



THE TREE LINE

News for Sunland Construction & Affiliates

Eastern Division

October 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 12 Eastern Division is located in Tuscaloosa, Alabama. This year, bid opportunities (within our divisional boundaries) have been very slow during the winter and spring months. There was work going on, but the majority of it was up north, and most all of it went non-union contractors. However, since June, our bid opportunities have increased, and we have been awarded jobs in our areas. While the past couple years have seen a decline in revenue in this region, the division has executed a larger quantity of smaller projects to lessen the gap. Given that we have competent superintendents, we remain in communication with BD, Stations, and the Gulf Coast Divisions to be sure they are aware of our availability to bid and execute projects outside of our area.

Brian Ward and crew have been working in Maryland and Virginia on jobs since April. They plan to be completed in October unless the customer releases additional T & M work for his crew.

George Spratlin, Louis Hernandez, Bubba McGee, Jason Claypool and a crew of about 20 employees are installing a 24" Main Line and a



Jason Claypool and Dallas Pepitone are observing the installation of Sheet Pile on Castlewellan Drive in Alexandria, VA.

bypass to a Pressure Reducing Station near Alexandria Virginia. The project is all street work except for about 450'. The project is expected to be completed around the middle of October.

Most recently, Dennis Nichols, Damon Nichols, Kris Crosby and crew are working in Virginia on a 24 mile hydrostatic testing project. There is a 4 mile section that yielded lost pressure so we are currently isolating will re-pressuring the three sections and attempt to locate the leak.



Kris Crosby and crew members (Clayton Henley, Christian Crittenden, Dakota Diel, Adam Clark, Dustin Ewing and Gerald Bonaparte) were setting and access and mats in order to investigate a potential rupture site on section one of the 24+ mile Hydrotest near Appomattox, Virginia.



Backfilling and street plate operations.

Division 12 currently has Jim Hebert's crew working on a project in Jay, FL. Customer contracted Sunland Construction to install one mile of 36" new lay, relocate an existing pig launcher, and fabricate 8" piping to a future meter site. The mainline has been installed, tested, and dried. Sunland is about to commence final tie-ins. While the site was not in the direct path of Hurricane Irma, some of the crew had to return home to prepare their homes for the bad weather.

Devin Bishop is currently kicking off 1/2 mile of 24" replacement in West Virginia. This project should be completed in November.

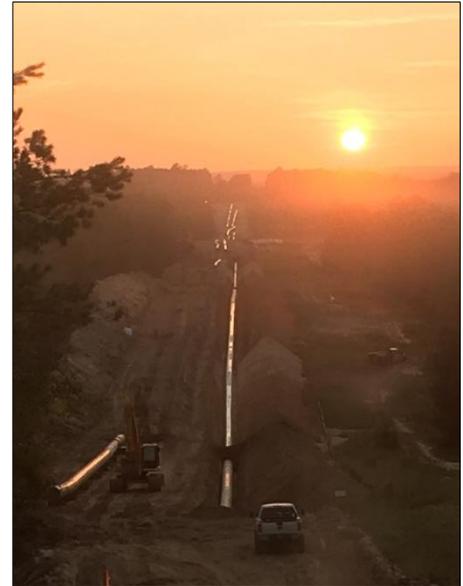
Lee McGlothlin is about to start a station modification and vault removal project in AL.

David McGary and "Stretch" Kenneth Butler are set to begin the Raccoon Creek Replacement Project in Tennessee in October.

In the works for 2018 - Division 12 has been awarded a phase of a sizeable project in Louisiana. This would be a big project for Eastern Division. It will require a focus of a great deal of the Division's resources. A project of that magnitude presents some new and exciting challenges. Shannon Jett, Hardy Lee, Todd Ferry, Marty and Lance McNease and team have a great plan and crew in place and are anticipating the start of that project in mid-November.

Superintendent Devin Bishop, Foreman Marshall Hanks and crew were called to excavate and inspect multiple pipelines in Coudersport, PA. Due to some corrosion, replacement of some of the piping was needed.

Marty McNease and crew completed an emergency project in Okeechobee, FL. A fence company that was working in the area came in contact with some pipe. Division 12 was called in to investigate the damage and supply the manpower, equipment, and expertise to make the necessary repairs to the 30" pipe. The crew employed the use of a slide-rail system for their trench shoring efforts, allowing the apparatus to adjust and slide down during the dig.



A good day on the pipeline... a picturesque view of in Jay, FL.



Devin Bishops crew working at station in Coudersport, PA.



Slide Rail System utilized by crew in Okeechobee, FL.



Congratulations to “Dale Duncan” for 25 years of service!

The Division 12 family gathered together on September 1, 2017 to celebrate Dale Duncan’s 25-year Anniversary with Sunland Construction, Inc. with good food and fellowship. Dale’s not the type to toot his own horn, so it was special to all involved to get to honor him that day.

Dale is the Equipment Manager for Division 12 and has held that position since 2007. He spent most of his younger years estimating repairs and doing auto body work. That foundation has proven to be great preparation for what he does today.

On a typical day, you can find Dale in his office back in the shop with a phone to his ear lining up equipment deliveries and issuing purchase orders. Dale works in conjunction with Sunland’s full time mechanics as well as outside repair shops to maintain and repair equipment. Keeping up with the company owned equipment, as well as all rental equipment keeps Dale busy on a daily basis. Field personnel send in regular oil samples, and keep up with equipment checklists to aid in keeping our fleet of equipment in top working condition. When asked about his work and dealing with challenges in today’s climate, Dale said, “Being able to supply good quality rental equipment at a competitive rate is becoming more challenging with the amount of work that is out there now. I think trying to develop a good working relationship with vendors is the only way to effectively manage the issue.”

Dale has great support on the home front in his wife Gail. Together, they celebrated another milestone this year with a big wedding anniversary. In their 30 years together they have grown a family of 3 children, 3 grandchildren, and 5 great grandchildren. Twice a year, Dale puts those hard earned vacation hours to use, and goes to a classic car show. It worked out that this year’s vacation began on the day of his 25th Anniversary with the company. According to Hardy Lee, Asst. Division Manager, “It never fails that when Dale is on vacation we start a new job and we need him to assist with lining up equipment for a kick-off order. I think this is the first year I can remember that we haven’t had to interrupt his vacation at all.”

Dale is a dedicated worker, who stays focused on the task at hand. Hardy Lee recalled a time when Mr. Duncan, who’s not normally a prankster, really surprised him. “I hadn’t been working here long. I was a labor hand on the yard back then. I had been digging a trench with a shovel, and I had been at it for hours. Dale was working on something in the shop, but he’d come over to supervise every now and then. At one point, Dale comes over and offers to take over for me. Unbeknownst to me, the division manager was walking up. He comes over and starts praising Dale for a job well done. I’m over there exhausted and sweaty and he looks over at me and asks me why I’m not helping? So I’m standing there wondering what in the world’s going on, and Dale just busts out laughing.”

All jokes aside, Division 12 is blessed to have employees like Dale Duncan. It takes hard work and dedication on all fronts to keep this *machine* running on all cylinders. Dale is an integral cog in that *machine*. Twenty-five years is quite an accomplishment, especially in this day and age. Thank you for your service Dale, here’s too many more!



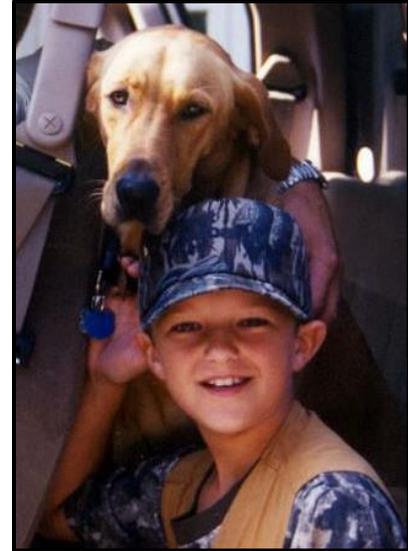
Kevin Jenkins, Steve Anderson and Jeff Montgomery manning the grill for Dale’s 25-year Anniversary Cookout.



Co-worker Connection



Lucian Newman
Project Manager
Eastern Division



How many years have you been with Sunland? 3 years

Tell us about your family! I have been married to my wife Lauren for 5 months now and have a good bit of extended family that we get to spend time with.

When you were little, what did you want to be when you grew up? I don't think I had any particular aspirations to be a fireman or an astronaut but always knew I enjoyed being outside and working on project oriented tasks. So given that I guess it fits that ended up where I am. I hope that I will continue to work and grow in my knowledge of construction in the years to come.

If you could go back and tell your younger self anything, what would it be? Don't be in a rush to grow up. Make the most of where you're at and always stay focused on doing the best you can at whatever task is on hand at that stage in your life.

What is the one thing you haven't done, but always wanted to do? To go bird hunting in South America.

How would you spend your ideal day? Half of my day would be spent afield either hunting or working on the farm and the other half would be spent on a golf course.

Other than money, what else have you gained from your current job? Life experience primarily in that in this industry you interface with so many different people in many different roles. I have learned to work with a lot of different people and have had to learn to figure out a way to achieve my goals alongside with them achieving their goals.

From Our Desk to Yours

"Safety"

To safeguard our employees, our clients, the public and the environment.

Since June of 2017, you have been seeing at the back of the Treeline Newsletter short comments on each of Sunland's values. So far, we have highlighted "Family", "Quality", "Integrity" and "Perseverance." You might have expected us to lead off with Safety in June but here we find it last in the batting order. **That is because Safety is the cleanup batter.** A baseball coach sets the order of hitters and puts their "power hitter" into the cleanup spot. Safety is our power hitter, Safety is our cleanup batter.



When we work Safe, "you are your brother's keeper". This of course connects directly with our **Family** value. When you are in the ditch the thing that keeps you from getting hurt is the watchful eyes of your fellow worker. Up in the cold and snowy north woods of New Hampshire, my brother-in-law and I were dropping a bunch of standing trees making way for a house seat. We had our saws running and we were attacking the trees. At one point, he tapped me on the shoulder, and said, "**Stop.**" I did. I thought that maybe it was time for coffee! He said, "A while back I dropped one and it snagged on another tree and I was saving it for later. Now you have moved into the danger zone where it could fall. Let's go take care of that snag now before we continue." As we walked uphill toward the snag, we heard a snap and a big limb broke from the weight of that hanging tree and that snag dropped to the ground with a THUD.

Guess where it fell? Right into the danger zone where I had been standing.
My brother-in-law saved my life.

Doing the right thing (**Integrity**) means we don't shortcut the job but instead we build it right. Building it right includes controlling the pace of work to execute flawlessly thus keeping everyone safe with the right equipment and the right techniques. A high **Quality** installation is also inherently safer in two ways. First, a quality job means the person operating what we build won't be put into danger by shoddy workmanship. Second, our installations run in the backyards of our neighbors and a high quality build is safer for the community. I worry that after a tough month on a tough job we may translate the value for **Perseverance** into "hurry up and finish this project". We have to have perseverance with Safety too; we can never drop our guard, right to the very end!

Our **Sunland Values** are interconnected. **Safety** is a common thread and is our cleanup batter. Watch your own self. Watch your brother. Watch your sister. The best "safety program" is the one between your ears.

Joe Cimbak

