

# THE FLOW

## Upcoming Events

Oct. 5th

**Next Man Up Materials  
Testing Class  
ECS Florida  
6:00 pm  
(Class is full)**

Oct. 12th & 13th

**NUCA of Florida  
President's Cup  
Innisbrook Golf Resort & Spa**

Oct. 25th to 28th

**NUCA Fall  
Conference & Exhibit  
Naples Grande Beach Resort**

Nov. 7th

**Clay Shoot  
Jacksonville Clay Target Sports  
Information on pages 12 & 13**

## OCTOBER 2023

### INSIDE THIS EDITION

<i>President's Message</i>	2
<i>Calendar of Events</i>	3
<i>The Law &amp; Your Business</i>	4
<i>United Rentals Tabulated Data Presentation</i>	5
<i>NUCA News</i>	7
<i>Safety News</i>	8
<i>Featured Sponsor—Benchmark</i>	9
<i>Applications Available for 2024 Board of Directors</i>	10
<i>Clay Shoot Registration Form</i>	12
<i>Clay Shoot Sponsorship Form</i>	13
<i>NUCA Fall Convention &amp; Exhibit, Naples, FL</i>	15
<i>NUCANF Hosts Networking event at Kickbacks</i>	16
<i>Save the Date—2024 Golf Tournament</i>	18
<i>Featured Sponsor—A.J. Johns</i>	19

## 2023 OFFICERS & BOARD OF DIRECTORS

### EXECUTIVE COMMITTEE

#### **President**

Tim Gaddis, Vallencourt Construction

#### **President-Elect**

Caleb Hurlbert, A.J. Johns, Inc.

#### **Vice President I**

Paul Gilsdorf, Haskell

#### **Vice President II**

Alvaro Rios, T.G. Utility Company, Inc.

#### **Secretary/Treasurer**

Marty Adams, TB Landmark

#### **General Counsel**

Tony Zebouni, Lindell, Farson & Zebouni

#### **Past President**

Mike Kivlin, John Woody, Inc.

### BOARD OF DIRECTORS

Kirk Blomgren, Petticoat-Schmitt Civil  
Joseph Geiger, Cemex

Billy Hood, J. B. Coxwell Contracting

Tommy Hyatt III, Florida Roads Contracting

Valinda Krynicki, United Rentals

Drew Lane, Advanced Drainage Systems

Chance Leonard, ECS Florida

Rick Parker, Rinker Materials

Ryan Pugh, Ferguson Waterworks

Dean Vanzant, A. J. Johns, Inc.

Barry Watson, Fortiline Waterworks

Chris Wilson, Martin Marietta Materials

Jon Woodall, John Woody, Inc.

### PRESIDENT'S MESSAGE

Hello Fellow NUCA members,

Happy fall Y'all.....I am ready for some cooler weather. Thank you to everyone for all the support of our monthly sponsors and continuous donors. We could not do what we need without your continuous giving, a huge thank you goes out to all.

In September, we had a good turnout for our networking event at Kickbacks Gastropub. Great local beer and laughs were enjoyed. We got to catch up with our members, discuss items with vendors/suppliers and meet some new faces.

October will start to ramp up for our fall activities. We are holding our Next Man Up class on the 5<sup>th</sup>, at ECS's facility to learn Materials Testing. The state chapter is holding their Presidents cup at Innisbrook Golf Resort the 12<sup>th</sup> and 13<sup>th</sup> down in Palm Harbor. The famous and heavily attended Clay Shoot is just around the corner on November 7th so get your tickets and sign up now. We are also in full swing for our membership drive, so put a word out, talk us up and keep bringing in some fresh blood...lol. The more our member base grows the more influence we have on bettering our industry.

Keeping it short and sweet this month. Talk to someone that isn't as familiar with NUCA, bring them to an event and help us grow our network. If there is one thing I have learned since being involved with NUCA, it is not how much or what you know, it is truly who you know. Most of us can perform the work just the same as our peers, but the connections along the way make all the difference in times of need. We will all be in a position at one point in our career, where you need help from the outside. I would feel much more confident calling on a NUCA friend than anyone else. We are here to help, hopefully provide some guidance and be a trusted friend.

See you in a few weeks,

*Tim*

## 2023 NUCA of North Florida

### Monthly Sponsors

#### Diamond Sponsor

Sunbelt Rentals  
Sunstate Equipment  
Trench Safety

United Rentals  
Trench Safety

#### Platinum Sponsors

Beard Equipment Company

#### Gold Sponsor

Alta Equipment Company  
ECS Florida, LLC  
Fortiline Waterworks  
Linder Industrial Machinery  
Nimnicht Chevrolet  
Pipeline Constructors, Inc.  
Ring Power Corp.

#### Silver Sponsor

A.J. Johns Inc.  
Benchmark  
Gate Fuel Service, Inc.  
John Woody, Inc.  
Lippes & Bryan  
Petticoat-Schmitt Civil  
Contractors  
Rinker Materials

## CALENDAR OF EVENTS

### Upcoming Events

Oct. 5th

Next Man Up  
Materials Testing Class

Oct. 10th

Executive Committee Meeting

Oct. 12th & 13th

NUCA of Florida  
Board Meeting &  
President's Cup Golf  
Innisbrook, Palm Harbor

Oct. 25th to 28th

NUCA Annual  
Convention & Exhibit  
Naples Grande

Nov. 7th

Clay Shoot  
Jacksonville Clay  
Target Sports

Nov. 15th

Top Golf Benefit for  
Seamark Ranch  
6:00 pm

# **The Law and Your Business**

## ***The Law and Your Business – Sovereign Immunity***

***Tony Zebouni, Lindell, Farson & Zebouni, P.A.***

A recent case involved the potential liability of a City for an alleged negligent design of a bike lane. A biker was struck by a motor vehicle while cycling in a bike lane between the traffic lanes of West Cleveland Street in Tampa. The biker sued the City. The City maintained that the design of the bike lane, was a planning-level decision for which the City is immune from suit.

Liability against a governmental entity in Florida cannot be imposed when the government exercises its discretionary, planning-level function; however, operational-level decisions are not so immune. The separation-of-powers provision present in article II, section 3 of the Florida Constitution requires that certain [quasi-legislative] policy-making, planning or judgmental governmental functions cannot be the subject of traditional tort liability.

When a governmental entity creates a known dangerous condition, which is not readily apparent to persons who could be injured by the condition, a duty at the operational level arises to warn the public of, or protect the public from, the known danger. The failure to so warn of a known danger is a negligent omission at the operational level of government and cannot reasonably be argued to be within the judgmental, planning-level sphere.

The failure to fulfill this operational-level duty is a basis for an action against the governmental entity for which it does not enjoy immunity from suit and liability. The case suggests that the City should have posted warning signs that would warn motorists and bikers of the danger associated with the bike lanes on West Cleveland St.

*CITY OF TAMPA v. DWAYNE FREDRICK & PAULA FREDRICK,*



## UNITED RENTALS PROVIDES TABULATED DATA PRESENTATION

We were pleased to have Joe Wise from United Rentals as our guest speaker at our September Safety Director's Forum Meeting. Joe did a presentation on Manufacturer's Tabulated Data for Trench Shields. The presentation focused on what it is, and why it's important, followed by guidelines of how to assemble trench shields. Rick Childress, a training specialist with United Rentals was also in attendance as was Valinda Krynicki and Taryn Prevoznak from our local United Rentals Trench Safety Office. There was a Q & A session after the presentation. If you would like a copy of the presentation, [click here](#). Thank you to our friends at United Rentals for the great presentation!



## Hard work made easy.

Since 1997, Fortiline Waterworks has been making the tough jobs look easy.

As a leading supplier in Florida, we've provided thousands of water, sewer, and storm utility products to customers just like you. And with over 25 years of knowledge and experience, you can breathe easy, knowing your job is in good hands.

Contact your local branch for your next job, no matter how tough.

Get your job started today!  
[info@fortiline.com](mailto:info@fortiline.com)

### Find your local branch.

Daytona, Fort Meyers, Jacksonville,  
Kissimmee, Lake City, Miami, Ocala, Riviera  
Beach, Sarasota, Sanford South, Springfield,  
St. Augustine, Tampa, Wintergarden



### Let's Get Social!

Scan the QR code to  
follow us.



1 of 8 - Late Model Volvo A45GFS



1 of 2 - Late Model Caterpillar D6T



2019 Caterpillar D6N LGP



1 of 2 - 2019 Volvo EC480EL VG



2017 Caterpillar 326F L



2019 Caterpillar 440 4x4

## Orlando, FL | November 2-3 (Thu-Fri) 8 am

### Equipment includes

Excavators, Dozers, Graders,  
Articulated Dump Trucks, Directional  
Drills, Trenchers, Skid Steers,  
Backhoes, and Much More.

### Online bidding information

- No minimum bids or reserve prices
- It's always free to register and bid online in any of our auctions, create your account now!

### Location

700 Ritchie Rd., Davenport, FL 33897

### More items added daily

Call about selling: **770-304-3355**

See full auction & equipment listings at [rbauction.com/Orlando](http://rbauction.com/Orlando)



### Featured Sponsor

John Woody, Inc. was founded in 1979 by Weldon Woodall. A Jacksonville based company concentrating on water, sewer, and reclaimed systems.

The company is a licensed Underground Utility and Excavation Contractor specializing in private, government, and municipal work. JWI has completed projects throughout Florida and the southeastern United States.

JWI is a family owned business. It is the family bond and willingness to do whatever it takes to get the job done that has made this company successful.

JWI is proud to be long time members of NUCA, NUCA of Florida, and NUCA of North Florida.





### **Congress Returns To Work, Virtual Nov. 8 Washington Summit Announced**

Congress this week returned for its fall legislative session, with this industry's FY2024 water infrastructure funding still unresolved. The Senate will begin passing its first FY2024 appropriations bills next week, according to Senate Minority Leader Mitch McConnell's (R-KY) office. It is anticipated this fight will go on all fall.

NUCA is taking action on a variety of fronts to address our infrastructure needs--and we need you to be a part of our advocacy campaign! Please send [our Muster letter to your lawmakers](#) urging them to restore this funding to the final FY2024 appropriations bill. We're also going to hold a virtual Washington Summit on Wednesday, Nov. 8 with lawmakers, with your Chapter scheduling online virtual meetings with your Congressional delegation. Look in your inbox for more information about this virtual event coming to you in the weeks ahead.

### **Davis-Bacon Changes Effective October 23**

The U.S. Dept. of Labor issued a [final rule](#) on August 23 making its controversial revisions to the Davis-Bacon Act part of federal law. The rule, "Updating the Davis-Bacon and Related Act Regulations," reverses several much-needed reforms established during the Reagan Administration and dramatically expands the scope and reach of the Davis-Bacon Act, a cumbersome 1930s-era prevailing wage law. The new wage regulations, which will take effect on October 23, 2023, will increase the regulatory burden on small business and the costs of public work projects.

NUCA opposed this change to long-standing Davis-Bacon practices when they were proposed earlier this year by the Biden Administration. Several pro-business and construction organizations are expected to file legal challenges to the new rules.

### **"Build America, Buy America" Final Implementation Guidance Released**

On August 14, the Office of Management and Budget (OMB) issued long-awaited final guidance on the implementation of the Build America, Buy America (BABA) Act provisions of the 2021 core infrastructure law. BABA imposes Buy America preferences on certain "construction materials" used in federally funded infrastructure projects.

The final guidance updates the list of construction materials subject to BABA to include "engineered wood." The final guidance also updates the specific manufacturing processes that must be performed in the United States in order for particular categories of construction material to be considered "produced in the United States." Consistent with earlier guidance, OMB's guidance states that an item should not be considered to fall into multiple categories of manufactured products. An item should only be classified as either an iron or steel product, a construction material, or a manufactured product.

### **Safety Pros: Attend The Safety Damage Prevention Conference, Jan. 25-26, 2024**

NUCA's annual Safety Damage Prevention Conference offers a unique opportunity for members involved in safety and damage prevention to hear from experts on a wide variety of topics that impact the industry, and network with others from across the country. This conference also provides an opportunity to address and strategize how members can better navigate complex damage prevention issues. If you're an industry safety professional, mark your calendars for January 25-26, 2024, held at the Hyatt Centric French Quarter hotel in exciting New Orleans.



# SAFETY NEWS

By Jeff Blomgren  
Safety Director at Petticoat-Schmitt Civil Contractors

## **It's Not Easy Being Green**

I was recently asked, "What is the biggest safety issue that you face?". I had to think about that for a minute because the management of risk is never over. There is an element of risk in everything we do. Whether it's work or play, risk is everywhere. I began to ask myself, Is there a specific issue that appears most frequently that results in an impact on the area of risk? I found that we can identify an area that fit that criteria. It's new employees. The first year of employment is a surprisingly dangerous period. One third of non-fatal injuries occur to employees who have been on the job less than a year. A quarter of those injuries are frequently serious, resulting in lost time of more than a month. The first 90 days are the most dangerous because new workers have a huge knowledge gap that increases their chances of getting hurt. What about experienced new hires? New hires with experience still meet the same risk criteria because they must learn the culture and working environment unique to every company. They may bring with them, bad habits that have been learned that need correction. We may be in the same kind of business, but we all have different ways of going about it. That creates a learning gap that that must be filled, and that gap statistically takes about six months to fill.

The question then is, how do we work to eliminate or minimize the risk to these new employees? We can focus on lifesaving rules. Things that exist that can be a hazard to the worker. The first stage is an effective orientation. Many times, we rely on field workers to spend time training new employees. While that is an effective and vital function, it doesn't always equip the new employee with a sense of their own personal safety or a clear understanding of the work environment. An effective orientation includes an overview of the kind of work being performed. This can be done through classroom and hands on functions. Videos, tests, lectures, and interactive discussion can provide an overview of the functions and culture of the company. If there is a means of identifying the new employee to make them visible to existing employees, such as a green hard hat, that is going to be helpful in assimilation because it identifies the employee who may need coaching and mentoring. Establishing a site mentor to help a new employee to become a safe and contributive member of the crew, is very helpful, however, the selection of the mentor is critical. Choosing an experienced co-worker who is willing to take on the responsibility of mentoring adds value to the process.

We all need employees. We can't exist without a team of people rowing in the right direction. We also need to train those new employees and equip them to be able to make a safe and effective contribution to the process.



**OCTOBER FEATURED SPONSOR**

**OUR MARK IS  
OUR WORD!**

**Sole source locating  
On time... every time  
Customer service focused**

**Private utility locating  
Ground Penetrating Radar (GPR)  
Customized solutions**

**Benchmark**

*Subsurface Utility Services*

**[www.benchmarkllc.us](http://www.benchmarkllc.us)**

**804-550-2418**

## APPLICATIONS AVAILABLE FOR 2024 BOARD OF DIRECTORS

The Nomination Committee of NUCA of North Florida is accepting applications for the 2024 Board of Directors. You can obtain an application by [clicking here](#). Deadline to submit your application is October 13th.

The board meets every other month usually on the third Thursday from 4:30 pm to 6:00 pm. Additional special meetings may be called if necessary. NUCANF has a number of committees. Board members, once elected, are encouraged to promote NUCA of North Florida (NUCANF), our State Association, NUCA of Florida, and our National Association, NUCA. Recruitment of new members is essential to ensure the growth of this association.

Voting for the election of the 2024 Officers and Board of Directors will take place via email. A ballot will be emailed on November 7th. Only one vote per member company.



## **TOP GOLF BENEFIT FOR SEAMARK RANCH**

**WEDNESDAY, NOVEMBER 15TH**

**6:00 PM**







**BEARD**  
EQUIPMENT CO.

Sales • Rental • Parts • Service



**Beard Equipment Is Your John Deere  
and Wirtgen Group Dealer**

 **WIRTGEN**  **VÖGELE**  **HAMM**  **KLEEMANN**

**800-848-8563 | [beardequipment.com](http://beardequipment.com)**

**Jacksonville | Lake City | Palatka | Ocala | Perry | Tallahassee  
Freeport | Panama City | Pensacola | Mobile, AL**





## 12TH ANNUAL SPORTING CLAY CHALLENGE

**TUESDAY, NOVEMBER 7, 2023**

**JACKSONVILLE CLAY TARGET SPORTS**

**12125 NEW BERLIN ROAD**

**COST: \$800\* FOR TEAM OF FOUR WITH AMMO & HATS**

**\*\$900/TEAM AFTER OCT 13th**

MORNING SHOOT		AFTERNOON SHOOT	
7:30 AM	Registration	11:00 AM	Registration
8:30 AM	Safety Briefing	11:30 AM	Lunch
9:00 AM	Shotgun Start	12:30 PM	Safety Briefing
11:30 AM	Lunch	1:00 PM	Shotgun Start

**Awards ceremony immediately following afternoon shoot.**

**SHOOTING PREFERENCE:** Morning \_\_\_\_\_ Afternoon \_\_\_\_\_

**Will you be providing your own golf cart?** \_\_\_\_\_ Yes \_\_\_\_\_ No

**Company Name:** \_\_\_\_\_ **Your name:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**Team Members:** Please provide name and indicate 12 or 20 gauge shells for each shooter. We will provide 100 shells per shooter. These are the only gauge shells available.

#1 \_\_\_\_\_ 12 \_\_\_\_\_ 20      #2 \_\_\_\_\_ 12 \_\_\_\_\_ 20

#3 \_\_\_\_\_ 12 \_\_\_\_\_ 20      #4 \_\_\_\_\_ 12 \_\_\_\_\_ 20

**Payment:** \_\_\_\_\_ Check (NUCANF) \_\_\_\_\_ Bill my account \_\_\_\_\_ Charge credit card\*

**Visa/MC/AX:** \_\_\_\_\_ **Exp Date:** \_\_\_\_\_ **V-Code:** \_\_\_\_\_

(The V-Code is the last three digits in the signature strip on the back of the credit card (Visa/Mastercard) or the digits on the front on the card for American Express.

**Name on card:** \_\_\_\_\_ **Billing Zip Code :** \_\_\_\_\_

\*A 5% processing fee will be added to all credit card charges.

**Scan & email to [nucanf@gmail.com](mailto:nucanf@gmail.com) to reserve your spot.**  
**Mail checks to: NUCANF, PO Box 16810, Jacksonville, FL 32245**



## 12TH ANNUAL SPORTING CLAY CHALLENGE SPONSORSHIP OPPORTUNITIES

**SOLD**

### **\$1500 Golf Cart Sponsor**

Your company name will be prominently displayed at the event; your company will be acknowledged at the awards ceremony that day and your company will be recognized in the NUCANF newsletter, The Flow, and the state association publication, The Ditchmen. A complimentary Full page ad will also appear in the December 2023 or January 2024 Flow Newsletter.

**SOLD**

### **\$1500 Hat Sponsor**

Your company name will be prominently displayed at the event; your company will be acknowledged at the awards ceremony that day and your company will be recognized in the NUCANF newsletter, The Flow, and the state association publication, The Ditchmen. A complimentary Full page ad will also appear in the December 2023 or January 2024 Flow Newsletter.

**SOLD**

### **\$1000 Raffle Sponsor**

Your company name will be prominently displayed at the event; your company will be acknowledged at the awards ceremony that day and your company will be recognized in the NUCANF newsletter, The Flow, and the state association publication, The Ditchmen. A complimentary Full page ad will also appear in the December 2023 or January 2024 Flow Newsletter.

### **\$500 Platinum Event Sponsor**

Your company name will be prominently displayed at the event; your company will be acknowledged at the awards ceremony that day and your company will be recognized in the NUCANF newsletter, The Flow, and the state association publication, The Ditchmen. A complimentary 1/2 page ad will also appear in the December 2023 or January 2024 Flow Newsletter.

### **\$300 Gold Event Sponsor**

Your company name will be prominently displayed at the event; your company will be acknowledged at the awards ceremony that day and your company will be recognized in the NUCANF newsletter, The Flow, and the state association publication, The Ditchmen. A complimentary 1/4 page ad will also appear in the December 2023 or January 2024 Flow Newsletter.

### **\$150 Station Sponsor**

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

Company: \_\_\_\_\_ Contact Name: \_\_\_\_\_

Payment: \_\_\_\_\_ Check (NUCANF) \_\_\_\_\_ Bill my account \_\_\_\_\_ Charge credit card\*

Visa/MC/AX: \_\_\_\_\_ Exp Date: \_\_\_\_\_ V-Code: \_\_\_\_\_

(The V-Code is the last three digits in the signature strip on the back of the credit card (Visa/Mastercard) or the digits on the front on the card for American Express.

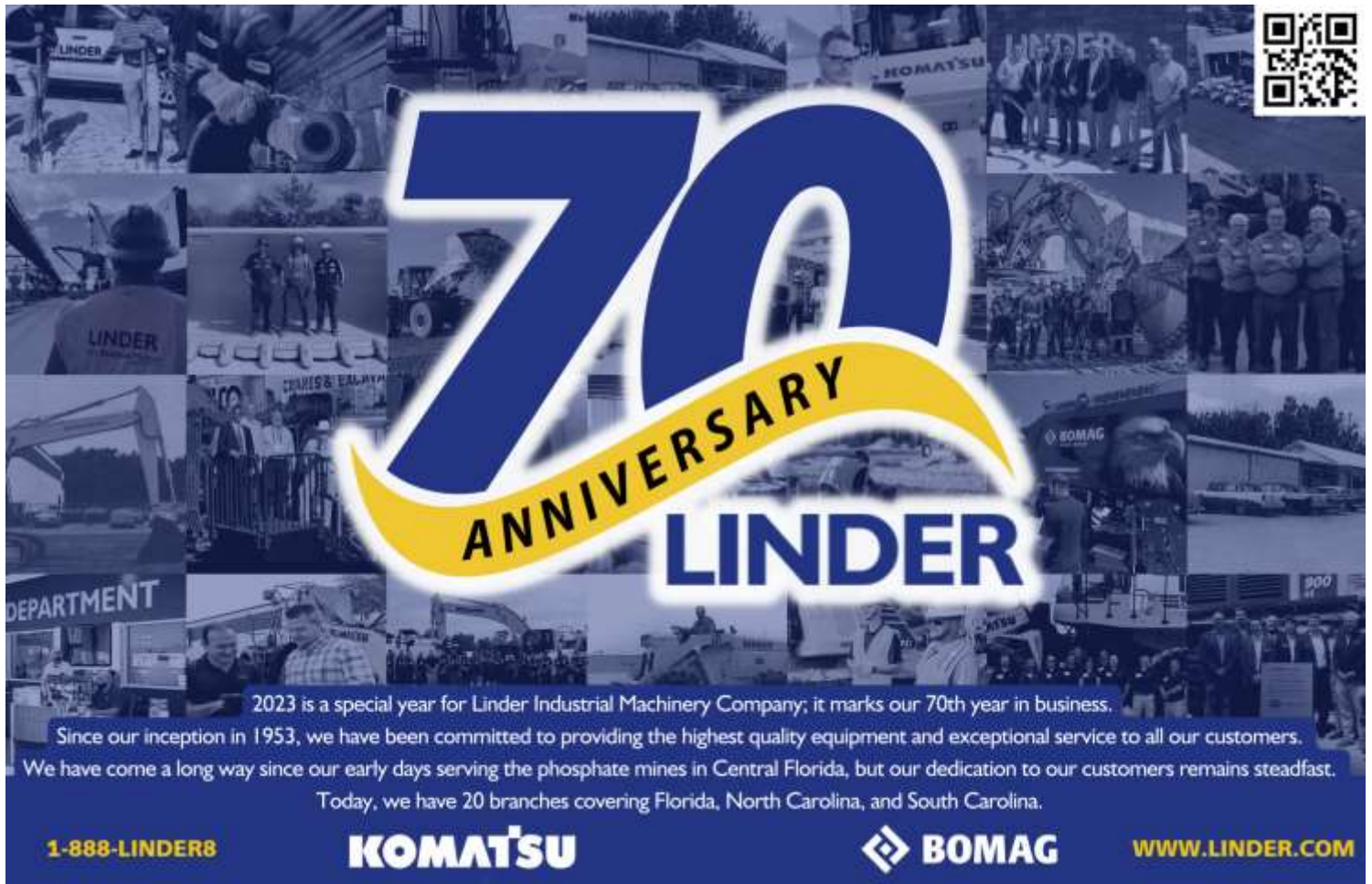
Name on card: \_\_\_\_\_ Billing Zip Code \_\_\_\_\_

\*A 5% processing fee will be added to all credit card charges.

**Return with payment to:**

**NUCANF, PO Box 16810, Jacksonville, FL 32245 or email to [nucanf@gmail.com](mailto:nucanf@gmail.com)**





**70**  
**ANNIVERSARY**  
**LINDER**

2023 is a special year for Linder Industrial Machinery Company; it marks our 70th year in business. Since our inception in 1953, we have been committed to providing the highest quality equipment and exceptional service to all our customers. We have come a long way since our early days serving the phosphate mines in Central Florida, but our dedication to our customers remains steadfast. Today, we have 20 branches covering Florida, North Carolina, and South Carolina.

**1-888-LINDER8** **KOMATSU** **BOMAG** **WWW.LINDER.COM**

## Rely on Rinker

Your local source for engineered infrastructure solutions providing industry-leading strength and durability that are built to last.







With over 70 locations, we can deliver materials when and where you need them. Find out how Rinker Materials is right for your next project visit [RinkerPipe.com](https://www.RinkerPipe.com)  
RCP/Box ▪ Manholes ▪ Precast ▪ Stormwater Management Systems and more

**Rinker**  
MATERIALS®  
A QUIKRETE® COMPANY





**NUCA**  
NAPLES, FLORIDA

**FALL CONVENTION & EXHIBIT  
OCTOBER 25-28, 2023**

*Building Your Business*

Naples Grande Beach Resort | 475 Seagate Drive | Naples, Florida

*Generously Sponsored By Our National Partners*

NUCA is heading back to the relaxing Naples Grande Beach Resort in Naples, Florida, for our 2023 Fall Convention & Exhibits. Our favorite hotel in Naples is the perfect place to chill out—and build your business through our many educational seminars and sessions.

- Engaging networking events
- Our fun Welcome Reception & Duck Races—*Sponsored by United Rentals*
- Thought-provoking educational and roundtable sessions
- Exhibits with our National Partners
- Committee meetings investing in NUCA's future
- Exciting team building event—*Sponsored by Caterpillar*
- 4th Annual CEO Bobble Head Gold Tournament
- Spooktacular Halloween Costume Party & Live Auction—*Sponsored by John Deere*

***Come to Florida & Enjoy Your NUCA Membership!***

Register at [WWW.NUCADIGS.COM](http://WWW.NUCADIGS.COM)



*Keynote Speaker*

**RANDY FOX** on  
**Transformational Leadership!**  
*Sponsored by Core & Main*

**Registration is Now Open!**  
Online registration closes  
October 20, 2023



## NUCANF HOSTS NETWORKING EVENTS AT KICKBACKS

We headed to Kickbacks Gastropub for a Networking event this month. Our event was held in the Belgium Basement where guests were treated to some adult beverages as well as chicken wings, southwestern egg rolls, and skewers of Mahi and jumbo shrimp wrapped in bacon and topped with datil pepper relish. It was a unique place to have an event with a lot of character. It was great to see some members that we have not seen at a meeting in a while as well as our usual attendees.



**904-636-9700**  
**[www.gatefuel.com](http://www.gatefuel.com)**  
**24/7 Service**

**CASE** | POWER & EQUIPMENT  
FLORIDA

# CONSTRUCTION EQUIPMENT FOR ANY JOB



Visit us at [CasePowered.com](http://CasePowered.com)

#### JACKSONVILLE, FL

9235 Busch Dr N  
Jacksonville, FL 32218  
(904) 516-5380

#### WEST PALM BEACH, FL

1150 Barnett Dr  
Lake Worth, FL 33461  
(561) 296-9710

#### ORLANDO, FL

9481 Boggy Creek Rd  
Orlando, FL 32824  
(407) 888-0024

#### TAMPA, FL

1504 Tampa E Blvd  
Tampa, FL 33619  
(813) 341-4646

#### FORT MYERS, FL

3051 Hanson St  
Fort Myers, FL 33916  
(239) 690-0661

#### MIAMI, FL

12601 W Okeechobee Rd  
Miami, FL 33018  
(305) 821-2273



## SITE DEVELOPMENT & CONSTRUCTION SERVICES

Florida Roads provides development and construction services in Northeast Florida. We undertake earthwork, grading, underground utilities, road construction, and paving.

Florida Roads is committed to delivering quality site development by contracting responsively and reliably. We ensure developers that their project will be completed on time, the right way, and within budget.





**WE HELP DELIVER  
A SAFER JOBSITE**

At Sunstate, we're in the trenches with you. That's why we provide the highest quality rental equipment to those in working below ground. Along with our dependable equipment, our trench safety experts offer everything you need to get the job done right the first time.



**(866) 823-3319 | [SunstateEquip.com](http://SunstateEquip.com)**

*People*  
Rental Equipment you can depend on.

# SAVE THE DATE

**2024 GOLF TOURNAMENT  
TUESDAY, APRIL 23RD**

**ST. JOHNS GOLF & COUNTRY CLUB  
ST. AUGUSTINE**

# SAVE THE DATE

## OCTOBER FEATURED SPONSOR



A. J. JOHNS, INC.  
CONTRACTOR

3225 ANNISTON ROAD • JACKSONVILLE, FL 32246 - 3696 • 904-641-2055

A.J. Johns, Inc. is a Jacksonville based complete site development contractor. We began in the local industry in April of 1970. In the beginning we only provided utility needs to our clients, but in 1983 we expanded our services to include all scopes of a complete site development contractor to better serve our clients, both public and private.

Our company founder, Mr. AJ Johns is a long-time respected leader in the Jacksonville business community. Our goals and mission at A.J. Johns, Inc. have remained consistent over the past 50 years. We strive to provide a turnkey approach to many types of developments.

A.J. Johns, Inc. has the leadership, trained and dedicated staff who continue to evolve in order to meet the needs of our clients. We strive to create strong and understanding relationships with our clients, engineers, vendors, and subcontractors through communication, teamwork and most importantly, a positive attitude. We have a reputation for delivering quality and cost-effective services and we are fully committed to exceeding the expectations of our clients. Building new relationships and strengthening long term acquaintances is key to both past and future success.

At A.J. Johns, Inc. our employees receive continuous training to keep them abreast of our ever-changing industry. Internal job training and employee development brings an added plus to the efficiency of our organization.

Our industry has faced many ups and downs over the years, but the most important assets to any company is its employees. We continue to invest in the future of our industry by creating new avenues to increase employment in our industry. All of our futures dwell in the minds of the coming generations. We must show them through example that the construction industry provides a pathway to a successful and a fulfilling future. We must invest in the future of our industry by instilling the morals and knowledge of what made us who we are today.