



THE TREE LINE

News for Sunland Construction & Affiliates

May 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.

“Foremost Pipeline”

For the first half of 2018, it has continued to be a great story for our gas, electric, and joint trench crews in the Asheville/Hendersonville, Aiken/Abbeville, Columbia, Charleston, Florence, and Greenville regions: very strong workload, along with the usual, inevitable challenges. We stayed very busy during the winter months, and fortunately, we still have plenty of work to do and an abundance of opportunities.

Overall, our Foremen and crews in all regions have worked exceptionally hard towards client satisfaction, and we thank them for their efforts.

We would like to congratulate and/or welcome our newest Foremen: Austin Green, Fermin del Cid, Eric Long, and Miguel Nataren.

We often get positive feedback on our Foremen and crews from client management and field inspectors, local business owners, and the general public. In the past several months, specifically, our office received direct positive feedback on the following personnel and crews, in no particular order: Welder Steve Crosby, Foreman Fernando Gomez and crew, Foreman Chris Eleazer and crew, and Foreman Luis Pareja and crew. As always, we certainly appreciate such feedback, and thank everyone for their fine efforts. Our crews continue to perform day-in/day-out and accomplish a multitude of difficult tasks that all too often goes unnoticed, often in the harshest of conditions.

Foremost took a different approach to Annual Safety Training this year. Rather than having a single location for all employees, we elected to conduct the training regionally. As such, we have been able to have more region/client focused safety training with smaller employee training groups. In addition, we have been blessed with great local client participation and inputs.

We continue to place a heavy emphasis on the Last Minute Risk Assessment (LMRA) both on and off the actual job site and the **responsibility** of any employee to stop work if there are potentially unsafe conditions or a situation that needs to be addressed or discussed prior to proceeding. Also, we continue to emphasize **H.E.L.P.**, focusing on protecting our eyes, hands, avoiding the line of fire, and attention to foot placement and position. In addition, we continue to focus on our training and awareness regarding trenching and excavation safety, along with distracted/defensive driver training.

Lastly, we covered topics ranging from health, wellness, and pain management to active shooter training. So far, we feel like our goal of enhancing the quality of safety training and participation has been a great success, and we thank everyone involved for the support and engagement during these important sessions.



Foreman Todd Wingard delivers electrical safety training in Columbia, SC.



We continue to do our best to keep a heightened focus on the safety and health of all employees. *As always, safety and health remain paramount as our employees are and always will be our most valuable assets.* Our future outlook for work opportunities and volume remains positive. We hope that with continued focus, dedication, and hard work, we will complete yet another successful year.



Florence Safety Training-Steve Locklear presents safety training on power tools and DOT traffic control to Florence Foreman and crews as Tim Haechten monitors intently.

Human Interest Story

Area Manager/Superintendent Steve Locklear has been a member of the Foremost family since November of 1997 and is currently over our Florence (and surrounding) Operations. In his spare time, in addition to spending time with his wife, Laura, and family (particularly, his grandchildren), Steve pursues his passion for racing as a member of the Drag Racer’s Association of Florence (D.R.A.F.). Steve has been an enthusiastic and active member of D.R.A.F. for over nine years. D.R.A.F. is a non-profit organization formed by drag racers to support local drag racing and to help those who are in need within the community. The organization also hosts annual events, such as a sponsored event in which kids race mini-dragsters at “The Legendary Darlington Dragway,” to support local children and families in need. They also participate in providing school supplies for local children and supplying goods to local church pantries. Although he would never say so, Steve is a “Foremost Legend,” and Foremost thanks and salutes him for combining his passion for drag racing with his passion for helping local children in his community.

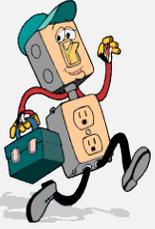
As lagniappe (“a little something extra”), it is worth noting that the current points leader in D.R.A.F.’s Top E/T Division is Darryll Joye, who joined the Foremost family as a Mechanic in March of 2018.



Steve Locklear (Area Manager / Superintendent) poses with his hot rod.



Darryll Joye (Mechanic) poses with his hot rod.



Foreman Charles Wright, Michael Bouknight, and Randy Creech performing joint trench activities (gas and electric) at an apartment complex.



Foreman Justin Hall, Guillermo Sarmiento, Jonathan Tuten, and Shawn Cvengros performing a black plastic gas service line replacement.



Matthew Goforth, Foreman Frankie Taylor, Welder Steve Crosby and Foreman Tyrone Bennett with a newly erected steel gate to combat thievery and vandalism at our Aiken Yard.



Foreman Luis Pareja and crew lowering a 6 inch gas transmission line in Monetta, SC.



Tyler Matthews and Chase Frisbee on a job in North Carolina.



Christian McCormick applies tape to electrical service lines going into a home's meter can.

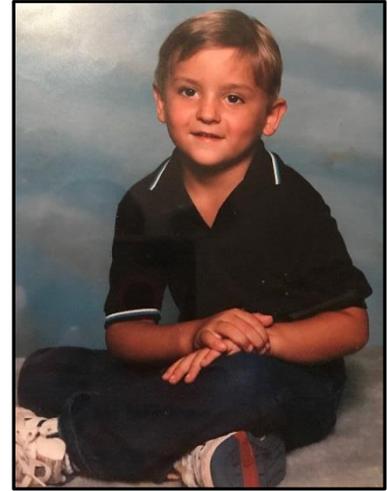




Co-worker Connection



*Steven Price
Area Manager/Superintendent
Upstate Region
Foremost Pipeline*



Which company do you work for and how many years of service? I have been working for Foremost Pipeline 12 1/2 years, I started here five days after my 18th birthday.

What do you enjoy doing in your spare time? I enjoy spending time with my wife, Kacie, and 3 kids: Alivia (6), Tegan (3) and Colton (8 mos.). We have our fourth child due in October. I also enjoy hunting and fishing.

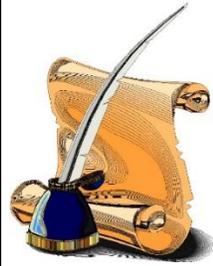
Where do you see yourself (career wise) in 10 years? I see myself still at Foremost Pipeline.

This year, what has been your biggest work-related challenge? I have to say the biggest challenge has been finding and retaining the work force for all my crews.

This year, what has been your biggest work-related achievement? As I am currently without a Clerk, I have still been able to keep up with the office work and field work in Upstate.

If you could have dinner with anyone past or present, who would it be and why? I would have dinner with my Grandmother Price, who passed away about six years ago. I could go to her and talk about anything. She taught me at a young age that if a person wanted anything, he or she would have to be willing to work hard for it and never give up.

From Our Desk to Yours



I have had a relatively short career in this industry in comparison with a lot of others. However, even during that short time I've seen many changes in our industry. Changes to how our work is bid, changes in safety and quality requirements, changes in how work is executed, changes in how our clients manage projects, changes in technology, and the list goes on. Change is inevitable, and long gone are the days of shrugging it off and saying "This is how we've always done it." Some of these changes have been for the better while others have put more burden on our projects and Sunland Construction and Affiliates as a whole.

Being required to change does not mean we are doing something incorrectly. It could be the result of new techniques and technologies being developed and implemented. It could be from changes in the climate of our industry, or from requirements of regulators. Whatever the reasons, remaining open to these changes and embracing them as a way to produce better projects (QUALITY), safer projects (SAFETY), and reduce overall cost and rework can help us confidently tell our clients we are their Premier Contractor (INTEGRITY).

Regardless of whether the change has been good or bad, the fact remains that SCI has to be able to adapt and change (PERSEVERE) as well as to remain not just a competitive contractor, but the Premier Contractor of Choice. What does this mean? What does it look like?

I think one good place to start is asking ourselves, "How can we be more efficient?" and "Are we as efficient as our competitors?"

We hear that word "efficient" a lot but what does it really mean?

- Efficient [ə'fiSHənt] - (a) Achieving maximum productivity with minimum wasted effort or expense. (b) Working in a well-organized and competent way. (c) Preventing the wasteful use of a particular resource.

I think this is something we can ask ourselves and do no matter what our position or responsibility at Sunland Construction.

- How can I coat welds with the highest quality (meeting specifications without defect) and still get the most out of each kit with minimum waste?
- Am I choosing the best subcontractor for my project that I know will do a quality, on-time job? Or, am I just going with the lowest quote?
- Am I hiring people in and laying off at the appropriate times or am I hiring too early and holding on to people too long?

Whether it is through some of the changes mentioned above or making changes by doing some self-evaluation of our current processes, becoming more efficient leads to being more competitive and being competitive is vital for the longevity of Sunland construction. I'm not suggesting making change for the sake of change, but if there is a viable change available that will make SCI better, then it should be considered. In today's market we cannot risk being left behind by "doing it the way we always have" especially if others are making changes and becoming more efficient, more competitive.

At the end of the day I feel we all have the same goal of fulfilling Sunland's mission and delivering a QUALITY product built SAFELY, while looking out for and supporting each other (FAMILY). Looking for ways to implement changes positively, becoming more efficient, and thus remaining competitive will continue to help us achieve that goal.

"If the rate of change on the outside exceeds the rate of change on the inside the end is in sight."

Jack Welch

Thank you,

Jason W. Leger
Manager of Quality