

THE FLOW

Upcoming Events

March 10th
**Next Man Up
Materials Testing**

March 24th
**Billiards, Brews & Bites
Seven Bridges
6:00 pm**

April 5th
**Golf Tournament
St. Johns Golf &
Country Club
Sponsor Info
Page 10**

May 12th
Jacksonville Jumbo Shrimp



MARCH 2022

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2022 OFFICERS & BOARD OF DIRECTORS

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General Counsel

Tony Zebouni, Lindell, Farson & Zebouni

Past President

Marty Adams, TB Landmark

BOARD OF DIRECTORS

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Billy Hood, J. B. Coxwell Contracting

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Christian Lake, Lindell, Farson & Zebouni

Drew Lane, Advanced Drainage Systems

Chance Leonard, ECS Florida

Rick Parker, Forterra Pipe & Precast

Barry Watson, Fortiline Waterworks

Chris Wilson, Martin Marietta Materials

Jon Woodall, John Woody, Inc.

Linda Daniels
& Associates, LLC

Linda Daniels, CCIM

Licensed Real Estate Broker
100 Center Creek Road
Suite 102
Saint Augustine, Florida 32084

Cell: 904-304-7222
ldaniels@lindadaniels.com
www.lindadaniels.com
Fax: 888-343-8018

PRESIDENT'S MESSAGE

Dear Friends,

Who's ready to close out the first quarter? March is already here and things are rolling right along. As always, thank you to our monthly sponsors! Without you, this great organization would not exist.

On February 7th and 8th, NUCA of Florida held their annual Legislative Days event in Tallahassee. We had quite a few good meetings with our Representatives and Senators, and it was a very successful event! Thank you to all of you that came and walked the halls. Your presence and participation does make a difference.

On March 10th, we'll be holding the next class in our Next Man Up series. It will be a class on densities and testing held by our friends at Legacy Engineering. Also, beginning on March 10th is the Andrew Scott Johnson Memorial Bass Fishing Tournament. On March 24th, our Board of Directors meeting will be held at Seven Bridges. Come join us for some Billiards, Brews, and Bites! And then of course is our annual golf tournament on April 5th. Foursomes are sold out, but don't miss an opportunity to sponsor and come spend the day with our members!

As always, please continue to support our members and associates. If there is anything I can do to help you out, please do not hesitate to give me a call.

Sincerely,

Mike

Mike Kivlin

2022 NUCA of North Florida

Monthly Sponsors

Diamond Sponsor

United Rentals
Trench Safety

Fortiline Waterworks

Sunbelt Rentals

Platinum Sponsors

Beard Equipment Company

Gold Sponsor

Alta Equipment Company

Forterra Pipe & Precast

Silver Sponsor

A. J. Johns Inc.

ECS Florida, LLC

Gate Fuel Service

John Woody, Inc.

Lippes & Bryan

Petticoat-Schmitt Civil
Contractors

Ring Power Corporation

CALENDAR OF EVENTS

March 2nd to 5th

NUCA National Conference
San Antonio, TX

March 10th

Next Man Up
Material Testing

March 10th—12th

NUCA of Florida
Bass Fishing Tournament

March 24th

Board of Directors
General Membership Meeting

April 5th

Golf Tournament
St. Johns Golf & Country Club

May 12th

Jacksonville Jumbo
Shrimp Night

July 21-23rd

NUCA of Florida Conference
Opal Grand
Delray Beach

The Law and Your Business

The Law and Your Business – – Know Your Insurance Policy. Christian Lake, Esq., Lindell Farson & Zebouni

In the construction industry, and in Florida especially, understanding the coverage that applies, and is excluded, under each of your policies is of high importance. In the event of an accident on the job or damage to property as a result of your operations, whether or not insurance coverage is available makes all the difference for your company from a financial perspective.

Recently, in *People's Trust Ins. Co. v. Progressive Express Ins. Co.*, a Florida Court of Appeals was presented with a question about whether insurance covered a loss resulting from a contractor's construction of a shed for a homeowner. During the course of construction, one of contractor's employees improperly operated a crane that was permanently mounted on the back of the contractor's F-750. This caused the shed to fall and damage the roof of the homeowner's house.

After the accident, the homeowner made a claim against his homeowner's insurance policy and was paid for his loss. The homeowner's insurance company then sought reimbursement from the contractor's insurer for the damage caused by contractor's crane. However, the contractor's insurance company pointed to an exclusion within the policy that specifically stated that damages arising from the operation of machinery attached to a land vehicle would not be covered under the contractor's policy.

While the F-750 itself and the crane mounted to it were jointly covered as an insured vehicle for instances such as a crash, as soon as the contractor began operating the crane, such operations was uninsured, and the court ruled in favor of contractor's insurance company relating to their denial of coverage. This decision left the contractor open to a lawsuit from the homeowner's insurance company for reimbursement for the payout to the homeowner due to the damage caused by operation of contractor's mounted crane.

The result of this case shows the importance of knowing what is included and excluded as a covered loss under your insurance policies. Insurance policies are often long, repetitive, and confusing, but that does not mean they do not serve to limit coverage provided to a business. If you have not had your insurance policies reviewed by an attorney or an insurance specialist, it would greatly benefit your company to have that done. Finding out that certain events you believed to be insured events are actually not covered by your insurance is something that can be remedied but only before a loss occurs. After the fact, there is no going back to modify or supplement your insurance coverage. At the time of the loss, you are stuck with whatever coverage you had as soon as the loss occurred.

If you have questions about the insurance policies maintained by your company, please contact the law offices of Lindell Farson & Zebouni, P.A.

2022 OFFICER INSTALLATION & ANNUAL MEETING

We had a great turnout for our Officer Installation and Annual Meeting on Feb. 10th at Aloft. We had a 1/2 hour social followed by the meeting. We installed our 2022 Executive and Board of Directors. We also recognized our 2021 monthly sponsors with certificates and a 2021 plate to add to their sponsorship plaque. Thank you to our Diamond Sponsors: United Rentals Trench Safety and Fortiline Waterworks, Platinum Sponsor: Beard Equipment Company, Gold Sponsors: Alta Equipment Company and Forterra Pipe & Precast, Gold Sponsors: A.J. Johns, Inc., ECS Florida, LLC, Gate Fuel Service, John Woody, Inc., Lippes & Bryan, Petticoat-Schmitt Civil Contractors and Ring Power Corp. for their support. We presented plaque to Forterra Pipe & Precast who was a first time monthly sponsors in 2021.

We also recognized our 2021 committee chairs, Marty Adams, Clay Shoot, Ashton Milam, Fishing, Jon Woodall, Golf, Tony Zebouni & Mike Kivlin ,Legislative, Mike Gruber, Scholarship Caleb Hurlbert, Membership and Jeff Blomgren, Safety Directors.

Lauren Atwell installed the Officers & Directors and gave us a update of what is happened at NUCA national. Marty presented Outstanding Board Member awards to Caleb Hurlbert & Valinda Krynicki for their leadership in our membership drive. Mike Kivlin presented Marty Adams with a gavel plaque for his service as President last year.

2022 Board of Directors



WELCOME NEW MEMBERS!

Please join us in welcoming Benchmark who recently joined our association.

Benchmark

Business: Utility Locating and Damage Prevention

Contact: Dee Terry, Director of Operations

2100 North Hamilton Street

Richmond, VA 23230

Phone: 904-609-6379

Email: DTERRY@BENCHMARKLLC.US

Website: WWW.BENCHMARKLLC.US



CASE POWER & EQUIPMENT
FLORIDA

**NEW NAME, NEW
SOLUTIONS TO POWER
YOUR BUILD PROJECTS**

Formerly known as Trekker Tractor, the stores in Miami, Fort Myers, Tampa, West Palm Beach, Jacksonville and Orlando are now operating as CASE Power & Equipment of Florida, where customers can access powerful equipment for all of their construction needs. Additionally, our stores will now offer tech-powered rentals and service through EquipmentShare, a nationwide innovative equipment solutions provider.



Your Investment in NUCA Delivers Many Benefits: Webinar-on-Demand

Are you a new member of NUCA? Or as a long-time member you're seeking a refresher on all the many benefits your annual NUCA membership investment delivers to you and your employees? Our membership department recently held a quick webinar on the growing number of benefits NUCA offers to each member, including some you may not know about. We invite you to watch our quick NUCA membership overview to make sure you're getting the most for your business. [Click here](#) to watch our YouTube video.

The Next-Generation NUCA Advantage 401(k) Employee Retirement Program Is Here

NUCA's newest member benefit is here: the NUCA Advantage 401(k) employee retirement program! Many members asked us to add this to our popular membership benefits package to help their business retain key employees and remain competitive in a tight industry job market. NUCA has partnered with Lincoln Financial Group to give members access to pricing and service efficiencies. And if you already have a retirement plan, we can determine if transitioning to the new NUCA Advantage group 401(k) program could better meet your employee's needs. Find out more program details at NUCAAdvantage.com/401k-lincoln.

The NUCA Advantage program can become your 401(k) department, so you can focus on what's profitable--running your business. Please schedule a quick call with advisor Chris Price to learn more & save: 954-625-1531.

Washington Summit - Save the Date: May 23-25

Save the date for later this spring to return to Washington, D.C. for the 2022 Washington Summit. Coming off the biggest legislative win this industry has ever seen with last year's \$1.2 trillion infrastructure law will be a tough act to follow, but the job is not done. Now that we have the resources, we need the employees to finish these projects. Workforce development will be at the top of Summit's agenda, with the details of implementing these vast resources not far behind, as well as H-2B visa reforms Registration for the May 23-25 Summit will open in mid-March.

Reduce Your Business Lodging Expenses Today: CLC Lodging

NUCA's new partnership with CLC Lodging, the traveling construction team experts, can help you save time and money on hotels and corporate apartments at every step, from hotel reservations to hotel reconciliation and project reporting. CLC Lodging combines reservation, reporting, and reconciliation requirements into one website, with over 45,000 pre-negotiated and discounted hotels participating. NUCA members can join for free, so sign up today and start experiencing your choice in lodging for your next business trip or for your employees working on remote jobsites. More here: <https://clclodging.com/lp/nuca/>

NUCA-WINS: Start Your Year By Making Your Damage Reporting Easier!

The path to your company's damage reporting solution just got clearer. The NUCA-WINS app records and reports on your smartphone or tablet jobsite damage, injuries, utility strikes, vehicular and property damage right at the point of occurrence. Properly recorded incidents can save contractors thousands of dollars, making your NUCA-WINS return-on-investment something to smile about in 2022. To get started, please contact Lauren Hensley at 703-358-9300 or visit nukawins.com.

SAFETY NEWS

By Jeff Blomgren
Safety Director at Petticoat-Schmitt Civil Contractors

How Good Are Your Safety Meetings?

There are so many requirements for compliance under the regulations that we need to be involved in as safety professionals. One of those things is safety committees and regular safety committee meetings. Top level support at these meetings is very important. To have an effective participation level, there must be an accountability for attendance. “If the boss is there everyone is there.” It’s a reality that we are all very busy people, and another meeting can become just another meeting, so how do we make the safety meeting special?

First, it’s a commitment to the safety process. Second, an effective committee has involvement on all levels. Having input from people who are doing the work gives a real perspective to the process. Third, rotating membership annually provides a fresh look at the program for more people. Fourth, providing monthly information on safety performance and celebrating successes is a vital part of the process. Fifth, being effective in creating visual examples of safety performance, successes and failures, establishes measurements that can be acted on. Sixth is creating an opportunity for change.

A platform for change can be useful. One thing that works well is to identify what’s working and keep doing it, what’s not working and what needs to be done to fix what’s not working, and what can we do to make things better. It’s called START, (start something good), STOP, (stop doing anything not contributing to the success of the program), and CONTINUE, (keep doing those things that have a positive influence on the safety process).

Every member has a chance to contribute to each one of the categories and visually listing those suggestions create an opportunity for the group to focus on the items that have the greatest impact and that can be completed before the next monthly meeting. Each item has a person or group assigned to it and that person or group reports the completed item at the next meeting. Each safety meeting is scored by the members 1-10, 10 being the best. Opportunities for suggestions or criticism or positive comments are provided. Meeting results are shared with the company and recorded.

Safety committee meetings can be routine and, “Just another meeting”. But if the process is effective and the program is solid, the safety meeting will be an event that is anticipated and supported. The best evidence of an effective safety committee is the willingness of people to want to be part of the process.

LEGISLATIVE DAY HIGHLIGHTS

On Feb. 7th, we headed to Tallahassee for the NUCA of Florida Legislative days. We started out with the NUCA of Florida Board of Directors meeting followed by a legislative briefing. Our main issues are: Liens & Bonds, Heat Illness Prevention, Construction Policies & Public Bid Subscriptions, Construction defects, U. S Produced Iron & Steel, School Concurrency, Infrastructure Project Funding, and State Budget –Infrastructure funding.

After the Legislative briefing, DBPR Secretary: Melanie S. Griffin and Senator Jason Brodeur came and spoke with the group. We then headed to the Capitol to meet with some of our Senators and Representatives. There was a reception at Table 23 in the evening.

On Tuesday, we kicked out the day with breakfast and presented Rep. DiCeglie (R-Largo) with the Legislator of the year award. Rep. DiCeglie is currently carrying our bill on Construction Policies & Public Bid Subscriptions. After breakfast, we headed back to the capitol to meet with the rest of our Senators and Representatives.

Thanks to Mike Kivlin, Lauren Atwell, Paul Gilsdorf and Mike Larsen for attending.



Senator Audrey Gibson



Senator Travis Hutson



Rep. Cindy Stevenson



Rep. Clay Yarborough

2022 NUCANF Golf Tournament Sponsorship Opportunities

For all sponsorships, your company will be acknowledged at the awards dinner the evening of the tournament and your company will be recognized in the NUCANF newsletter, The Flow, and the state association publication, The Ditchmen.

_____ **\$800 Gold Vendor Showcase (limited 18)**

Your showcase includes Domestic beer (or several other options) at your hole, plus a 6 foot table and two chairs and a tee/green sponsorship. You will need to provide anything else that you need. Your company name will be prominently displayed on a sign at the hole. Also available are a bloody Mary Station, Jell-O-Shot Station, Cigar Station, or Hot Dog Station, or Arnold Palmer's Station. First come, first serve based on availability. Holes will be assigned in the order received.

_____ **\$500 Silver Vendor Showcase**

Same as Gold Vendor Showcase but no beer will be provided.

_____ **\$450 Trophy Sponsor (limit one)**

Sponsorship includes signage at event.

_____ **\$450 Registration Sponsor (Limit one)**

Sponsorship includes signage at event.

_____ **\$450 Longest Drive/Closest to the Pin Sponsor (limit four)**

Sponsorship includes signage at the hole.

SOLD

_____ **\$450 Beverage Cart Sponsor (Limit two)**

Sponsorship includes signage at event

_____ **\$450 Dinner Sponsor (limit five)**

Sponsorship includes signage at event

_____ **\$450 Lunch Sponsor (limit five)**

Sponsorship includes signage at event. Your company will be acknowledged at the awards dinner that evening and your company will be recognized in the NUCANF newsletter, The Flow, and the state association publication, The Ditchmen.

_____ **\$300 Green Sponsor (unlimited)**

Sponsorship includes signage on the tee or green. Your company will be acknowledged at the awards dinner that evening and your company will be recognized in the NUCANF newsletter, The Flow, and the state association publication, The Ditchmen.

Payment: _____ Check Enclosed _____ Please invoice me for total amount

Charge my credit card:* _____ For total amount

*(Please complete Credit Card Authorization form. A 5% processing fee will be added.)

Company Name: _____ Your Name: _____

Phone: _____ Signature: _____

Return with payment to: NUCANF, PO Box 16810, Jacksonville, FL 32245

JUNE IS TRENCH SAFETY MONTH!

Safety Training and Protective Systems Save Lives



Trench Safety Stand Down Week | June 20–24, 2022

Make plans for your company to participate in this year's NUCA Trench Safety Stand Down Week. Being a part of our popular 6th annual TSSD Week will help educate your employees on trenching hazards at the jobsite.

OSHA's National Emphasis Program on Trenching and Excavation is a high agency priority. NUCA and OSHA have teamed up again this year for our annual trench safety program. More than 22,000 employees on 2,200 jobsites from 340 companies participated in the 2021 TSSD.

Every company or organization that holds a TSSD will receive a certificate of participation, as well as hard-hat stickers for every employee who participated. Recognition will also be given in NUCA publications. Please plan for your company to be a part of this vital industry safety event this year.



Also sponsored by NUCA's Safety Ambassadors Club

Alex E. Paris Contracting
Atlas Excavating
Barber Utilities
Case Construction Equipment
Caterpillar, Inc.
Cemen Tech, Inc.
Core & Main
CNA
Ditch Witch
Efficiency Production
Ferguson Waterworks
Greg Strudwick & Associates
HCSS
HRP Construction
Hymax by Krausz

John Deere
Johnson Bros.
Komatsu America Corp.
L.G. Roloff Construction
McLaughlin Boring Systems
National Trench Safety
Oxford Plastics USA
Petticoat-Schmitt Civil Contractors
Safety Management Services
Sunstate Equipment Co.
Team Fishel
United Rentals
Xylem
Wacker Neuson Corp.

For more details and TSSD materials: nuca.com/tssd #TSSD22 #TrenchSafetyMonth

NEW MEMBER SPOTLIGHT



BENCHMARK: Who We Are



BENCHMARK: WHO WE ARE

Using the latest technologies, Benchmark provides utility locating and damage prevention solutions during any kind of excavation.

HOW BENCHMARK CAN HELP

- Ground-Penetrating Radar
- Private Utility Locating
- 811 Locating
- Watch Protect

INDUSTRIES SERVED:

- ✓ Utility Owners
- ✓ Engineering Firms
- ✓ Government Agencies
- ✓ General Contractors



Area of Service (Atlantic Region)

Benchmark is available to provide service to Virginia, D.C., Maryland, North Carolina, South Carolina, Delaware, Florida, and Georgia.

Contact **Dee Terry** for more Information: 904-609-6379 | DTerry@benchmarkllc.us



Save the Date

NUCA
of FLORIDA

2022

Annual Conference

July 21-23, 2022

Opal Grande | Delray Beach

BOARD MEMBER SPOTLIGHT—CHRIS WILSON

Tell us about the services your company provides.

Martin Marietta provides construction grade aggregates throughout the southeast U.S. and nationally supplies select geographic areas with cement, ready-mix concrete and asphalt. Martin Marietta also supplies a specialty product, magnesia, to world-wide markets, which is in hundreds of consumer products.

What is your business philosophy?

I enjoy doing business with people who are honest, fair, genuine and polite. Most people want a candid and direct business approach, which I embrace. I appreciate forging new relationships and connecting people.

What are your hobbies or interests outside of work?

Nowadays driving vehicles to kid's activities and sports, but formerly, golfing, fishing, surfing, hunting and wood working. (joke!).

What is your favorite travel location?

Florida Keys is the ultimate drive your car to the Caribbean destination.

If you could have dinner with anyone, living or deceased, who would it be and why?

I'd love to do dinner with my grandfather, in the 1940s war time era, or in the 1960s, while he was my age. He is a war hero, while later in life had a successful business career. I would love to get his past perspective in this new age. I'm betting I'd be laughing most of the dinner.

What are you currently reading?

I periodically will search out and read short biographies on interesting people. Some recent examples are Albert Einstein, Elon Musk, or Doc Holliday.

Grill master or reservations?

Reservations.





**SAVE THE
DATE**

MARCH 10-12, 2022

**22ND ANNUAL
ANDREW SCOTT JOHNSON MEMORIAL
SCHOLARSHIP FOUNDATION BASS TOURNAMENT**

TIME & LOCATION:

MAR. 10-12, 2022

**C. SCOTT
DRIVER PARK IN
OKEECHOBEE
CITY ON LAKE
OKEECHOBEE**

HOTEL RESERVATIONS:

Hotel reservations may be secured
at NUCA FL discounted rate at
Wyndham by Lake Okeechobee by
calling 863-623-4704.



REGISTER NOW



NEW MEMBER SPOTLIGHT

MAKE THE RIGHT DECISIONS FOR YOUR INFRASTRUCTURE

Atlantic Pipe Services, LLC. is Florida's Pipeline Cleaning, Inspection and Rehabilitation Specialists. With 4 locations throughout the state, APS has you covered!

100+ Years Collective Experience in Underground Drainage Cleaning, Inspection Services, and Repair Methods. Our team has vast experience in roadway construction related projects. Project Managers from APS bring added value compared to our competitors by planning projects properly and troubleshooting potential obstacles in advance. Time is MONEY!



**CCTV INSPECTION
& LASER PROFILING SERVICES**

Offering high quality CCTV and laser profile inspections on storm pipe. Our Rausch and Envirosight equipment is operated by NASSCO, PACP, MACP, and LACP Certified Techs.



VAC & JETTING SERVICES

APS offers top notch drainage cleaning services. Our fleet is made up of new and maintained Jet/Vac combination trucks with recycling technology keeping us cleaning longer.

SERVICES

Pipeline Video Services

- Pipes from 4" to 84"
- Laser Profiling
- Lateral Launch
- Push Camera
- Meets Authority Specs.
- Cloud Services for Quick Access to Inspection Reports and Logs.

Pipeline Rehabilitation

- Certified QuickLock Installers
- Mechanical Joint Seals
- Sectional CIPP
- Manhole Rehab
- FDOT Repair Matrix

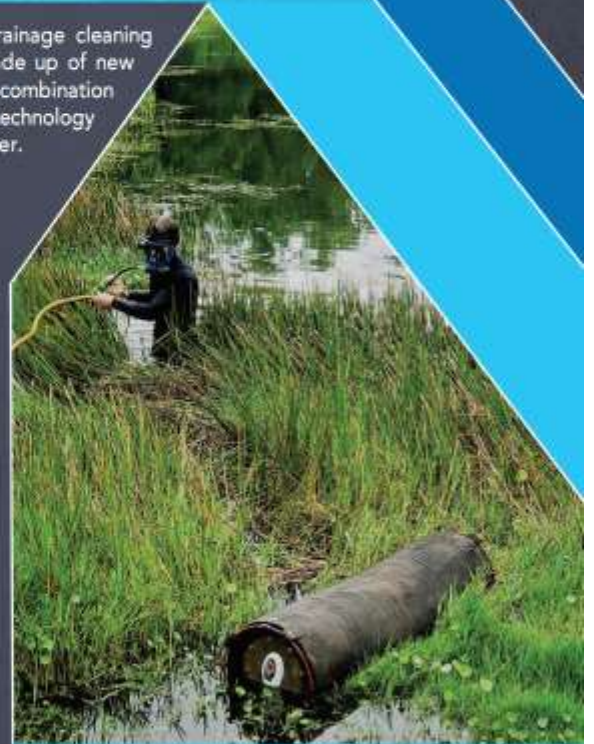
Trenchless Repair

- Wide Range of Nozzles for Effectiveness
- Pipes from 4" to 84"
- Recycling Trucks to Increase Productivity and decrease water usage.



TRENCHLESS PIPE REHABILITATION

APS offers a variety of trenchless pipe repairs on all sizes of pipe: Pressure Grouting, Quicklock installs, CIPP sectional liners, Manhole to Manhole CIPP Liners, Mechanical Joint Seals, Etc.



PROFESSIONAL DIVER SERVICES

With our commercial dive team APS is able to plug and dredge drainage pipes with ease. Plugging off a system from a pond will allow for proper cleaning and inspection.

OUTSTANDING BOARD MEMBERS

Congratulations to Caleb Hurlbert, A.J. Johns, Inc. and Valinda Krynicki, United Rentals Trench as the 2021 outstanding board members. Both Caleb and Valinda were recognized for their work on the membership committee.



**Payment for 2022 Membership Dues
were due on January 31st.**

**Please check with your company's accounts payable
department to see if your dues have been paid.**

**If you need another copy of your invoice, please send
an email to nucanf@gmail.com.**



MARCH FEATURED SPONSOR



Virtual Safety Training

Safety powered by productivity. United Rentals now offers virtual, instructor-led training for Excavation Safety, Confined Space Safety and more. These distance learning classes are available in English or Spanish, as private classes for your group, or through one of our many open enrollment sessions.

United Rentals Trench Safety
5856 Mining Terrace
Jacksonville, FL 32257
904.786.3100

Visit trenchsafetyevents.com or scan the QR code to learn more.



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