

# THE FLOW

## Upcoming Events

February 16th  
**Jacksonville Icemen  
Veteran's Arena  
Details on Page 15**



March 20th-23rd  
**NUCA Annual Convention  
& Exhibit, Palm Springs, CA**



**Registration Info on Page 9**

April 23rd  
**Golf Tournament  
St. Johns Golf & Country Club  
Sponsor Form on pages 16**

## **FEBRUARY 2024**

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## 2023 OFFICERS & BOARD OF DIRECTORS

### EXECUTIVE COMMITTEE

#### **President**

Caleb Hurlbert, A.J. Johns, Inc.

#### **President-Elect**

Paul Gilsdorf, Haskell

#### **Vice President I**

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

#### **Vice President II**

Mike Kivlin, John Woody, Inc.

#### **Secretary/Treasurer**

Marty Adams, TB Landmark

#### **General Counsel**

Tony Zebouni, Lindell, Farson & Zebouni

#### **Past President**

Tim Gaddis, Vallencourt Construction

### BOARD OF DIRECTORS

Kirk Blomgren, Petticoat-Schmitt Civil

Joseph Geiger, Cemex

Tommy Hyatt III, Florida Roads Contracting

Valinda Krynicki, United Rentals

Drew Lane, Advanced Drainage Systems

Chance Leonard, ECS Florida

Blake Nugent, J.B. Coxwell

Rick Parker, Rinker Materials

Hunter Pruitt, Vallencourt Construction

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

Dear friends and NUCA members,

I hope that you all are healthy and doing well. Thank you to all our monthly sponsors, we couldn't be as successful as we are without you!

On January 18th we held our Installation of Officers & awards meeting. We had a great turnout, thank you all for your support of our directors, committees, and the association. Thank you to Tim and his leadership through 2023 and all the award recipients they were well earned. We had Nina Sickler, from the City of Jacksonville, as our guest speaker. She enlightened us about what is happening with the future development of the city. I think that the information provided helped everyone who attended to get more details on what to expect in the future.

We have some exciting events approaching with the NUCA of Florida Legislative Days in Tallahassee on Jan. 30<sup>th</sup> & 31<sup>st</sup>, our Jacksonville Icemen game on Feb. 16<sup>th</sup>, and the NUCA of North Florida Golf Tournament April 23<sup>rd</sup>.

We will be hosting some young professionals events this year to encourage our up and coming ambassadors of our industry to get involved with our chapter and learn the importance of our association. There will be more details of what is to expect with these events. We have already begun our mission of protecting the industry with contacting districts representatives in the Florida House of Representatives to vote "No" on HB 825.

Should anyone need assistance, let us know and we will do what we can to ensure our industry is in the best interest. Please continue to support our members and associates. I look forward to working with you all.

Sincerely,

*Caleb*

Caleb Hurlbert

Project Manager

A.J. Johns, Inc.

O: (904)-641-2055 X 119

[churlbert@ajjohns.com](mailto:churlbert@ajjohns.com)

## 2024 NUCA of North Florida

### Monthly Sponsors

### Diamond Sponsors

National Trench Safety  
Sunbelt Rentals  
Sunstate Equipment Trench Safety  
United Rentals Trench Safety

### Platinum Sponsors

Beard Equipment Company  
Case Power & Equipment

### Gold Sponsors

A.J. Johns, Inc.  
Alta Equipment Company  
ECS Florida, LLC  
Florida Pumping Solutions  
Florida Roads Contracting  
Fortiline Waterworks  
Linder Industrial Machinery  
Nimnicht Chevrolet  
Pipeline Constructors, Inc.  
Ring Power Corp.  
Synergy Equipment

### Silver Sponsors

Gate Fuel Service, Inc.  
John Woody, Inc.  
Mark Bryan, P.A.  
Petticoat-Schmitt Civil Contractors  
Rinker Materials

## CALENDAR OF EVENTS

### Upcoming Events

Feb. 13th

Executive Committee  
3:30 pm

Feb. 16th

Jacksonville Icemen  
Veterans Arena

March 12th

Executive Committee  
3:30 pm

March 20-23rd

NUCA Annual Convention  
& Exhibit  
Palm Springs, CA

March 26th

Board of Directors Meeting  
Doubletree Riverfront  
4:30 pm

March 26th

Legislative Update & Locate  
Meeting  
Doubletree Hotel  
Jacksonville Riverfront  
6:00 pm

# The Law and Your Business

## *The Law and Your Business – Insurance Bad Faith Claim*

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

The Florida Legislature created the first-party bad faith cause of action by, which imposes a duty on insurers to settle their policyholders' claims in good faith. The statutory obligation of the insurer is to timely evaluate and pay benefits owed under the insurance policy. The damages recoverable by the insured in a bad faith action are those amounts that are the reasonably foreseeable consequences of the insurer's bad faith in timely resolving a claim, which includes consequential damages.

A statutory bad faith claim under section 624.155 is ripe for litigation when there has been (1) a determination of the insurer's liability for coverage; (2) a determination of the extent of the insured's damages; and (3) the required civil remedy notice is filed.

The insurer issued a standard homeowner's insurance policy to the homeowner, including provisions for an appraisal process if the parties could not agree on the amount of damage. After issuance, the homeowner discovered the homeowner gave timely notice of her claim, the insurer confirmed coverage and issued a partial payment and later the insurer issued another partial payment.

Six months after the second payment, the homeowner concluded the insurer was not going to hire a competent adjuster to evaluate the claim the homeowner filed a civil remedy notice with the Florida Department of Financial Services, placing the insurer on notice of its bad faith conduct and giving the insurer the opportunity to cure. The notice asserted the insurer failed to settle the claim properly and promptly. Subsequently the homeowner invoked the policy's appraisal process. The insurer agreed to participate in appraisal; however, the parties could not agree on an umpire. The homeowner filed suit seeking the appointment of an umpire.

After an umpire was appointed, the appraisal process proceeded, leading to an appraisal award substantially greater than the amounts which the insurer had previously paid under the policy. Three years and eight months after the homeowner first reported the claim, the insurer paid the homeowner the additional amount due pursuant to the appraisal award, resulting in payment of the policy limit. The first lawsuit was now resolved.

The insurer's investigation of the bad faith claim revealed that the property was damaged by causes excluded under the policy and because there was no coverage under the policy, the insurer did not act in bad faith. The homeowner asserted that the insurer's failure to timely pay for and complete repairs forced the homeowner to sell the property at a loss and its damages under the policy were conclusively established when the insurer issued full payment of policy limits.

Where the insurer "participated fully in the first trial with an opportunity to challenge the evidence and did not pursue the "no coverage" defense in that suit because the insurer did not "discover" the coverage defense until it was too late. Florida's "policy is not to give multiple bites at the same apple absent some legal infirmity in the first trial.

The statutory obligation of the insurer to avoid a bad faith claim is to timely evaluate and pay benefits owed under the insurance policy, then the duty to evaluate the claim necessarily includes a duty to investigate the claim properly and promptly, including the cause of injury to the property. The failure of the Insurer to properly investigate caused the insurer to improperly extend settlement of the claim through the appraisal process. In doing so, the insurer could be held liable for bad faith.

*Cingari v. First Protective Insurance Co,*



## **2024 OFFICER INSTALLATION & ANNUAL MEETING HIGHLIGHTS**

We had a great turnout for our Officer Installation and Annual Meeting on January 18th at Maggiano's with close to 80 members in attendance with several new members in attendance as well as several potential members. Members had an opportunity to network and socialize followed by the meeting. Our new President, Caleb Hurlbert, installed our 2024 Executive and Board of Directors. We recognized our 2023 monthly sponsors with certificates and a 2023 plate to add to their sponsorship plaque. Thank you to our Diamond Sponsors: Sunbelt Rentals, Sunstate Equipment Trench Safety and United Rentals Trench Safety Platinum Sponsor: Beard Equipment Company, Gold Sponsors: Alta Equipment Company, ECS Florida, LLC, Fortiline Waterworks, Linder Industrial Machinery, Nimnicht Chevrolet, Pipeline Constructors, Inc., and Ring Power Corp. Silver Sponsors: A.J. Johns, Inc., Benchmark, Gate Fuel Service, John Woody, Inc., Lippes & Bryan, Petticoat-Schmitt Civil Contractors and Rinker Materials for their support. We presented plaques to Sunstate Equipment Trench Safety, Linder Industrial Machinery, Pipeline Constructors and Benchmark who was a first time monthly sponsors in 2023. We also recognized our 2023 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.

Outgoing President Tim Gaddis presented Outstanding Board Member award to Drew Lane for his service on the golf, fishing and clay committees and for the time he dedicates to our association and industry all while raising a young family. The Outstanding Individual Contributor Award was presented to Tony Zebouni for his several decades of involvement in not only our organization locally but on the state and government level. He serves on our executive committee, is the state advocacy chair, our local in-house legal counsel and to many of us he is a well-respected friend. Tim presented the President's Award to Kathy Blackman for her years of service to our association and for her work bringing in new sponsors, making thousands of contacts throughout her years, and keeping our organization on track. If you are not aware, this will be her last year with our organization as she will be retiring at the end of this year. Billy Hood was recognized for his years of service on our Board of Directors since 2012, providing insight and knowledge with his career at JB Coxwell. Billy has given up his seat on our board to spend some more time with family and friends. We were pleased to have Nina Sickler, Director of Public Works for the City of Jacksonville, as our guest speaker who spoke about future development with the city.



**2024 Board of Directors**

## **WELCOME NEW MEMBERS**

Please join me in welcoming the following companies who recently joined our association.

### **Whitestone Construction**

Contact: Kevin O'Donnel

1906 River Oaks Road

Jacksonville, FL 32207

Office; (904) 660-2904

Cell: (843) 568-4019

Email: [kodonnell@wscjax.com](mailto:kodonnell@wscjax.com)

Website: [WSCJAX.com](http://WSCJAX.com)

See New Member Spotlight on page 14



### **Central Florida Transport**

Contact: Chase Upson

511 Mulberry Street

Coleman, FL 33521

Cell: (352) 266-6379

Email: [Chase@cfltransport.net](mailto:Chase@cfltransport.net)

Website: [cfltransport.net](http://cfltransport.net)





### **FY2025 Appropriations Process Begins In February**

Last year's House cuts to both State Revolving Funds (SRF) in the FY2024 EPA appropriations bill took many water sector organizations and supporters by surprise. This time around, NUCA and other associations plan to be much more aggressive for the FY2025 appropriations cycle. Our outreach to appropriations committee lawmakers and staff has been underway for several months. With your help [alerting your lawmakers](#) via our Muster system, NUCA shined a spotlight on how destructive these cuts can be to a community's health and economic growth, and it appears that House leadership recognized their mistake. But working with appropriations--one of the most specialized lobbying functions in Washington--will remain challenging, especially in an election year where lawmakers are reluctant to increase the federal debt or taxation.

### **Pipeline Reauthorization Bill Passes House T&I Committee**

The long-anticipated House action on pipeline reauthorization took place in early December, when the House Transportation and Infrastructure (T&I) Committee passed on Dec. 6 by voice vote the Pipeline Efficiency and Safety (PIPES) Act (H.R. 6494).

[NUCA released a statement](#) strongly supporting the PIPES Act. "NUCA in particular endorses the bipartisan proposal to strengthen damage prevention laws, by encouraging and endorsing state implementation of best practices long advocated for by those in the excavation community," said NUCA Chief Executive Officer Doug Carlson. The damage prevention and excavation safety language in the legislation largely aligns with the recommendations made by the Infrastructure Protection Coalition's 2021 Damage Prevention study, which can be found at [ipcweb.org](http://ipcweb.org). The legislation now moves to the full House for a vote this spring.

### **2024: NUCA's 60th Anniversary!**

NUCA turns 60 years old in 2024, and we'll be celebrating throughout the year this important association milestone. We'll be recognizing the association's numerous contributions to the construction industry since our incorporation on April 11, 1964. Since the beginning, our association has been instrumental in promoting the interests of the underground utility and excavation contracting industry before legislators and regulators, and has worked tirelessly to secure more funding for America's aging underground infrastructure. NUCA's annual awards program recognizes the excellent achievements in the utility construction industry from its contractor members, industry partners, and national chapters. And since 1970, our NUCA Conventions have been the top venue for contractors to network with and meet our many National Partner suppliers, showcasing their latest equipment, services, and management products.

Over the past 60 years NUCA has been the strongest force in improving safety and business conditions throughout the \$152 billion American utility construction industry. We know you'll want to join us throughout this year in celebrating this shared achievement. [Read more.](#)

# SAFETY NEWS

By Jeff Blomgren  
Safety Director at Petticoat-Schmitt Civil Contractors

## **Have I Done My 360?**

We all have places to go and things to do. Most often, to do that, we use some type of vehicle as transportation. Many times, we take preparation for getting somewhere for granted and we neglect the importance of that preparation function and the safety it provides. Vehicles today are so efficient we seldom, if ever check the oil. Older vehicles required regular checking of oil levels, in fact it used to be a standard function when pumps were manned by attendants. I did that when growing up. Now we look at the oil gage and unless it drops below the midline we don't even worry about it. We trust the gage until the check engine light comes on. That could be too late. Keeping the fuel tank full is another thing. I've heard of people who let their gas gage get low enough to have the low gas warning light come on. Those are the same people who do not have enough fuel margin to last in a traffic backup. What about things like tires? Do we have enough tread? Here in Florida, we aren't concerned so much about tread because traction isn't as much an issue as it is in snow country, but we get rain.

So, we stop for gas. We have time to look at our tires, even check the oil but when was the last time you saw a hood up at a gas station? People are too busy checking their phones at the pump to check their oil and that's another safety issue. Okay. We've done all the maintenance checking and everything is a go, so now we can just get in and go right? Wait! Did we check front and back to be sure nothing is in the way? Here's an exercise for you. Take a traffic cone. Its about the height of a five-year-old. Put it in front or back of your vehicle. Can you see it? Probably not. Move it out from your vehicle until you can see it from the driving seat front and rear. How many people have run over or into something because they couldn't see it from the driver's seat? On a pickup truck, the average for being able to see the top of the traffic cone is over 20 feet. Front or back. Taking a few seconds to check things out is a best practice for any driver. Drive safely.



## Contractors: Ignite Your Imagination While Fine-Tuning Your Skills!



### NUCA ANNUAL CONVENTION & EXHIBIT

MARCH 20-23, 2024

Hyatt Regency Indian Wells Resort & Spa

#### Who should attend this year?

The contractors, engineers, and operations managers who are responsible for your business's success.

The 2024 NUCA Convention & Exhibit offers your attendees an opportunity to collaborate with industry leaders confronting the same daily issues.

As part of the NUCA family, you cannot miss attending the 60th Anniversary celebration to understand where we came from, see where we are going, reflect on our past, and be equipped to succeed in the future.

**Gain the insider tools you need to develop a successful utility construction business at the 2024 NUCA Convention & Exhibit!**

#### *Learning From The Past Will Make Us Better Equipped For The Future*

- How similar-sized firms are preparing for the infrastructure boom
- Avoiding the pitfalls that others experienced
- Connect with fellow members who can help you when that job is just a bit bigger than you estimated
- Discover innovative ways to develop your workforce
- High-tech tools to manage your business using less manpower and reduced costs
- Learn the latest trends from our leading National Partner vendors

**#NUCA2024 will help you expand  
your network, build your workforce,  
and finish a job profitably.**

Registration is now open! Please visit our  
Convention website: [NUCAdigs.com](http://NUCAdigs.com).

## **Board Member Spotlight—Blake Nugent**

**We are pleased to have Blake as one of our newest board members.**



**Tell us about the services your company provides.**

I work for J.B. Coxwell

Contracting, our services include: underground utilities, earthwork, heavy highway and civil construction, and land clearing.

**What is your business philosophy?**

Faith, Family, Work – in that order.

**What are your hobbies or interests outside of work?**

I enjoy everything outdoors including: hunting, fishing, golf, and watersports. I love all sports but particularly football and baseball.

**What is your favorite travel location?**

It's hard to beat the Midwest in the fall, part of the hunting habit I guess!

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

My wife and kids. My two boys are still toddlers, but coming home to eat dinner as a family is the highlight of my day.

**What are you currently reading?**

I recently finished “Habits of the Household” by Justin Earley – I highly recommend. I am currently reading “The Storm Before the Calm” by George Friedman.

**Grill master or reservations?**

Grill Master for sure.



# SAVE THE DATE



**APRIL 18-19,  
2024**

## 23RD ANNUAL **ANDREW SCOTT JOHNSON MEMORIAL SCHOLARSHIP FOUNDATION BASS TOURNAMENT**

**APRIL 18-19, 2023 AT  
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**





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Cat® small excavators are perfect for smaller jobs and applications with space constraints. And they're packed with fuel-saving features to raise your money-making potential even further. Go small and still get big results.

This special financing rate is available on eligible new models through June 30, 2024. Scan the QR code below for more information.

Small Excavators:  
313, 313GC, 315, 315GC, 317, 317GC



Scan for more info

\*Offer valid from January 1, 2024 through June 30, 2024 on new 313 through 317 Cat® excavators sold by participating Cat dealers to customers in the USA or Canada. Purchase must occur during offer period. Offer subject to machine availability and credit approval by Cat Financial. Not all customers will qualify. Offer may change without prior notice and cannot be combined with any other offers. Additional terms and conditions may apply. Contact your Cat dealer for details.

Reduce your monthly ownership costs and free up cash for other business needs with this great financing rate. You also get a Cat® Customer Value Agreement (CVAs) and an Equipment Protection Plan (EPP) to make owning and operating your new equipment hassle-free.

Cat Customer Value Agreements feature Planned Maintenance Interval coverage with S•O•S<sup>SM</sup> Fluid Analysis and expert dealer support and connectivity with VisionLink®

Medium & Large Excavators:  
320, 320 GC, 323, 325, 326, 330, 330 GC, 335, 336 GC, 336, 340, 349, 350, 352, M314, M315, M316, M318, M319, M320, M322



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more info

# GO BIG. SAVE BIG.

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MEDIUM AND LARGE EXCAVATORS\*  
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\*Offer valid from January 1, 2024 – June 30, 2024 on select new Cat® machines sold by participating Cat dealers to customers in the USA or Canada. Purchase must occur during offer period. Offer subject to machine availability and credit approval by Cat Financial. Not all customers will qualify. The offered Cat Customer Value Agreement (CVA) includes 6 maintenance parts kits; S•O•S<sup>SM</sup>; and 36 month VisionLink® Daily. The maintenance parts cover the first 3,000 hours\* (estimated 3 years) of machine utilization. The kit contains one set of parts for regular planned maintenance under normal operating conditions. In some severe applications where maintenance parts need to be replaced more frequently, additional parts will be at customer's expense. Offer excludes additional maintenance parts, dealer labor, wear parts, and fluids. Offer also includes a 36 month/5000 hour (whichever occurs first) Powertrain, Hydraulics and Technology Equipment Protection Plan (EPP). In some areas, EPP might be sold separately from the CVA. Offer may change without prior notice and cannot be combined with any other offers. Additional terms and conditions may apply. Contact Ring Power for details.

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## NEW MEMBER SPOTLIGHT



### **Total Site Development Contractor**

**Whitestone Construction started as a local family business with a culture of respect and quality service not only to our customers, but also to our employees.**

**We understand that by respecting and enabling our employees, we provide only the best service to our clients.**

**Provides total site development services.**

**We specialize in clearing, grading, mass excavation, cement and lime soil stabilization, sanitary sewer, force main, lift stations, storm drainage, potable and fire suppression water, asphalt paving, concrete paving, curb and cutter, sidewalk, and erosion control.**

**1906 River Oaks Road, Jacksonville Florida 32207 | 843 568-4019 | [www.wscjax.com](http://www.wscjax.com)**

**5841 Rivers Avenue, North Charleston South Carolina 29406 | 843 568-4019 | [www.wscjax.com](http://www.wscjax.com)**

### 2024 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. There will also be signs at the event.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

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

**SOLD**

#### **\$1,500 Golf Cart Sponsor (limit 1)**

Your company logo will be displayed on the cart signs and you will have the opportunity to place logo merchandise in the golf carts prior to play.

#### **\$1,000 Vendor Showcase (limit 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.

#### **\$1,000 Raffle Sponsor (limit 1)**

Sponsorship includes signage at event.

**SOLD**

#### **\$600 Beverage Cart Sponsor (Limit 2)**

Sponsorship includes signage at event on beverage cart.

#### **\$500 Registration Sponsor (Limit 1)**

Sponsorship includes signage at event.

#### **\$500 Trophy Sponsor (limit 1)**

Sponsorship includes signage at event.

#### **\$500 Dinner Sponsor (limit 5)**

Sponsorship includes signage at event

#### **\$500 Lunch Sponsor (limit 5)**

Sponsorship includes signage at event.

#### **\$500 Longest Drive/Closest to the Pin Sponsor (limit 4)**

Sponsorship includes signage at the hole.

#### **\$350 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 (NUCANF) \_\_\_\_\_ Bill my account \_\_\_\_\_ Charge credit card\*

Visa/MC/AX: \_\_\_\_\_ Exp Date: \_\_\_\_\_

V-Code: \_\_\_\_\_ Zip Code for Credit Card billing address: \_\_\_\_\_

(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: \_\_\_\_\_

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

Email to [nucanf@gmail.com](mailto:nucanf@gmail.com) to reserve your spot.

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



## 2024 OFFICER INSTALLATION & ANNUAL MEETING PHOTOS



Drew Lane, Advanced Drainage Systems, receives the 2023 Outstanding Board Member award from Tim Gaddis, Outgoing President.



Tony Zebouni, Lindell, Franson & Zebouni, receives the 2023 Outstanding Individual Contributor award from Tim Gaddis, Outgoing President.



Committee Chairs recognized: (left to right) 'Kirk Blomgren accepted on behalf of Jeff Blomgren, Safety Directors Chair, Marty Adams, Clay Shoot, Jon Woodall, Golf Chair, Caleb Hurlbert, Membership Chair, Tony Zebouni, Legislative Chair and Mike Kivlin, Legislative Chair. Missing are Mike Gruber, Scholarship Chair and Ashton Milam, Fishing Chair.





# NUCA

REPRESENTING UTILITY & EXCAVATION CONTRACTORS  
NORTH FLORIDA

**Save the date for February 16th at 7:00pm!**

As part of the NUCA promotion, guests are able to purchase a discounted ticket to the game. Price is \$20 a ticket. If you want to add a \$20 food/beverage voucher, select the \$40 option once you are getting your tickets.

Scan the QR code or visit the link below for more details!

**TO PURCHASE TICKETS, PLEASE VISIT:**

**JAXICEMEN.COM/NUCA23 OR SCAN THE QR CODE!**



**Trent Blair | [Trent@jacksonvilleicemen.com](mailto:Trent@jacksonvilleicemen.com) | (904) 891- 3073**



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**CONTACT: Carole Weamer**  
Sunstate Equipment  
Tel: (833) 394-2455  
[press@sunstateequip.com](mailto:press@sunstateequip.com)  
[www.sunstateequip.com](http://www.sunstateequip.com)

FOR IMMEDIATE RELEASE

## Sunstate Equipment Taps Trench Market In Southwest

### ***TWO TOP-RATED EQUIPMENT RENTAL PROVIDERS JOIN TO EXPAND SERVICE OFFERINGS FOR CONSTRUCTION CONTRACTORS, EXCAVATION SAFETY, AND UNDERGROUND PROJECTS IN AZ, CA, TX.***

PHOENIX — Jan. 19, 2024 — Arizona-based Sunstate Equipment Co., LLC announced today it has signed an agreement to purchase the assets and ongoing operations of all Trench Shore Rentals and Trebor Shoring Rentals locations in Arizona, California and Texas, with an anticipated close date in early 2024. Each company brings decades of expertise within the construction rental industry, sharing similar values, a commitment to excellent customer service, and people-first relationships that have earned both Sunstate and TSR a widely respected reputation of excellence.

"The combination of two family-founded, Phoenix-based rental industry pioneers is a one-of-a-kind opportunity for both teams," said Chris Watts, President and CEO of Sunstate Equipment. "Our companies share a long history of mutual respect, friendship, and shared values. By blending Sunstate's deep knowledge of the general rental business with TSR's expertise in underground shoring, we create new growth opportunities while developing more robust ways to serve our customers that work above and below ground."

Sunstate has a proven record in the general rental space — dating back to 1977 — and it is no stranger to helping customers with excavation, shoring, and confined space safety. After entering the trench business in 2018, Sunstate now has thirteen dedicated trench locations in the Gulf, Southeast and Northwest as part of its overall rental network that spans sixteen states from coast to coast.

"Today, there is no overlap in Sunstate Trench Division and TSR branch footprints," Watts explained.

"This expansion is a perfect fit, both to accelerate our national growth plan for our Trench Division, as well as our existing general equipment rental operations in these areas."

TSR has grown over twenty years to become a trench shoring powerhouse in the Southwest and has helped drive and shape meaningful industry standards for shoring and excavation safety.

"We are excited for the opportunities that will be available to our employees," said Dana Woudenberg, CEO of Trench Shore Rentals / Trebor Shoring Rentals and founding member of North American Excavation Shoring Association (NAXSA).

TSR teams and locations will continue with normal operations, supplying the world-class customer service its customers know and trust.

"Our team is looking forward to joining and contributing to Sunstate Equipment," Woudenberg added.

"Sunstate and TSR share values that will make the combined company a force in the trench shoring industry."

For more information, contact Carole Weamer at (833) 394-2455.

### **ABOUT SUNSTATE EQUIPMENT**

Sunstate, originally founded in 1977 by rental pioneer Mike Watts, is currently the sixth largest rental equipment company in the US, with 95 branches located in 16 states from coast to coast. Today, Sunstate is a wholly owned subsidiary of Sumitomo Corporation, one of the oldest and largest multinational trading companies in the world.