

Spring, 2017

PENNSYLVANIA LICA NEWS

LAND IMPROVEMENT CONTRACTORS-PA CHAPTER

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PENNSYLVANIA LICA

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President: Evelyn Cottrell

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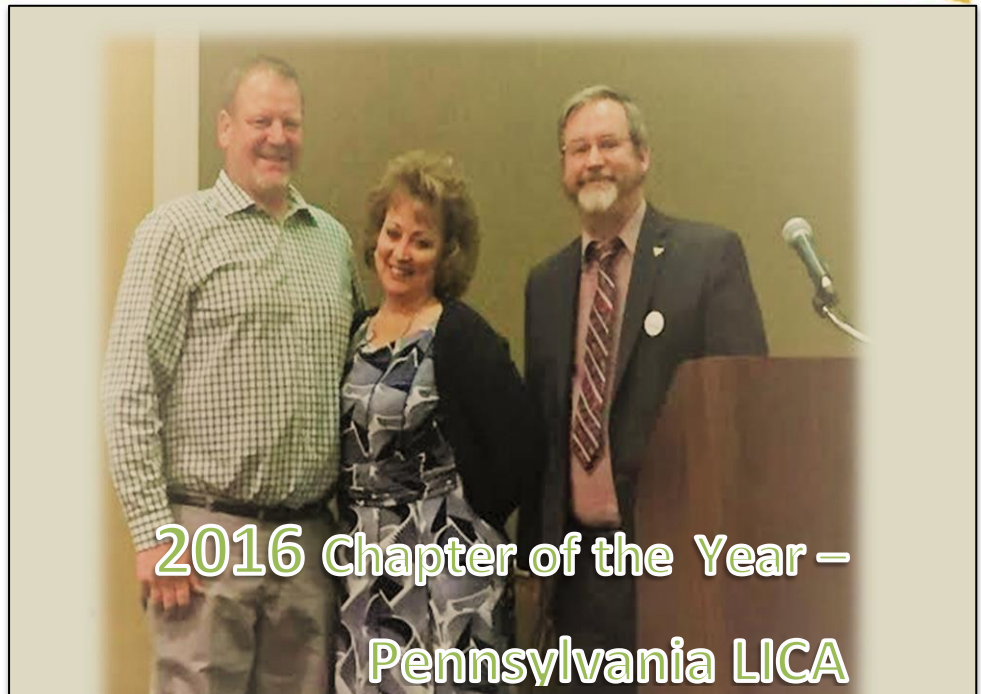
Board Members: Bill Guiste, Richard Cottrell, Jeremy Pruskowski, Corey Stuchal, Ron Roncaglione, Gary Theuret

775 Mercer Road
Greenville, PA 16125

724) 588-1954

EM: Pennsylvanialica@gmail.com

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Pennsylvania LICA was awarded the **2016 Chapter of the Year** at the National Winter Meeting in Las Vegas – in conjunction with Con-Expo-- in February. The award was presented by Chairman Steve Anderson (pictured on right next to Dan & Joanie Micsky), and was given to Pennsylvania to acknowledge the work that has gone into growing the Chapter membership. PALICA has also offered many educational and training classes to members on both side of the state over the past year. Membership has grown 20% over the past year and a half and we thank all our Associates who have helped host, sponsor or speak at our functions. It is very much appreciated! We will continue to strive to make PALICA an Association you are proud to belong to!

PALICA
775 Mercer Road
Greenville, PA 16125

President's Message

Hello PA LICA Members, My name is Evelyn Cottrell and I am your President for 2017. I am part of Cottrell Excavating Co. LLC. My husband is Richard G. Cottrell; we have been members of PA LICA for a good many years. We reside in the North-East corner of PA about half way between Scranton, PA and Binghamton, NY.

Spring is here, or trying to be here and this means a busy time for us. I hope you have a full schedule of work for this season. As we start our busy season, let us take that extra minute and refresh our workers and ourselves on safety. Remember it is always best to be safe than sorry. Also, don't forget to use sun screen, wear your wide brimmed hat, and your long sleeves; you need this same protection on a cloudy day (you can get sun burned even then). I read someplace sun exposure is the cause of 90% of skin cancer

Hope to see you at our next meeting on April 29, 2017 at Hosses' Restaurant in State College, PA. (Details on the website.) Even if you're not a board member, you are still welcome to come. We need your input, so come and join us.

Sincerely,
Evelyn

Special thanks to.....

- To **Paul Fricke** from United Fire Group, for doing two different OSHA 10 Hour training classes in February for our members on the West and East side of the state.
- To **Gilbert's Risk Solutions** in Sharon PA for facilitating the OSHA class for Western PA.
- To **Franconia Insurance & Financial Services** in Telford PA for facilitating the OSHA class for Eastern PA.
- To **Bruce Mosier** of Prins Insurance for being a great speaker and "filler" for our convention last month and for sponsoring our special guest speaker.....**GREATLY APPRECIATED!**
- To everyone who bid on auction items at the convention – all proceeds go to the PALICA Scholarship Fund.
- Our newest board members who were appointed at the convention-we look forward to working with you all:
 - **Jeremy Pruskowski**
 - **Ron Roncaglione**
 - **Cory Stuchal**
- To **Evelyn Cottrell** who agreed to fill out this year's term of PALICA President.

CONGRATULATIONS TO GARY THEURET, WHO WAS AWARDED THE CORKY MILES AWARD AT THE WINTER CONVENTION. WE'RE THANKFUL FOR ALL HE DOES TO HELP PROMOTE PALICA TO CONTRACTORS AROUND THE AREA AS WELL AS POTENTIAL ASSOCIATE MEMBERS.....WELL DESERVED GARY!



CLOSING DINNER RECEPTION



GARY!



Dan Micsky presenting Gary Theuret with the Corky Miles Award

MEMBER BENEFITS UPDATE-HOT OFF THE PRESS!

LICA LAUNCHES A NATIONAL RESIDENTIAL SEPTIC PROTECTION PLAN!

Developed under the guidance of National LICA's CEO, Jerry Biuso, the Residential Septic Protection Plan is slated to provide additional income and business to contractors, National LICA, and State LICA Chapters.

Program Basics

The RSW program is a transferrable protection plan available to homeowners for new and existing septic systems. The protection plan coverage includes the repair and/or replacement of septic tanks, distribution boxes, leaching lines, inlets and outlets, and pumps and motors **up to a \$10,000 limit, with zero deductible. Coverage requires a septic system inspection and pumping, at the homeowner's expense, every 5 years, and a 90-day waiting period prior to the first claim.**

Septic Protection Plan claims due to septic system negligence, abuse, rust, and/or corrosion are excluded, as well as Third Party costs and damages incurred from gaining access to and/or closing a septic system. ***The RSW Protection Plan annual premium is \$399.00/year.*** A great value to homeowners ensuring peace of mind and security for less than \$34/month! Homeowners can purchase the RSW directly online via credit card.

Contractor Benefits

Offered exclusively by LICA contractors, the Septic Protection Plan compensates contractors \$50.00 per application. **Claims provide contractors GUARANTEED payment directly from Bankers Warranty Group, up to \$10,000 for services provided in compliance with the protection plan.** Contractors will be required to conduct an inspection and pump the septic system (when needed) per the RSW, to be paid by the homeowner. *Finally, LICA's Residential Septic Protection Plan is the only one in the Nation!*

The exclusivity of the whole program and the fact that only LICA members can provide such a protection plan, allows contractors to grow their customer base.

Getting Started

To ensure contractor payment and proper tracking, those PALICA contractor members interested in offering the RSW program will need to call the PALICA office to get information to move forward. When they are clear on the program, they will be given their contractor ID and custom RSW website address for their customers to access and complete payment processing. Dan Micsky can also provide step-by-step details on paperwork processing (*number listed below*).

Looking Ahead

While the Protection Plan is up and running in several states, National LICA is completing the final touches on the second plan option to be released soon; the Septic Protection Plan with Pumping (MSRP \$479). As the name implies, pumping maintenance and costs are built into this RSW plan option. National LICA is also working on developing a commercial Septic Protection Plan once the residential version is released nationwide. National LICA's RSW is expected to hit the ground running.

The RSW program will generate additional income for contractors, National LICA, and Pennsylvania LICA, while also expanding contractor's customer base. The RSW program provides great value to homeowners and protects them from unforeseen expenses. **As this program grows, we expect both realtors and banks/lenders to fully endorse the Residential Protection Plan, promoting it directly to homeowners.**



Residential Septic Service Plans
Available only through LICA Contractors

**THIS PROGRAM WILL BE AVAILABLE TO
PENNSYLVANIA LICA CONTRACTORS SOON.**

**CONTACT JOANIE or DAN MICKSKY AT
724-588-1954 IF INTERESTED IN MORE
INFORMATION.**

WELCOME TO OUR NEWEST MEMBERS!



Contractors:

Cavan Construction Co. Inc.

Thomas Cavan
274 Bodley Road
Aston, PA 19014
610-356-2966
Delaware County

CVA Site Management Inc.

Tony DiSandro
110 Central Avenue
Fairless Hills, PA 19030
215-946-4500
Bucks County

Dave Roman Excavating

Dave Roman
1135 Reyn-Sykes Road
Reynoldsville, PA 15851
814-894-5628
Jefferson County

G. A. Peak Excavating Inc.

Grant Peak
2850 Clymer Avenue
Telford, PA 18969
215-723-7830
Bucks County

J. L. Hanna LLC

Jeffrey L. Hanna
65 Senn Drive
Chester Springs, PA 19425
610-458-5759
Chester County

J. Phillips Exc & Hauling LLC

Joseph Phillips
500 Hess Ct
Leuhartsville, PA 19534
610-562-2059
Berks County

Joao & Bradley Construction Co.

Carlos Lameira
4211 Tracy Lane
Bethlehem, PA 18020
610-867-1500
Northampton County

Nazareth Site Contr Co. Inc.

Carlos Lameira
4211 Tracy Lane
Bethlehem, PA 18020
610-867-1500
Northampton County

North Beaver Construction

Mike Sperdule
4321 Edinburg Road
New Castle, PA 16102
724-944-6339
Lawrence County

Doli Construction Corp.

Jim Dacey
120 Independence Lane
Chalfont, PA 18914
215-997-8026
Bucks County

N & J Excavation Inc.

Joe Froshour
138 Rue St. Michel
Line Lexington, PA 18932
215-997-5583
Bucks County

Ray Bowlin & Son Excavating Inc.

Ray Bowlin
1940 Ziegler Road
Pennsburg, PA 18073
215-679-2336
Montgomery County

Sacks & Sons Inc.

Matthew Sacks
PO Box 169
1207 N. Gravel Pike
Zieglerville, PA 19492
Montgomery County

Spartan Specialty Services

Justin Burick
4316 Ellwood Road
New Castle, PA 16101
Lawrence County

WPA II Industries LLC

William P. Ahnert Jr.
PO Box 1158
Marshalls Creek, PA 18335
Monroe County

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AS NEW MEMBERS TODAY!**

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E-mail: nte@hickorytech.net
www.northlandtrenching.com

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Rough Terrain Forklifts	\$750
Tractor Loaders	\$750
Backhoe Loaders	\$1,500
Compact Wheel Loaders	\$1,500
Large Compaction	\$2,000
Crawler Dozers	\$2,000
Excavators (includes Midi)	\$2,000
Motor Graders	\$2,000
Wheel Loaders	\$2,000

A SPECIAL CASE DISCOUNT FOR LAND IMPROVEMENT CONTRACTORS OF AMERICA MEMBERS.

Depending on the type of machine, members will receive additional dollar amounts off.

This is above and beyond any current programs such as financing, cash in lieu of financing, ProCare, etc.

On heavy products (Excavators CX130 size & larger, Wheel Loaders 521F & larger, Dozers, and Motor Graders), the member gets the ProCare and this program.

Contact your CASE Dealer today and bring along this newsletter!

PALICA Spring 2017 Featured Member –

NORTH BEAVER CONTRACTING – MIKE SPERDUTE-New Castle, PA



Mike Spurdute

mike@northbeavercontracting.com

724-944-6339

Services Offered:

General Excavation
Hydroseeding
Land Improvement
Reclamation
Drain Tile Installation

I have always been interested in drainage. Growing up on a farm made it easy to learn how to run equipment. Whether it was building a pond, clearing trees or digging ditches, I learned at a young age that the better you are with a machine, the easier it is for everyone. My dad had a business that would regrade athletic fields. The level of precision needed was fascinating to me and lead to my getting into the technology part of equipment right from the start.

In 2012, I bought my first excavator. It was a worn out mini that I used to do all kinds of jobs for friends and family. Before long I had made my initial investment back and the machine was making me money. The following year I sold it and bought a brand new Caterpillar mini excavator. I used it so much I literally wore one of the buckets out. My biggest customers were farmers who needed their drains fixed after they were disrupted from a local gas-line project. This fueled my passion to help farmers while getting to do something I really enjoyed.

A year later I had a larger excavator, and a few other support machines. I found myself digging basements, installing septic systems, clearing fence-rows, building parking lots and of course, fixing field tile for farmers. There were many days I thought I would never see the end of a job and so I decided to look for a machine that could really make life easier.

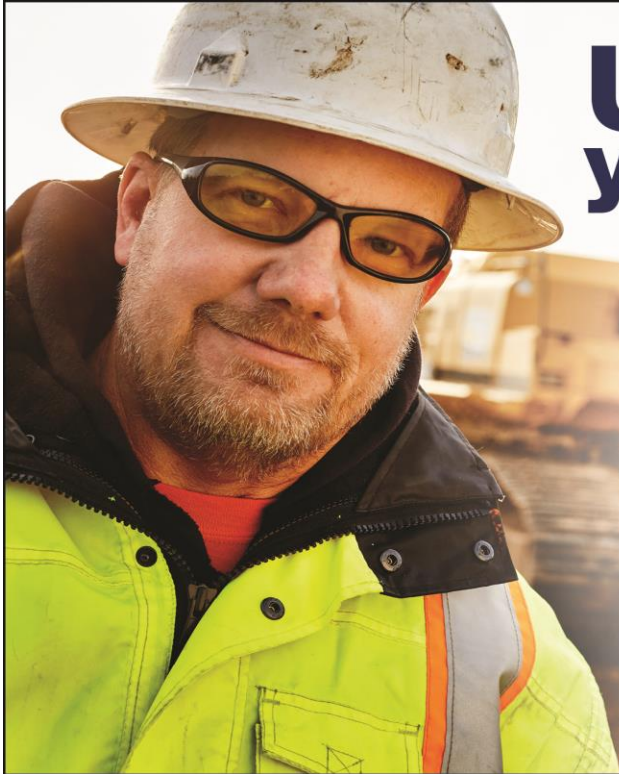
I originally sought out to buy a trencher since many customers like to see the pipe at the bottom of the ditch, and also, see if any old tile were affected by the new line. After many hours online, my research lead me to decide a tile plow would be the most beneficial machine for my desire to get into farm drainage.

There were so many options and machines available I had no idea where to begin. Surprisingly, after calling several dealers and other contractors not many people were willing to help a 26 year old spend a quarter of a million dollars. The search stopped when I called a salesman with a Quebec phone number named *Jason Bleach*. Not only was he helpful in finding a machine, but the dealership, **Northland Trenching (a PALICA ASSOCIATE MEMBER)**, has been outstanding in the setup and troubleshooting side of the quite sizable purchase. In my opinion, it was easier to buy a tile plow than a pickup truck.

Along with draining farms, we have taken on quite a few restoration projects that have really helped grow our business. In a short 5 years, North Beaver Contracting has gone from a mini excavator and a shovel to a full service excavation company that uses the latest technology and equipment to deliver high quality service to farmers and landowners that demand the best.

.....Mike Spurdute

A BIG THANK YOU TO OUR ASSOCIATES!






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