was given a very nice jacket from the client along with a gift certificate to his favorite shopping store, Home Depot. We have been told Kevin is like a kid in a candy store when it comes to tools at the Home Depot. We are very proud of Kevin; he is a great model of a Sunland Construction employee, upholding the highest standards of performance and character, and bringing great credit to our organization. Not only is Kevin a dedicated worker and mentor to those around him, you can always find him with a smile on his face, and ready to help our clients and fellow co-workers.



**From left to right:** Virgil Chavez (Client Project Superintendent), Kevin Herrera (Sunland Construction Foreman), Chad Perkins (Client Project Lead), and Mike Mead (Client Project Engineer).





# “Marty Alexander”

## Safety Coordinator



Marty Alexander works for the Rocky Mountain Division as the Division Safety Coordinator. Marty has worked for Sunland Construction for 9.5 years.

A special interest of Marty’s is his passion for safety outside of work, where he teaches a gun safety and concealed carry permit classes.

Marty has taken a special interest in teaching women and the elderly, who may be afraid to be home alone to be more comfortable owning a gun. Marty’s class teaches the importance and value in carrying a concealed hand gun. When asked why the passion to teach the concealed weapon class, Marty said it is to help people better understand the safety aspect, the laws involved in owning a gun and giving people access to the class.

Marty’s other interest include fishing, and hunting, horseback riding and a volunteer for the Sheriff’s Posse in Farmington. He is married with 4 kids, 8 grand kids and 3 hay burners.

If you ever have a question regarding safety, whether on the job or the great outdoors Marty shows a passion for his craft and is more than willing to help.



# Co-worker Connection



**Kevin Herrera**

*Foreman  
Rocky Mountain  
Division 14*



**Which company do you work for and how many years of service?** I work for Sunland construction I have been with the company for a year and a half.

**Tell us about your family! Wife, kids?** I have a wife and 2 boys 1 is 8 the other is 13 and a girl which is 2. Both the boys play every sport imaginable so they keep me pretty occupied. When we're not at games or practice we spend time cooking out.

**What do you enjoy doing in your spare time?** When I'm not at work, I enjoy wood working and just spending time with my family alone keeps me pretty hooked up with home projects, such as tile, sheet rock, countertops etc.

**Where do you see yourself (career-wise) in 10 years?** My career goal is just to act as a sponge and continue to learn all that I can and just continue to execute jobs to the best and safest of my ability.

**This year, what has been your biggest work-related challenge and achievement?** In life my goals are just to be the best family man I can be and to execute all and every job task and situation that come my way with excellence.

**If you could change one thing about the company you work for, what would it be and why?** If I was to change something it would be nothing. I think this is one of the better companies I've worked for.

**If you could have dinner with anyone, past or present, who would it be and why?** If I was to have lunch with somebody past or present it would be Jesus Christ because that's my biggest role model in life.

## From Our Desk to Yours

### **"Integrity"** **Is Your Business Integrity Noticeable?**



Most definitions of integrity include something like “the quality of being honest and morally upright.” Yet, I’ve found through experience that both honesty and morality are relative terms, depending on the reference point of both the speaker and the receiver. In business, the only view that counts is that of the receiver.

- **Meet your commitments.** As a company, if your customer feels you did not meet your product quality commitment, your company loses integrity. Your view or reason doesn’t matter.
- **Honest to fault.** If you can’t deliver a service because of your company’s mistake, integrity suggest that you include the real reason in your apology.
- **Strong and consistent moral code.** Meet the customer’s moral code expectations. If your product or process is marginal or worse, you will lose that customer.
- **Treat everyone with respect.** Respect is difficult to define in the abstract, but quick to be recognized by the receiver. Be courteous and considerate to all cultural differences, positions, races, ages, or any other types of distinctions.
- **Build and maintain trust.** It usually takes several good acts to build trust, and one bad act to lose it. To build company trust, you need to personalize your company. People do business with people.

In the words of President Eisenhower: *“The supreme quality for leadership is unquestionable integrity. Without it, no real success is possible, no matter whether it is on a section gang, a football field, in an army, or in an office.”*

A handwritten signature in blue ink that reads "Alva West".

Alva West, CFO