

Summer, 2017

PENNSYLVANIA

LICA NEWS

LAND IMPROVEMENT CONTRACTORS-PA CHAPTER

MAIN OFFICE

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Greenville, PA 16125
724) 588-1954

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www.Pennsylvanialica.com

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PENNSYLVANIA LICA

Executive Director: Joanie Micsky

President: Evelyn Cottrell

Chairman of the Board: Dan Micsky

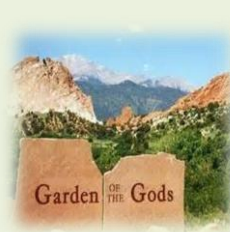
Vice President: Chris Moore

Treasurer: Steffanie Adams

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

It's Not Too Late to Register for the LICA Summer Meetings in COLORADO SPRINGS, CO!

TUESDAY JULY 11-15Th, 2017



Registration forms at: www.licanational.com

Tuesday, July 11th – Newmont's Cripple Creek & Victor Mine

OR Garden of the Gods

Wednesday, July 12th – Pikes Peak Cog Railway

Thursday July 13th – Educations Seminars, Meetings & Associates' Night (Wild West Theme)

Friday, July 14th – Committee Meetings, Regional Meetings

Saturday, July 15th – Board Mtg & Pikes Peak or Bust Rodeo

PALICA
775 Mercer Road
Greenville, PA 16125

President's Message

Hello from North Eastern Pa,

First, I would like to congratulate Logan Farnell from Albrightsville, PA on receiving one of the National LICA Scholarships. He will be attending Moravian College

We had our Board Meeting on April 29th; I would like to thank Jeremy Pruskowski, Ron Roncaglione, and Cory Stuchal for stepping up and accepting to be Directors of the Board. We had a lot of different discussions on what PALICA may be interested in doing. I hope to see some of the things discussed happen in the near future.

Last time, I talked safety on using sunblock, this time it is a reminder to stay hydrated. It is easy to become dehydrated in the warm weather; you should have lots of water to drink on the job and drink it. You might have an air conditioned cab on your machine but you still need to have your water with you and drink it.

Don't forget the PLICA picnic on July 29, 2017, hope to see you there (info on next page).

Sincerely,

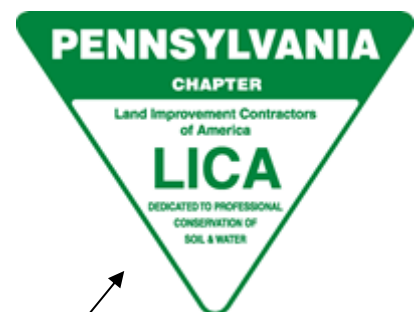
Evelyn Cottrell

MEMBER DIRECTORY CORRECTIONS (corrections in red)

- **NICK FALCONE & SONS INC.**
Contact: Greg Falcone
Phone: 610-891-9111
- **Benchmark Site Development, LLC**
Michael Dellostretto, VP
12 S. Bacton Hill Road #4
Malvern, PA 19355

****If your directory listing is incorrect in any way, please contact me with correct information and it will be corrected. I apologize for any errors made in the creation of the directory.**

If you did not receive a directory, please contact the office @ 724-588-1954 or by email: Pennsylvanialica@gmail.com



LICA MACHINERY STICKERS

If you would like PALICA decals to put on your trucks and machinery (see above example of decal), please contact Joanie Micsky and some will be mailed to you. We currently have large and small Pennsylvania LICA stickers that we are happy to share with our members. It's great advertising for the organization and might earn you a \$50.00 Sheetz gift card if someone inquires about us and they sign on as a member through you. (An application is located on the website.) Please display them proudly.

NEWS AROUND PENNSYLVANIA LICA

JOIN US FOR PALICA'S SUMMER FAMILY PICNIC

JULY 29TH, 2017.....12PM – 4PM @

GUISTE EXCAVATING (Bill & Betty Guiste)

4142 State Route 208

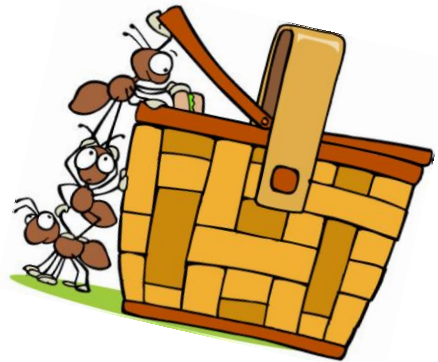
Emlenton, PA 16373

PH: 814-385-6833

(Board meeting will begin at 12pm with lunch immediately following.) Scholarship winners will be announced and presented with their awards prior to lunch – (if available).



**PLEASE CALL US WITH
NUMBER ATTENDING BY
7/15/17 SO WE CAN
PREPARE ENOUGH FOOD &
DRINK – **EVERYONE IS ASKED
TO BRING A FAVORITE DISH
OR DESSERT TO SHARE WITH
OUR GROUP!** 724-588-1954**



2018 PALICA STATE CONVENTION –

MAKE PLANS TO ATTEND!

**WE WILL BE GOING BACK TO THE BEST WESTERN PREMIER HOTEL IN HARRISBURG
(LOCATION OF THE 2016 CONVENTION)**

DATES ARE MARCH 16-18TH 2018

**ROOM RATES WILL BE \$107.95 PER NIGHT (LESS THAN IN 2016) AND THAT WILL
INCLUDE BREAKFAST FOR TWO IN THE HOTEL RESTAURANT.**

WE ARE WORKING ON THE ITINERARY – SOME CLASSES WE PLAN TO OFFER ARE:

- **FIRST AID/CPR COURSE** – A CONTINUATION OF THE CLASS AT THE 2017 CONVENTION.
- **TRENCH SHORING**—FOR YOUR SAFETY – WHAT DOES AND DOESN'T WORK
- **ELJIN SYSTEMS**—THE NUTS AND BOLTS ON HOW THESE ARE INSTALLED
- **PRINS INSURANCE** – OSHA UPDATED REQUIREMENTS, FINES & REGULATIONS YOU
NEED TO KNOW ABOUT & WHAT EXACTLY HAPPENS WHEN YOU HAVE A CLAIM

ASSOCIATES' NIGHT WILL BE FRIDAY THE 16TH—FEATURING LIVE ENTERTAINMENT
**WE HOPE TO HAVE SEVERAL OF OUR NEWEST ASSOCIATE MEMBERS IN ATTENDANCE
TO SHOWCASE THEIR PRODUCTS ALONG WITH MANY OF OUR LONGSTANDING
ASSOCIATE MEMBERS.**

UNITED FIRE GROUP'S LICA INSURANCE PROGRAM UPDATE FOR THE EAST COAST-EXCITING NEWS!

**EAST COAST STATE LICA
INSURANCE PROGRAM**

**AN UPDATE
FROM UFG**



157
TOTAL NUMBER OF
MEMBERS
INSURED IN THE PROGRAM

East Coast states with members in the program

There are now three states with members in the East Coast state LICA insurance program with 157 members insured in the program (as of December 31, 2016).

New Jersey	76
Ohio	60
Pennsylvania	21

THE EAST COAST STATE LICA
INSURANCE PROGRAM HAS MEMBERS IN

THREE STATES:

NEW JERSEY ■ OHIO ■ PENNSYLVANIA

East Coast written premium by state

The East Coast state LICA insurance program has approximately \$4,950,818 of written premium in force (as of December 31, 2016).

New Jersey	\$ 2,415,182
Ohio	\$ 1,033,234
Pennsylvania	\$ 1,502,402

\$4,950,818
THE AMOUNT OF
WRITTEN PREMIUM
IN THE BOOKS



The biggest claims so far this year have been accidents involving texting while driving. Please stress to your employees how important their safety is, as well as everyone else on the road with them. This has been proven over and over again to be a deadly bad habit. Please read this info and make that a part of your **"Monday Morning Tool Box Talks"** - starting today!

Dangers of Texting While Driving

Dangerous behind-the-wheel practices lead to fatalities

Every day, more than 1,160 people are injured in crashes involving a distracted driver, according to the National Highway Traffic Safety Administration (NHTSA). In addition, the NHTSA claims that driver inattention is the leading contributor in most crashes or near-miss accidents in the United States.

Inattention on the Road

Of all crashes, over 90 percent involve driver inattention within a three-second window of the incident. The moral of the story: When motorists change radio stations, try to read maps use their phones, they are putting themselves and others at risk.

How Texting is Different

The most prevalent danger on roadways is texting while driving. Texting requires a motorist's full attention, which inhibits his or her ability to pay attention to the road. This concern is by no means limited to everyday drivers; inattention due to texting has caused many occupational drivers to be involved in deadly roadway crashes. Here are some tips to avoid distractions on the road:

- Never use a cellphone in bad weather, work zones or heavy traffic. This includes the use of a hands-free device to make a call.
- Pull over in a safe area if you absolutely need to use your phone.

- Make all necessary calls before you start to drive. Also, consider setting up an automatic replies for when people call or text you while you're driving.

It's Against the Law

Most states have laws outlawing the use of cellphones and texting while driving. To avoid a ticket and a potentially dangerous accident, do not use your cellphone in any capacity while driving. Also, be sure to look up distracted driving rules that may be specific to your area or state.

Be safe and healthy on the job at **Pennsylvania LICA** with these helpful tips provided by **Prins Insurance, Inc.**

"The NHTSA claims that driver inattention is the leading cause in most crashes or near-miss accidents in the United States."

This flyer is for informational purposes only and is not intended as medical or legal advice.

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PRINS
INSURANCE

LICA'S NEWEST BENEFIT – IF YOU'RE A CAT OWNER OR PLAN TO BECOME ONE, THIS IS FOR YOU!! Visit the site today....



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"We're doing something special for construction and trucking companies to help them save money through leveraged buying power. Petrocon is the only commercial buying group designed to help you lower costs in key commodities while improving the way you apply these products into your fleet. We build as much value into our commodity offering and extract as much value from our supplier network to improve your business and maximize your profits."

CAT® REPLACEMENT PARTS PROGRAM



Petrocon has launched a brand new CAT® aftermarket replacement parts program. This national offering will be a full comprehensive program to replace OEM Caterpillar® parts at substantial savings to our contractors.

Expected savings are 20-40% over OEM parts. This program provides outstanding savings and exceptional support to get orders quickly and accurately.

- Engine Components
- Electrical
- Undercarriage
- Fuel Injection
- Power Train
- Braking
- Ground Engaging Tools
- Seals & Gaskets
- Hydraulics
- Frame & Body
- Hardware
- Cooling System



This offering will soon be available to order from our Order Portal. You will be able to search for the item, view pricing, and place orders through our Petrocon Portal from our website: www.portal.petrocon.org

To simplify ordering, you can use the CAT® part numbers and search for items and build your list, from seals and bolts to all hard parts.

To get a quote, please email your CAT® parts number, Make & Model of machine, Engine Serial # and Arrangement if ordering rebuild kits to: orders@petrocon.org

We are excited about this new offering to our Oil, Antifreeze, Tires, Track, Dumpsters and other commodities available through Petrocon as a LICA member!

DISCLAIMER:

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PRICING

CAT Part Number	Item Description	Petrocon Member Price	CAT List Price
4C4784	SEAL O-RING KIT	\$ 31.20	\$ 61.16
3497059	CAP AS-FUEL	\$ 33.00	\$ 86.19
3T1815	ALARM ASSY - BA	\$ 61.50	\$ 166.53
4C8253	O-RING KIT	\$ 61.50	\$ 430.85
4C4782	O-RING KIT	\$ 61.50	\$ 587.31
1375541	PUMP-PRIMING	\$ 17.99	\$ 111.25
7N0718	SWITCH A.	\$ 12.30	\$ 75.32
1634061	CORE AS-RADIATO	\$ 352.46	\$ 864.14
1882886	GASKET KIT	\$ 367.37	\$ 1,137.30

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safety matters

SAFETY matters

Toolbox Talks for Pennsylvania LICA

From your safety partners at Prins Insurance, Inc.

Using Portable Generators Safely

Portable generators are an invaluable resource at many jobsites. To keep them functioning properly and eliminate the danger they can present, it is important that you take the proper safety precautions.

The combination of the internal combustion engine and the power that it generates creates two unique sets of hazards, which need to be accounted for during operation.

Shock and Electrocution

While generators present the same hazards as any utility-supplied power source, they also create additional dangers because they lack some of the safety features found in hardwired electrical systems. To reduce shock and electrocution hazards:

- Never attach a generator directly to a building's electrical system. This requires a certified electrician and use of a transfer switch.
- Always plug appliances, tools or other machinery directly into the generator. If you need to use an extension cord, make sure it is grounded and in good repair.
- Do not overload a generator. This can cause overheating which creates a fire hazard.
- Use ground fault circuit interrupters, especially when using a generator in wet or damp environments.
- Make sure the generator is properly grounded before use.
- Always keep the generator dry. If necessary, use a barrier or canopy to protect it. Never operate a generator if either you or it is wet.

Carbon Monoxide Poisoning

Carbon monoxide (CO) is a colorless, odorless, highly toxic gas that is heavily concentrated in the exhaust of fuel-powered engines. In poorly ventilated areas, generator use can result in fatal CO poisoning. Remember:

- Make sure the generator has three to four feet of open space around it while running.
- Never use a generator indoors or in other enclosed spaces. Even in a garage with windows and doors open, CO can build up to unsafe levels.
- When outside, never place a generator by windows, doors or air intakes where CO could enter inside spaces.
- If you begin to feel the effects of CO poisoning—dizziness, headache, nausea, tiredness—get to fresh air immediately and seek medical attention. Do not reenter the area until it can be verified safe by properly trained and equipped personnel.

Fire Hazards

Generators become very hot while running and can remain hot for some time after they're turned off. Remember:

- Shut down and allow the generator to cool before refueling.
- Store fuel at a safe distance from running generators and other ignition sources.
- Only transport and store fuel in containers designed and designated for the purpose.

While generators are essential to many jobsites, they can also present a number of hazards.

Reduce the risk—follow safe work practices to prevent injury.


INSURANCE

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WELCOME TO OUR NEWEST MEMBERS!



Contractors:

A.H. Cornell & Sons Inc.
Melissa Cornell
2362 York Blvd, PO Box 311
Jamison, PA 18929
215-343-1830
Bucks County

B. Blair Corporation
Brian Blair
95 Louise Drive
Ivyland, PA 18974
215-672-8787
Bucks County

M&A Excavating, LLC
Andy Martin
120 Lyons Road
Mertztown, PA 19539
Berks County
610-682-0332

Simpson Excavating
Nathan Simpson
848 Main Street
PO Box 204
Corsica, PA 15829
Jefferson County
814-379-3346

Larry Dunning & Sons, Inc.
Lin Dunning
34 Poole Hille Road
Boyertown, PA 19512
610-323-8533
Berks County

Beck Excavating, Inc
Jon Beck
4581 Chestnut Street
Emmaus, PA 18049
Lehigh County
610-682-0332

Associates:

A.R. Beatty Equipment
Scott Beatty, President
5251 Kuhl Road
Erie, PA 16510
814-899-4294
Erie County

Sunbelt Rentals
Steve Howe
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FOR MORE INFORMATION CONTACT:

BRAD MANTZELL

COMMERCIAL RISK ADVISOR

DIRECT: 724.704.7071

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SEPTIC PROTECTION BENEFIT UPDATE- in case you missed it in the last issue!!



Residential Septic Service Plans
Available only through LICA Contractors

This program is NOW available to PA Contractors

CONTACT JOANIE or DAN MICKSY AT 724-588-1954 if you're interested in registering as a service provider within Pennsylvania.

Program Basics

- + The LICA Contractors will receive **\$50.00** from National LICA **for each Service Contract sold**. Every year the contract is renewed, the contractor will continue to receive \$50.00.
- + **The LICA Contractor will conduct an inspection prior to the Service Contract approval at the customer's expense.**
- + The LICA contractor can also be paid for the septic pumping by the customer (if available).
- + **At no cost to the Contractor, National LICA will provide a customized webpage. The consumer will use the webpage to purchase the Service Contract as well as finding additional information about the program—(SEE BELOW)**
- + If repairs are required after the Service Contract is in effect, the approved estimate of the claim will be paid to the LICA Contractor by Bankers-up to **\$10,000.00**. Repairs must be in compliance with the Service Contract and the state regulations.
- + **The LICA Contractor will be able to increase their customer base by offering the Septic Service Contract to both new and current qualifying customers.**
- + National LICA will provide Septic Service Contracts, promotional and sales materials to the participating LICA Contractor **at no cost**.

EXAMPLE PAGES OF WHAT YOUR SITE WOULD LOOK LIKE TO YOUR CUSTOMERS:

Protect your home's septic tank with this exclusive offer from

Micksy Excavating

and Land Improvement Contractors of America (LICA) & ADP Management Associates

Septic System Protection Plan

Just \$399.00

Protection for your septic system with coverage up to \$10,000 for a one year term.

Get Started

The Details

Products:

New and existing Septic Systems (Repair or Replacement of tanks, distribution boxes, leaching lines, inlets and outlets)

Term:

One Year

Coverage:

The system must be inspected & pumped at customer expense by approved inspector prior to protection plan approval. The system must be pumped and a visual inspection performed at customer expense once every 5 years. The plan is transferable to a new homeowner. 60 day waiting period prior to first claim.

Major Exclusions:

Negligence, abuse, rust, corrosion, liability to a Third Party, costs incurred in gaining access to or closing access from a covered item, damage to the physical structure of the residence, cesspools, seepage pits.

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Pennsylvania Department of General Services

LICA LEGISLATIVE UPDATE PAGE – LICA HAS A VOICE IN MATTERS THAT CONCERN OUR MEMBERS.....

Federal Infrastructure

John Peterson, LICA Director of Government Relations. 12 JUN 17/jwp

Recently a group of activists launched a national campaign against President Trump's infrastructure program. They accuse him of attempting to privatize the country's highways, bridges, and other public assets. There's only one problem with that, the federal government doesn't own most of that stuff. And a robust infrastructure program could be good for LICA contractors.

The infrastructure debate digs into the central question into the role of the federal government that divides liberals and conservatives, and the two sides could not be further apart. The activists oppose President Trump's plan, which is a top priority of the administration. The group has the backing of the House Progressive Caucus.

State and local governments and the private sector own 97% of the nation's non-defense infrastructure, and they fund 94% of it according to a report by Chris Edwards, director of tax policy studies at the libertarian Cato Institute. The report examined data from the U.S. Bureau of Economic Analysis that showed the federal government owned \$1.5 trillion of non-defense infrastructure, compared to the state and local governments owning \$10.1 trillion, and the private sector owning \$40.7 trillion.

The federal government's meager holdings include features such as dams, post offices, and the air traffic control system, but highways, including the entire interstate highway system, roads, bridges, and schools are owned by state and local governments. The country's vast array of pipelines, power stations, railways, factories and telecommunications networks, are owned by private businesses according to the report.

Mr. Trump's \$200 billion plan does include privatization of the federal air traffic control (ATC) system from the Federal Aviation Administration, and put it in the hands of a self-financed, nonprofit corporation. Dozens of countries have privatized ATC in this way, including state-of-the-art systems in Canada and Australia.

The President also wants to reduce the approval process for infrastructure projects from 10-years to 2-years or less. **LICA Contractors should encourage that.**

To upgrade some of the Mississippi and Ohio River locks and dams that haven't been overhauled since they were installed in the 1930's, the Trump plan relies on user fees instead of federal tax dollars. The shipping industry hasn't balked at the fees yet.

Overall Mr. Trump proposed \$200 billion of federal taxpayer funding for the infrastructure program, which is supposed to leverage a total public-private investment of \$1 trillion over 10 years. That federal spending, about \$20 billion a year for 10 years, would be on top of the roughly \$124 billion the federal government already spends on building and maintaining infrastructure.

"My recent LICA testimony before the House Ag Subcommittee on Conservation and Forestry encouraged investment in our nation's watershed infrastructure. I think it was well received. But from what I read, the president's infrastructure plans could experience tough sledding in getting approved."

.....John Peterson

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WORK COMP INSIGHTS

Fighting Fraud with Special Investigation Units

Fraudulent workers' compensation claims are estimated to cost employers several billion dollars annually. Ranging from employees squeezing a few extra days off work to completely fabricated injuries, fraudulent claims can increase your premium costs and negatively influence your bottom line. To reduce costs associated with fraudulent claims, it is important you know how to detect signs of fraudulent activity. While you may not be an expert at fraud detection, there are resources you can turn to when you have reason to doubt the legitimacy of a claim.

Special Investigation Units

Many insurers have special investigation units (SIU) that are experienced in exposing fraud. Insurers recognize that while the average employer may be able to recognize some signs of a possible fraudulent claim, they may not have the resources or training to successfully investigate the situation. When you suspect the legitimacy of a claim an SIU can investigate, drawing on a wealth of experience and resources to discover and document any fraudulent activity that has occurred.

While large insurers often employ their own in-house SIUs, many smaller insurers use groups like the National Insurance Crime Bureau (NICB), whose purpose is to identify and stop fraudulent insurance activity, as their SIU.

Discovering Fraud

While SIUs are always on the lookout for fraudulent activity, tips from employers are very important and can turn them on to potential cases of fraud that otherwise might have been missed. It is important that you keep an eye out for signs of fraud and alert your insurer's SIU when you find them.

The following may be a red flag for fraudulent activity:

- The injury is not promptly reported
- The injury does not fit with typical duties performed by the

employee

- The employee's account of injury differs from witness accounts
- There are no witnesses to the injury
- Medical treatment seems excessive or lengthy for the type of injury
- Employee regularly misses medical appointments

Do Your Part to Eliminate Fraud

While SIUs are there to help, not everything can be left up to them. It is important that you take proactive measures to eliminate

**Special Investigation
Units have the resources
and experience
necessary to expose
fraudulent work comp
claims.**

This Work Comp Insights is not intended to be exhaustive nor should any discussion or opinions be construed as legal advice. Readers should contact legal counsel or an insurance professional for appropriate advice. © 2011 Zywave, Inc. All rights reserved.

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CONTACT: JIM LUTZ if you're in the market to purchase a new piece of equipment....

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A special discount for LICA members!

We have an APPROVED LICA PROGRAM!!! A special discount for Land Improvement Contractors of America (LICA) members. Beginning April 1, 2014 depending on the type of machine, members will receive additional dollar amount off. This is above and beyond any current programs such as financing, cash in lieu of financing, ProCare, etc.

Product Line	DSA Amount
Skid Steer Loaders/Compact Track Loaders	\$500
Compact Excavators	\$500
Small Compaction (DV23, DV26, DV36, DV45)	\$500
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

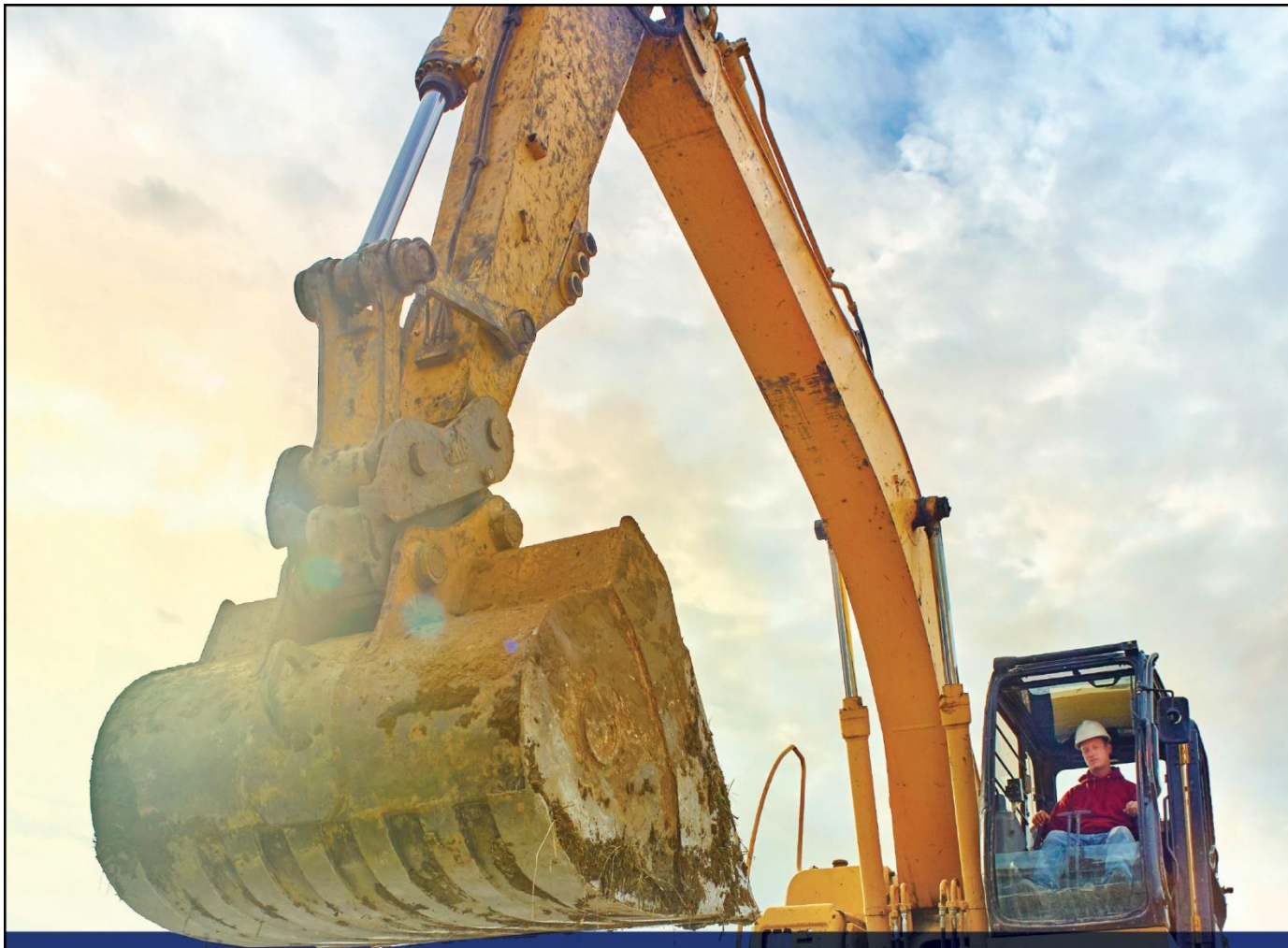
On heavy products (Excavators CX130 size & larger, Wheel Loaders 521F & larger, Dozers, and Motor Graders), the member gets the **ProCare** and this program.

ProCare

- 3-year / 3000-hr. Full-machine Factory Warranty
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