



THE TREE LINE

News for Sunland Construction & Affiliates

BUFFALO GAP INSTRUMENTATION AND ELECTRICAL CO. INC



August 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.

Our Year has continued to be another challenging year with our satellite operations being a bit slow. We have been very busy on the Capital projects and Commercial Division.

Division 41 - Our Commercial Division has been very busy with schools, restaurants, shopping centers, a football stadium and various projects at Dyess Air Force Base. **We would like to congratulate Steve Thornton and Bobby Thayer** who tackled one of the Commercials largest projects to date. The complete electrical installation for Abilene Christian University's Football Stadium. The job has gone very well and it is almost complete. Overall, all the commercial crews have done very well this year. We will exceed our revenue and maintain a fairly good Safe year.



Left to right: Steve Thornton and Bobby Thayer.

CONGRATULATIONS also goes to Division 41 for receiving the **2016 Safety Excellence Award**. In recognition of having No OSHA recordable and No Lost Time Injuries.

Division 40 -Our Industrial Division continues to have a very strong workload on the EPC Turnkey Projects. The Cryogenic Gas Facilities have continued to keep us busy. These types of projects require some sizeable manpower support and will tie up a large number of our key supervisors and key personnel.



**CELEBRATING 30
YEARS IN
BUSINESS**

Since 1987, Buffalo Gap Instrumentation and Electrical Company Inc. has provided SAFE and exceptional work to a variety of clients in the Industrial Electrical and Instrumentation fields.



We are currently building these types of facilities in the Utica in Pennsylvania. We are also doing Cryo Plants in Oklahoma, the Permian Basin and South Texas.

We also have several projects that we have teamed up with Sunland's Stations group in compressor stations and reversal projects.

Our Satellite offices have been struggling in getting their market share in the slower Shale areas. Smaller local contractors have made it a very competitive market and has had an impact on us this year.

Our Channelview office has been the one exception with Ronnie Moulder and Naomi DuToit maintaining a steady flow of work all year long with their key clients.

Supervisor, Paul Brown and his crews have been doing exceptional work for these clients. Randal Butler, Arnoldo Tejerina, Steve Simon, Charlie Henson, Mike DuToit, Luis Alanis, and Josh Bateman are key supervisors that are part of the strong team supporting that area for its success.

We recently picked up an I & E crew from Division 14 in the Four Corners area and will start to have a presence there.

Safety First

We continue to strive in strengthening our Safety Culture. Troy Bonar and his Safety Team have initiated some new programs on Tool Usage and Fall Protection. They

steadily continue their efforts with all our continuous training and engaging with our clients on roundtable discussions.

West Texas Project -



**Arrowhead Plant
Pecos, Texas**

Pictured: Robert Herrera and Jose A. Cantu

Pictured: Romeo Garza

2017 TEXAS EMPLOYER TRAFFIC SAFETY AWARD

2017 Exemplary Award: Buffalo Gap I&E places great value on driving safety and strives to give employees the support, knowledge, training, and time to make driving safety a key value at work, home, and play. The only way to achieve such an award is with the dedication of ALL our employees

As part of that commitment we developed a distracted driving behavior-based program. Buffalo Gap I&E wants their people to successfully travel to and from home and work locations without injury, incident, or damage to company vehicles or personal property.

They've experienced firsthand the benefits of investing in employee safety and hazard recognition. The dedication and support of management, plus employee training and education resulted in an entire year of company vehicle travel without an at-fault vehicle incident.



Back row: Left to right
Mike Mellard, Juan Rochac Martinez, Pedro Hernandez, Kevin Ilbery, George Cruz, Russell Fontenot, Dillion Duke, Robert Bagley,

Front Row: Left to right:
Jamie Bustillos, Joe Loyd (holding plaque), Socorro Perez, James Tilley (holding plaque), Dustin Jackson, Jerry Coleman, Abel Gomez Terrazas



Back Row: Left to right
Antonio Galvan (furthest left in hard hat), Zoel Ascencio, Andy Tobar, Lupe Serrano, Rodney Shelton, Tony Mills, Benny Headley, Jim Brown, Michael Clary, Andrew Esparza and Charlie Hough.

Front Row: Left to right
Bradly Weatherford, Iris Fortis, Luis Martinez (in hard hat), Carlos Morales, Gary Headley, Aramis Vazquez, and Annette Hough

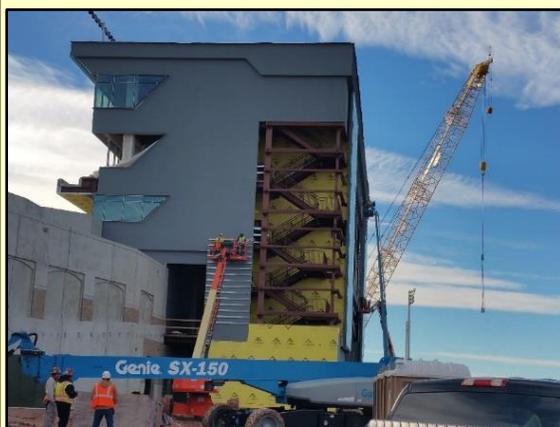
Pretty sure the guy in the hard hat with no face, very back, is Jose Chavez – Stand on your tip toes next time please.



Abilene Christian University Football Stadium



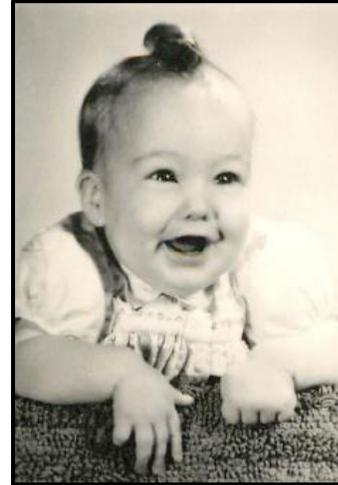
Safety Audit and Tour: Leland Miller, Bobby Thayer, Susan Tischler and Steve Thornton



Co-worker Connection



Jana Howell
Buffalo Gap I & E Co., Inc.
Accounts Receivable
May 2008



How long have you worked for Buffalo Gap I & E? I've been with Buffalo Gap I & E for 9 years.

Please tell us about your family? My family pretty well consist of my grown son who lives on Pennsylvania and my elderly parents who live here.

Do you have a pet? I am owned by 4 wonderful pets. I have 3 dogs and 1 cat that are all spoiled rotten.

What kind of music do you listen to? I like to listen to Classic Rock and Country from the 1980's.

What do you enjoy doing in your spare time? What little spare time I get is usually catching up on household chores. I do like to spend time in my yard if it's not too hot and I love to cook when it's cold outside.

This year, what has been your biggest work-related challenge and achievement? The biggest work related challenge this year has been working on the billing part of the time entry. With the efforts with all who have been involved in it, T & M invoicing is becoming less of a problem.

If you could change one thing about the company what would you change and why? I have been with this company for a long time and have seen a lot of changes; more so recently. Success happens when you work as a team.

From Our Desk to Yours

"Perseverance"

Continued effort to do or achieve something despite difficulties, failure, or opposition

Dedication Endurance Persistence Stamina Tenacity

When I think of **PERSEVERANCE** related to our work at Sunland, it's about the small steps that we take every day to move us to the end zone. We make the effort, sometimes unconsciously, because of a psychological mechanism within us that kicks in pushing & reminding us to keep going. The tiny "survival voice" inside us is persistent, powerful, and inspirational. It fuels our rocket that propels us toward our end goals.

Persistent people have persistent behaviors. Persistent behaviors are the opposite of lazy or giving up. People with persistent behaviors go the extra mile and push themselves a little farther and harder. Being persistent has its rewards! Persistent people achieve gold medals, bigger paychecks, happier family relations, better health outcomes and better spiritual fitness. People who are not persistent sometimes lose before the game even starts.

I do not like to think of myself as lazy or having a lack of motivation and drive in all aspects of my life. People who have been around me much have heard me use the Vince Lombardi quote, *"Winning isn't everything, it's the only thing!"* If I start something, I want to finish and if others are in the game I don't want to simply finish, I want to be proud of my results and I want to win. I do not want to reach the end of my life and feel like I did not achieve what I set out to do. **PERSEVERANCE** gets me through the tough spots in life.

Our industry & the business here at Sunland requires **PERSEVERANCE** through the tough spots. Our business cycles up and down, projects go good and some go bad, relations with key partners flow like the tide. This all takes place over and over and over again in this business and it can wear you down. When you are in a tough spot and feeling worn down, you need a strong dose of **PERSEVERANCE!**

In the words of Winston Churchill: *"If you are going through hell, keep going"*....to me this is **PERSEVERANCE**.



Sean Renfro, President

