



THE TREE LINE

News for Sunland Construction & Affiliates

Business Development

**April 2018 Edition
Gotta Dig-It**

Your Hard Work in the Spotlight. Thanks 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.

The focus of the Business Development team is to generate client business opportunities for Sunland. The Business Development team at Sunland works to generate business opportunities through optimizing the entirety of Sunland's service offerings while recognizing the client's needs and expertise. With a total of 11 positions, these positions were created and assigned through input gathered directly from Sunland's Division and Executive Management. The corporate Business Development positions are designed to provide the support needed for all Sunland divisions to achieve their ongoing financial goals this fiscal year and in the future.

In addition to the corporate positions, the non-corporate positions are assigned to divisions requiring specific assistance to generate business opportunities for divisions that have unique service offerings. Altogether, the corporate and non-corporate Business Development professionals work to ensure that all client relationships are leveraged and all divisions of Sunland are represented. They also ensure our clients' experiences while working with Sunland are reported back to Sunland operations.



While it is important to maintain a team mentality during the day to day efforts of the Business Development team, there is recognition that each team member has their own personality and set of tactics individually utilized to achieve their objectives. The team's diversity of background and experience allows it to express the values of Sunland in various ways to our clients, all of which are effective in their own way. Whether in a Houston or Denver skyscraper, an Oklahoma well pad, a Pittsburgh regional office, or a field location in Texas and Louisiana, the Business Development professionals at Sunland have the autonomy to utilize and apply their personal attributes to influence 200+ clients in which Sunland is capable of satisfying their energy service needs.

In closing, Sunland needs our clients more than they need us. At its core, it is Business Development's view that Sunland's clients are the most important part of our existence as a company. At the end of the day, it is up to our clients to determine whether they are interested in beginning, continuing, or ceasing to do business with Sunland. With that understanding, the Business Development Team at Sunland is committed to understanding how to initiate business, ensure business remains here at Sunland, and seek resolution to situations in which we don't see eye to eye with our clients.



“Team Work”



Williams Northeast Gathering and Production Guns for the Cause Clay Shoot 2017.



2017 SNG VENDOR TOURNAMENT BENT BROOK GOLF CLUB



Plains All American Charity Golf Tournament 2017, Andrews, TX.



★ Human Interest Story ★

Hurricane Harvey devastated the Gulf Coast area in late August 2017. There are many Sunland employees and Sunland projects that were affected during what was one of the most overwhelming natural disasters in United States history. There were many courageous people throughout this tragedy that put their own wellbeing at risk in order to provide rescue for those who were at the greatest risk of being lost in the flood. One of those that chose to put his own wellbeing at risk for the sake of others was Sunland’s own Eric Vazquez.

Eric is originally from New Orleans, LA and has been on Sunland’s Business Development team for more than 4 years. Originally from South Louisiana, Eric is an outdoor sportsman to the core. He regularly participates in hunting, fishing, and clay shooting amongst other hobbies. Upon seeing the devastation and countless stranded people throughout the Houston area, Eric decided to utilize his skills as a sportsman during the flood and put himself (and his mud boat) at risk to rescue more than 175 people from their flooded homes during Hurricane Harvey. As you can see in the pictures below, Eric (yellow life vest) spent the worst days of the disaster in Houston in the worst affected areas of Houston ushering fellow Houstonians to safety in his personal Louisiana manufactured mud boat. His efforts are to be applauded and we should be proud to work with someone who is able to exhibit selflessness in the manner Eric showed during Hurricane Harvey.



Co-worker Connection



*Louis Anthony Chiarulli
Business Development
Corporate
Sunland Construction*

Which company do you work for and how many years of service? Sunland Construction, Inc. & Affiliates. I have worked here for just over one year.

Tell us about your family! My wife and I started dating while attending the University of Louisiana and got married in 2015. We moved from New Orleans back to my hometown, Lafayette, Louisiana shortly after. We have been blessed with two children, Louis and Stella, who keep us busy day and night.

What do you enjoy doing in your spare time? In my spare time I enjoy hunting, fishing, golfing, tennis, and teaching my oldest boy the joys of being outside with friends and family. I also love to cook for company. My wife does not enjoy it when I go to the store because I always buy the best ingredients and enough to feed three times the amount of people we plan on inviting. I grew up in a big family so this habit is hard to break.

Where do you see yourself (career wise) in 10 years? I see myself continuing to grow within Sunland for years to come. In ten years I will be in an operations role where I can contribute to the overall success of Sunland by providing the services that Sunland has been known to provide for the past four decades.

This year, what has been your biggest work-related challenge? I have recently been focusing on the southeast region and the biggest challenge has been building relationships with customers with whom I previously did not have contact. I have enjoyed this new focus and look forward to building on the reputation that Sunland has made throughout the many years of service.

This year, what has been your biggest work-related achievement? My biggest achievement has been absorbing all the knowledge possible in the past year. I have learned many things about the industry and Sunland through my director and fellow team members.

If you could have dinner with anyone past or present, who would it be and why? If I could have dinner with anyone it would be Fred Dame. I thoroughly enjoy dining on fine cuisine and drinking great wines from around the world. Who is better company than the man who has mastered both of these areas and to learn from him would be a dream come true.

From Our Desk to Yours

SAFETY – IT'S AN ATTITUDE!

Humans instinctively seek to avoid pain and death. You can't order people to change, that's not how the brain works. Humans can only learn and remember a certain amount of information at a time. The more information you give people – the more they are prone to getting paralyzed by the overload. And yet, we may behave in a manner that is a threat to our own well-being.

There are a couple of reasons why this occurs, the first is lack of knowledge. **What you don't know, can hurt you!** The second reason we may act in a risky manner is **ATTITUDE**. Now might be a good time to do a quick self-analysis. Ask yourself, "What is my attitude toward safety?"

When asked, some may say they are all for it and others may complain about any safety effort being made. The difference between the two is one of attitude. Our attitude affects almost all that we do and how we do it.

Have you ever noticed that people who are successful in life, or are just happy, tend to have a positive attitude? The same is true with safety. Look at it this way – safety rules and procedures are written to protect us from harm. They are not written to make our work life more uncomfortable or inconvenient.

If we cooperate in safety matters there's a lesser likelihood of getting hurt. In addition, you should feel more confident on the job knowing you have a better chance of making it through the day without an incident or injury. Less fear of having an incident or injury, has to brighten your day!

We are not perfect. Even the best of us can forget things or make errors in judgment. To maximize our safety efforts, we must look out for one another. Remember to perform our Last Minute Risk Assessment and our HELP Focus, if someone informs you that you are not working in a safe manner, do not become angry or defensive, they are just looking out for your well-being, and theirs. If you did not know you were doing something wrong, be thankful your errors were noted before someone got hurt or you hurt someone else. If you simply forgot something or got a little careless, be grateful that someone cares enough to get you back on track. If you see someone doing something unsafe, speak up, but do so diplomatically. Treat others just as you would like to be treated in the same situation.

Remember, attitude affects behavior. If you have a positive attitude, odds are you will exhibit safe behavior. A negative attitude toward safety will only cause conflict, stress and, ultimately, an accident.

However, Safety is not just an attitude, or a changing priority, it is also a Sunland **Core Value**. Safety is at the heart of every decision we make, and woven into the fabric of our culture. Here at Sunland and Affiliates, we believe that safety excellence is about achieving success, not just avoiding failure. Safety is a constant challenge and we are making every effort to meet that challenge head-on to reach our ultimate goal of ZERO Accidents. No accident or injury should be acceptable.

Everyone, from our Owners, Management Team, Board of Directors, current employees and to our newest employee are constantly reminded of our commitment to Safety Excellence for ourselves, our clients, the communities in which we work, and our families. We want all of our workers to come to work each day healthy and to go home each day incident and injury free. We expect all of our employees to champion "Safety Excellence" in each and every action they take, both at work and at home. So, go out and get an attitude, a **SAFETY ATTITUDE!**

Ron Oakley, CSP
Corporate Director HSE

