

# CROSSSECTION

WINTER 2019



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WINTER 2019

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Michigan Infrastructure &  
Transportation Association



Mike Nystrom

2018 is winding down, and at MITA it has definitely been a year full of challenges and much work on behalf of all our members, including organizing our many networking events, which are made possible by our generous sponsors. The recent 2018 Wild Game Dinner raised over \$20,000 for the MITA Scholarship Fund. (See page 32 for photos and logos of our sponsors.) Since its inception in 2016, 10 applicants have been awarded a total of \$11,000 in workforce development scholarships to pursue college or trade school. An update on the fund can be found on page 61; and, if you are interested in donating to the fund, please contact

## Executive Vice President

Mariam Robinson, MITA's director of strategic affairs, at [mariamrobinson@thinkmita.org](mailto:mariamrobinson@thinkmita.org).

The MITA Scholarship Fund will help get more qualified workers available to you. Once you get them in the door for training, one thing you might have overlooked in the past is soft skills training and awareness. MITA's Director of Workforce Development Ken Bertolini offers advice on page 16 regarding how to incorporate this training into your existing arsenal. The industry needs more workers, and MITA is working hard to make that possible with our workforce development efforts in conjunction with many industry partners.

2018 brought with it a few changes in MITA's key industry leaders. By the time you read this magazine, the longest serving director of MDOT, Kirk Steudle, will have retired. Rachelle VanDeventer, P.E., MITA's vice president of industry relations, provides details about his career on page 14. A retirement reception was held in October, during which MITA presented Steudle with our honorary contractor award.

Another friend of the industry, outgoing Governor Rick Snyder, was honored at a private event in November. Photos and information regarding this special reception can be found on page 35. MITA will miss the MDOT director and governor, and we are looking forward to working during the coming year with many new industry leaders, including incoming Governor Gretchen Whitmer, and the new legislature.

And as we enjoy the holidays and usher in the new year, it is important to note the generous spirit of giving MITA members have had during the entire year within the United States and abroad. See page 38 for features about the recent generosity of Hardman Construction, Inc. in Ludington, Mich. and Kamminga & Roodvoets, Inc., in the Democratic Republic of the Congo. If you want your efforts to be highlighted in the magazine, contact Nancy Brown at [nancybrown@thinkmita.org](mailto:nancybrown@thinkmita.org).

Happy New Year! Looking forward to working hard for MITA members in 2019. If you have concerns or issues you need us to address for you, we are only a phone call away. 📞



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# Tri-City Groundbreakers



Tri-City Groundbreakers has completed numerous projects since 2005, including this work at the Midland Hospital.



One of John Schmidt's favorite photos at Tri-City Groundbreakers in Midland: his daughters, Brienna, dressed for the field and Kaitlin, decked out for indoor office work.

John Schmidt and his wife, Tamara, started Tri-City Groundbreakers, Inc., (TCGB) in 2005, with a goal to expand as the result of quality workmanship. The work of the TCGB team consisted of residential and small commercial projects in the Great Lakes Bay Region.

Their goal became a reality when TCGB obtained work with Dow Corning and Hemlock Semiconductor in their Midland and Hemlock chemical plants during a building boom for Corning during 2006.

"We managed 10 projects at the same time and location—it was a blessing," John remembers, "because it contributed to our growth and reputation." In addition, once the work was complete in 2008, it encouraged us to go outside the fence to find other work."

This was easier said than done during the recession. However, during the four-year Hemlock era, as John calls it, TCGB expanded their workforce to 15 quality employees, which enabled them to branch out. They continued to handle high-profile projects, such as Geddes Avenue in Ann Arbor during 2015-2016. This project involved water main, sewer, road construction, and a retaining wall with subcontractor Anlaan Corporation.

Since then the company has grown to 50 employees at the peak of the season, which John feels are family outside of family. He looks out for them and they look out for the company.

"We are faced with challenges, such as trying to obtain dependable people with a strong work ethic, and I know it is a challenge for other businesses in the industry, as well," said John, who grew up working

# Tri-City Groundbreakers

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hard every day on a family farm.

The other challenge, he said, is that in the world today everyone wants projects done faster, whether it is site work, municipal or MDOT work.

"It used to be," John remembers, "that we would be on a job for a month by ourselves. Now everyone starts at the same time and this requires a tremendous amount of coordination among all the companies that are on site."

But, then, I guess you could safely say that John is used to coordination of efforts, as he and Tamara have happily been busy raising five daughters. Brienna, 19, is going to college for construction

management and already has experience in the field. Kaitlin, 17, works in the office during the summer. (He has a picture of the two of them that highlights their different personalities: Brienna, dressed for the field and Kaitlin, decked out for indoor office work.) Then there is Hannah, 15; Emma, 13; and Natalie, 11. Future office or field staff?

When John isn't busy working or spending time with his wife and daughters, he enjoys steelhead fishing. He always finds time, too, to call upon MITA as needed. "MITA helps us, is very supportive, and always available," he said. "Just today I called Glenn (Glenn Bukoski, P.E., vice president of engineering

services) with an off-the-wall question and he was helpful. MITA is working hard, especially now with the labor issues. Mike (Mike Nystrom, executive vice president) and the bargaining committee are doing an exceptional job during a difficult time."

What sets TCGB apart from competitors on bid day, John said, is that his business is built on relationships. "We all want to be low bid," he said. "I try to remain friends outside of bid day. We are here to help each other. We are all in business to make a living and we want to see success in the construction industry. We are all colleagues not competitors." 🏗️



## Broner Glove and Safety

**C**elebrating their 85th anniversary, Broner Glove and Safety remains committed to customers as their driving force—the same commitment that helped Bob Broner’s father and grandfather provide work gloves to employees of some of the first automotive plants in Metro Detroit. The gloves kept those employees safe, and today the company continues to make a difference in safety in many industries.

The Broner team of 33 employees in Auburn Hills is continuously trained (over 40 hours each year for the sales team) to understand modern day work place hazards and solutions, regulations, products and applications.

“We are ready to help serve the customer with specific plant surveys, safety training, inventory management and business process

savings,” said the company owner, Bob Broner. “We are also proud to be a member of [safenetwork.me](http://safenetwork.me), which is a nationwide network of safety distributors and manufacturers who work together to serve customers by sharing best practices, exclusive educational courses and a true commitment to safety.”

Being a member of MITA provides Broner exposure to “some of the best safety directors we know—including the safety directors at Ajax Paving Industries, Inc., and Dan’s Excavating,” Bob added.

Brad Rosen, who is in charge of purchasing and business development and has been with the company for 10 years, stressed that Broner strives to find the right solutions by partnering and consulting with customers rather than just shipping them a box full of safety items. An initial inspection

yields answers and helps determine what will be recommended to a customer in terms of products and services.

Donna Preston, chief operating officer, and a 38-year veteran of the company, added that Broner provides customers value through a “total safety package,” complete with information about proper use of items and services. They also offer ongoing safety training, including fall protection, first aid/CPR, silica competent person, OSHA 10 Hour and Thermography Level 1.

Luckily customers in this day and age know the importance of safety training, but the challenge for Broner is that the Internet has changed how people view safety.

“It seems as if people are viewing safety as a commodity that can be purchased, and it is not a commodity,” Bob said. “Many

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Member of MITA since January 2018

companies that sell tools, and janitorial supplies now try to do safety as an after thought. We try to educate our customers to keep safety within safety channels.”

That education included a Silica Dust Workshop with 3M in 2017, which Bob credits MITA with helping them sell out and showcase their ability to bring experts to the table to demonstrate their safety expertise. With 24-hour emergency on call services available, customers can rely on Broner long past those initial sales calls, safety assessments and special training. All safety specialists go through a 150-hour certification program to ensure that they can offer top-notch safety recommendations during assessments.

“We have 33 employees, which means we are too big to be little, and too little to be big,” Bob proudly summarized. “But we have been in the business for 85 years, and we don’t plan on going anywhere.” 🏠

*Check out the Broner Glove and Safety exhibit at the next MITA annual conference, and say hello to Greg Waun, sales manager, who MITA members are getting to know as the face of the company. For more information, visit [www.bronersafety.com](http://www.bronersafety.com).*

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Rob Coppersmith

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## Do It For Yourself!

**T**he MITA Annual Conference has become the industry's most attended event since inception in 2005. This year expect some changes that will only improve your choices and enhance your experience!

The first big change! MISS DIG 811 has attached their Annual Meeting and Conference to the front end of the MITA Annual Conference. If you'd like to come up Tuesday, they will have a full day of all things MISS DIG 811 and an evening reception. Registration for the MISS

DIG 811 portion of the week will be available via the MITA event registration portal.

The second big change! The Michigan Utility Coordination Conference will no longer be a part of the MITA Annual Conference. While this might seem like a step backward, that part of the event never catered much to the contracting side of our industry. We will be replacing that Wednesday morning event with more class sessions to choose from and we have dedicated classroom space to MISS DIG 811 both Wednesday and Thursday. This change will better reflect the needs of the contracting side of our industry and will allow participants more opportunity for continuing education credits (CEH).

The last big change! While this might not be the cerebral part of the event, the afterglow party held on the casino floor will be moved to Soaring Eagles newly opened sports bar Ascend! Expect big things and a good time as usual with networking opportunities and all the latest and greatest wares from our vendors and always remember: support those who support us! Our vendors make this event possible and affordable! So thank you in advance for those of you who support this event for the heavy construction industry. 🏗️



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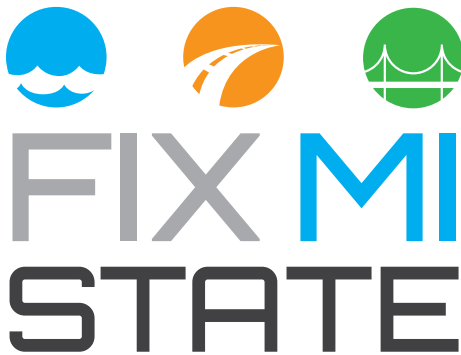
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**B**y the time you read this, the longest serving Director of the Michigan Department of Transportation (MDOT) will have already moved on from MDOT, though his powerful impact will continue to be felt for many years to come. Kirk T. Steudle, P.E. retired on October 31, 2018, after 31 years of dedicated public service, including more than 12 years as the Director of MDOT. In October, a retirement dinner was held in Kirk's honor, at which many of Kirk's co-workers and friends had the pleasure of hearing from those who knew him well and who had worked with him closely, including Governor Rick Snyder, Lt. Governor Brian Calley, and MITA's own Executive Vice President, Mike Nystrom. That evening, after being reminded of Director Steudle's many accomplishments and noteworthy moments, it seemed fitting to acknowledge the Director's outstanding partnership with MITA and the industry with one final tribute.

As a graduate of Lawrence Technological University (LTU) and

## MDOT

### Director Kirk Steudle Retires



From left to right: MITA Executive Vice President Mike Nystrom presented MITA's construction worker statue to MDOT Director Kirk Steudle during his retirement reception in October 2018.

a licensed Professional Engineer in the State of Michigan, Kirk Steudle has always been known for stressing the importance of belonging to professional organizations and using that membership to make a positive impact on society for the better. Kirk leads by example by belonging to two organizations, including the American Association of State Highway and Transportation Officials (AASHTO), where he served as president from 2011 to 2012 and continues to serve as a member of the board since 2006, and the Transportation Research Board (TRB), where he served as the 2014 chair of the Executive Committee and continues to serve as a member on the TRB Executive Committee since 2004. Although there are far too many organizations and awards to detail here, one thing

was clear after hearing about Kirk's many accomplishments: he has definitely succeeded in his goal of making a big positive impact on the world around him.

Many noteworthy, and often funny, stories were shared that night by Steudle's co-workers and industry friends. During many of the remarks, one common theme began to stand out: Steudle had laid the foundation for innovation at the department. Some of the notable firsts at the agency during Steudle's tenure include establishing the first public-private partnership for freeway lighting, the state's first use of the "bridge slide" construction technique, going paperless with construction contract documents (e-Construction), and the launch of "Mcity," a facility dedicated to connected and

autonomous vehicle (CAV) research. Steudle was repeatedly praised for finding solutions to difficult issues, even though they were not always easy to find, and the industry has benefited from his determination to lead the department to find ways to do things better and faster.

At the celebration, Mike Nystrom shared an old story of a conversation he had with Steudle prior to his appointment as Director, where they discussed the possibility of a leadership role for him in the Granholm administration. Mike shared how Steudle had responded that he was not completely sure he would want to take that “jump” because he wanted to continue to “build things.” Fortunately for all of us who have benefited from Kirk’s many successes

and strong leadership, he did take that leap and continued to build things as he directed the department. He built a better Michigan by partnering with MITA, and many of our sister associations, to work together on industry efforts. He built a better MDOT by serving as a strong leader for over three decades as a civil servant, and over 12 years as Director. During all this time, he built many friendships and strong industry connections along the way. At MITA, we are hopeful that the example Steudle has set will continue into the future with incoming directors and that MDOT’s partnership with industry will remain as strong, or stronger, as we continue to work together to meet our infrastructure needs.

After the dinner celebration, and

during his final days as the Director at MDOT, it was announced that Kirk has been appointed Senior Vice President at Econolite, where he will lead the company’s Transportation System Group, as well as its subsidiary CAVita. Throughout Kirk’s tenure, he has not been shy about his passion for the role new technologies have played, and continue to play, in improving transportation safety. It is that same passion that led to the creation of the nickname the “Mobility Rockstar” by his colleagues. Now Kirk will be able to continue his work in the advancement of vehicle technology and Intelligent Transportation System (ITS) solutions at Econolite. We wish him the very best as he continues to follow his passion. 🚧



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# The Importance of Soft Skills Training

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**W**e are all aware that our industry requires a degree of technical training, even at the most basic levels of our workforce, but one thing that is often overlooked when hiring, as well as initial training after the hire, are soft skills training and awareness. The need to focus on soft skills took me by surprise and the importance of making it a priority, particularly in our younger generation, was lower on my radar as I set out to engage with young people and help provide them with technical training to have them “job ready” as they enter the workforce. Every generation wants to look at the younger crowd and point out basic shortcomings. I don’t want to be one of those people, but here goes: the younger generation is lacking in soft skills! I’m not the first to make this claim, and I’ve learned to ensure that it is incorporated in training programs throughout the state.

This article will use a couple of the soft skills and reinforce how providing specific training can help the employee and the employer.

So, what are soft skills? These are considered the basic skills that allow a person to be successful in their job, regardless if it’s construction or any other industry. Communication skills, conflict resolution, the ability to work with a team, active listening, persistence, negotiation, and diplomacy are just a few. When considering a new hire, the list can be expanded to include the ability to wake up and show up on time for work, not staring at your phone throughout the day, and taking direction. Our industry is a technical one, requiring knowledge and skill in order to run our jobs efficiently and safely. Many of MITA’s member companies have training programs to help reinforce and hone these technical traits. If you are one of these companies, you should give yourself a congratulatory attaboy. If you are lacking in offering soft skills training along with your technical training, you have some room for improvement.

Consider training new hires, as well as seasoned veterans of your company, basic skills that will

allow them to be more successful, and ultimately more happy working for your company. Teaching communication skills teaches your employees how to communicate with each other, their superior(s), as well as voicing their concerns and questions.

Spelling out and putting a section in the company handbook on how to handle conflict resolution as well as negotiating techniques can provide an employee with a comfort level when they are faced with adverse situations. What is acceptable and what is not can help an employee walk through the minefields that we are often faced with on a day to day basis. As we all know, our industry is full of modifications, changes, egos, and conflict. Giving tools that can be used to work through these common yet stressful situations will empower them to find positive results from difficult situations.

Team dynamics can play a huge part in employee satisfaction. It’s not about everyone getting along, but about trusting that each person on the team has the same goal: completing the project and doing so safely. Team building exercises can help workers feel more comfortable with each other.

It's important that you keep in mind the importance of soft skills training. Often times we let our employees learn these skills by example. If they are fortunate enough to catch on, they remain with the company and prosper. If they don't catch on, they are either

shown the door or they leave on their own. My question is, with the workforce shortage that we are experiencing, how many potentially good employees are we losing by not providing formal soft skills training? It's much easier to retain an employee than find and hire a

new one. Something in that person resonated enough for your company to hire them in the first place. By providing them with tools to increase their likelihood for success will benefit them and ultimately your bottom line. 🚧

## ACE Mentor Program of Michigan

Recently, MITA helped secure a grant from the Ralph C. Wilson Foundation for \$50,000 for the ACE (Architecture, Construction and Engineering) Mentor Program of Michigan, a group with a mission is to engage, excite and enlighten high school students to pursue careers in architecture, engineering, and construction through mentoring and to support their continued advancement in the industry. ACE not only engages sponsors and volunteer mentors to expose students to real-world opportunities, it financially supports each student's continued success through scholarships and grants.



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## LETTERS TO MITA

**Dear Mike,**

Thanks for attending my retirement dinner and for the Constructor Award, and the MITA garb. It means a lot. Also, thank you for the contribution of

the bar bill. You have all been great partners, never shy about sharing opinions, but also understanding common sense. We have grown up in this industry together and grown

great friendships. I appreciate both very much. Hopefully we can enjoy some dinners and quality time together going forward. Thanks again.

Kirk Steudle  
Recently Retired MDOT  
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**Dear Nancy,**

Wow! I just read the amazing article you wrote about us in the MITA Fall Cross-Section magazine. Thank you so much for the recognition. We greatly appreciate MITA's support of our business. Nancy, thank you, too, for going way beyond my expectations.

Stacie Newman  
Superior Asphalt, Inc.

**Dear Mike and Mariam,**

I really want to take a moment to thank you for all you do and have done regarding the union and many other issues that you tackle for us. So, a big thank you.

Cheryl Hughes  
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**Mariam Robinson**  
Director of Strategic Affairs

# Dave Fons Memorial Fund Establishes Named Scholarship with Pledge of Annual Donation

By Mariam Robinson, Director of Strategic Affairs



In the summer of 2018, MITA was approached by the Dave Fons Memorial Fund to establish a named scholarship that will be distributed annually through the MITA Scholarship Fund. MITA is pleased to announce that the pursuit of this scholarship will be open to all potential applicants looking to foster a career in the heavy/highway construction industry.

Dave Fons tragically passed away in December of 2017. Dave truly loved his work and the time he spent in the industry. He was an active member of the road construction business for a long time, particularly as an MRBA (Michigan Road Builders Association) and AUC (Associated Underground Contractors) member and then as a MITA member. His passion never ceased, even after he became a business owner in 1978 and ran Fonson, Inc. until 2014.

In Dave's memory, the Dave Fons Memorial Fund for the Advocacy of Truck Safety was established. It is an honor for MITA to be asked to work with the Dave Fons Memorial Fund to establish the named scholarship,


which we hope will draw even more qualified candidates to apply for MITA scholarships than we have seen in the first three years of the program.

The Dave Fons Memorial Fund donation will be a \$4,000 annual contribution to the fund, which will then be awarded to an individual as a one-time scholarship or broken into multiple scholarships over the four years of their college/trade school education. The Board of Directors will make a determination prior to the start of the recipient's higher education.

In the spirit of fostering a collaborative approach to providing scholarships to the next generation, as well as in an effort to pay respectful tribute to the memories of those who are no longer with us, MITA would like to offer all member companies the opportunity

to partner with us in establishing named scholarships.

If this is something that your company is seriously considering, please don't hesitate to reach out to Mariam Robinson, Director of Strategic Affairs, at [mariamrobinson@thinkmita.org](mailto:mariamrobinson@thinkmita.org). The MITA Scholarship Fund accepts donations and contributions on a rolling basis and will begin to accept scholarship applications for the 2019-2020 school year in January. Scholarship details are always available on the MITA website at [www.thinkmita.org](http://www.thinkmita.org).



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## 2018 Wild Game Dinner Raises Funds To Boost Scholarship Coffers

September's Wild Game Dinner was a rousing success! The event boasted a record-breaking number of attendees, a plethora of unique items to win via table drawings, and, most importantly, over \$20,000 was raised to support and grow the MITA Scholarship Fund.

Fundraising efforts like the Wild Game Dinner play a large role in the success of the industry beyond the night of the actual event. The importance of such an event has a far-reaching impact on the industry, as everyone comes together to support the growth and development of the next generation.

If you haven't attended a MITA Wild Game Dinner, mark your calendars for September 2019, because it's a night you won't want to miss. Remember that donating to the MITA Scholarship Fund is welcome on a year-round basis and that your donation, no matter how large or small, will help to encourage the next generation to pursue a career in the heavy/highway construction industry. The MITA Scholarship Fund bank account currently has over \$96,000 in it. 🏗️

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## DID YOU KNOW?

In the past year there have been some changes to regulations at the state and federal level. There are a few standards that are on their way to being implemented. As always, MITA will send bulletins and provide training programs when they take effect.

- A new regulation that the industry has been working through the past year is respirable crystalline silica. OSHA is in the pre-rule stage and is interested in information on the effectiveness of control measures currently included for tasks and tools listed in Table 1. OSHA is also looking into tasks and tools that are not currently in Table 1 in order to determine if revisions may be appropriate.
- MIOSHA is in the final rule stage for changing the blood lead levels (BLL) in the construction (Part 603) and general industry (Part 301) standards. Michigan will be the first state to lower the exposure levels, ahead of OSHA that is in the pre-rulemaking process. The BLL's will change from the medical removal level of 50  $\mu\text{g}/\text{dL}$  for construction to 30  $\mu\text{g}/\text{dL}$ . The revised return to work level will go from 40  $\mu\text{g}/\text{dL}$  down to 15  $\mu\text{g}/\text{dL}$ . The approved testing method for blood lead levels has also been adjusted and the zinc protoporphyrin testing requirement has been removed. The above information for lead is in line with federal OSHA's intended rulemaking.
- The Injury Tracking Application that contractors in the construction industry must use to submit the OSHA Form 300A information will continue. 2018 information will be due by March 2, 2019. When the application first came online, OSHA forms 300 and 301 were required. The change for submitting only Form 300A is to protect employees' personal identifiable information.
- The certified crane operator requirement will have taken effect as of November 10, 2018. There will be some corrections and amendments made to the crane standard. Some of the language and definitions were corrected, along with adding four definitions that were inadvertently omitted. The new certified crane operator rule which has had years of extensions will establish clear benchmarks for an employer to follow to ensure crane operator competency.

**If you have any questions, please contact Matt McClintick, Director of Safety and Compliance, at 517-347-8336 or email him at [mattmcclintick@thinkmita.org](mailto:mattmcclintick@thinkmita.org) 📧**



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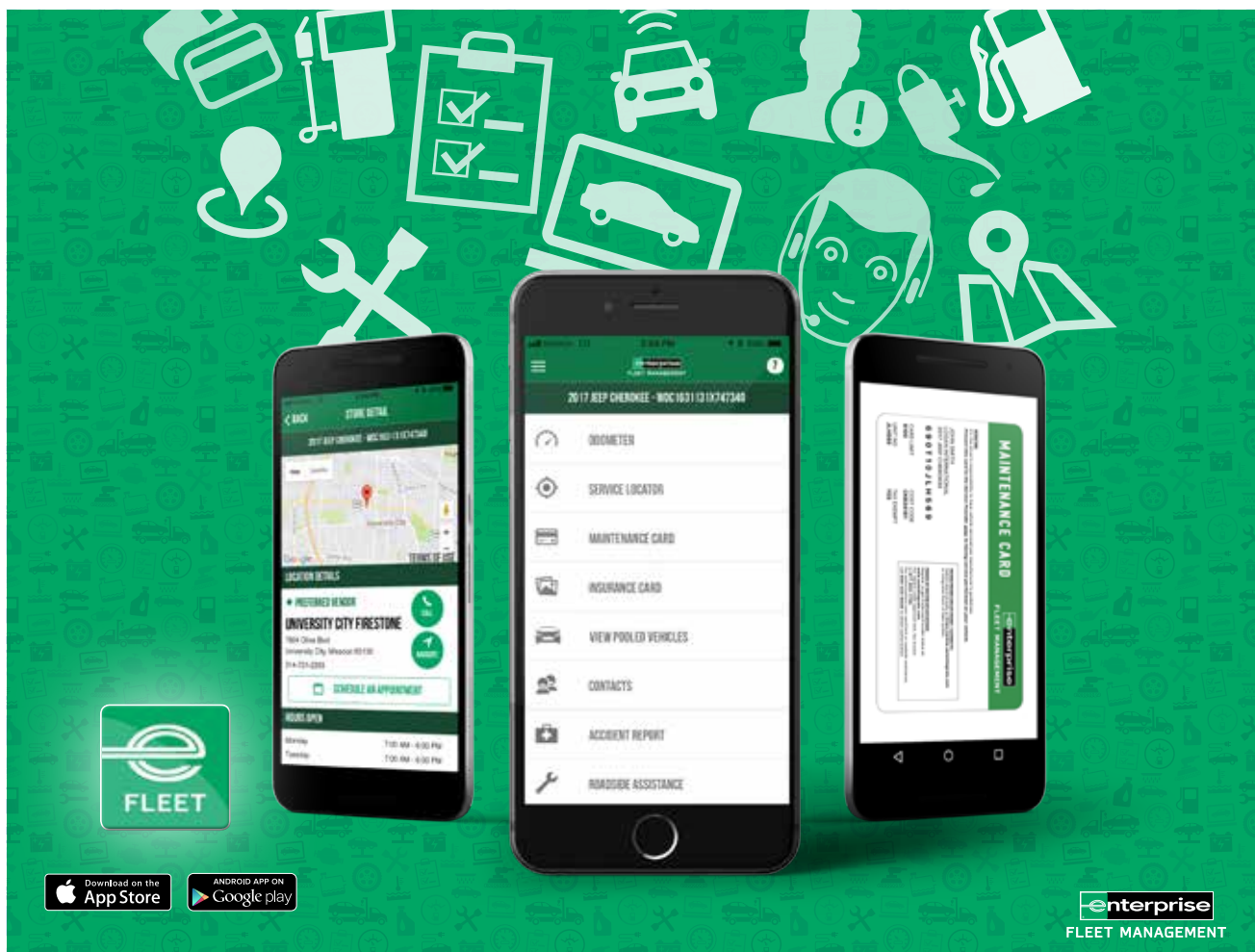


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From humble beginnings, the Washabaugh family soon established themselves as innovators of the precast industry when they developed and produced the first precast box culverts in North America in 1967. These first box culverts are still in use throughout Michigan. Today, NCP is producing box culverts with spans up to 24 ft. and rises of 12 ft. NCP also produces reinforced concrete pipe from 12-inch through 144-inch diameters and 3-sided bridges

up to 48 ft. spans. All products have been manufactured with American made steel, even before “Made In America” standards were implemented. They also use locally sourced sand, stone and cement for all of their products.

Through the years, in an effort to keep up with the demand for their quality precast products, NCP built a plant in Lansing, Mich. in 1965, and added their Clarkston and Grand Rapids plants to the fold in 2012. Most recently NCP purchased a plant in Sylvania, Ohio and will soon be producing out of that location. As NCP built and acquired their plants, their employee base grew as well, and they now employ 225 people throughout the state of Michigan and Ohio.

This year NCP is celebrating

its 60th year providing quality precast concrete products to the infrastructure industry. Seven Washabaugh family members still run the operation today and as Bill Washabaugh, President of NCP, will tell you, “Our company is about the people who work for us. We couldn’t do what we do without them.” This is evident in the tenure that many employees have with the company, some as long as 53 years.

As Northern Concrete Pipe enters its 60th year of business, the Washabaugh family would like to extend a “SINCERE THANK YOU” to everyone that helped to make this happen:

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Washabaugh family thank you for your business and we look forward to providing Concrete Solutions for all of your infrastructure needs into the future. 🏗️

# A GREAT SUCCESS

# 2018 MITA WILD GAME DINNER

Over 600 people attended MITA's Wild Game Dinner in September at the Palazzo Grande in Shelby Township. Proceeds will support the MITA Scholarship Fund, which provides construction industry students awards to encourage our workforce development efforts.

A big thank you to all the sponsors who made the event possible with their generous support, and thanks also to everyone who participated in the fun evening.





Vinnie of Jeffers Crane had never won anything in his "entire life" until that night! He's always been a winner in our book!



Kevin Shea, of PK Contracting, is now ready for all of life's challenges, with this awesome crossbow, donated by Kaltz Excavating.



Gwen Pytlowany, of AIS, always enjoyed long walks on the beach ... no more! Surf's up! Enjoy, Gwen.



Mike Deneen, of Ferguson, is not an outdoorsmen and is selling all his winnings on Facebook's virtual yard sale! Just kidding. We know what friends and family are getting for Christmas!



Two-time winner Tom Horton, of Centurion Insurance Agency, made his wife Mary Beth extremely happy by winning the lady's table. About time, Tom!

# SPONSORS

MITA WOULD LIKE TO THANK THE MANY SPONSORS THAT MADE TONIGHT'S EVENT A "WILD" SUCCESS!



# Governor Rick Snyder Receives MITA's Honorary Contractor Award



From left to right: MITA's Executive Vice President Mike Nystrom, President of C.A. Hull Co., Inc., Mike Malloure, Governor Rick Snyder, and MITA's Vice President of Government Affairs Lance Binoniemi.

**M**ITA was invited to participate in a small, intimate farewell reception for outgoing Governor Rick Snyder at the Henry Ford Museum in Dearborn in November. During the event, MITA Executive Vice President Mike Nystrom presented the Governor with the "MITA Honorary Contractor Award" for his unrelenting advocacy for infrastructure investments in Michigan.

Included in the presentation were MITA Board President Mike Malloure of C.A. Hull Co., Inc., and MITA Vice President of Government Affairs Lance Binoniemi. The evening was a great tribute to a governor, who will certainly go down in the history books as one of the biggest advocates ever for infrastructure improvements in Michigan. 🚧



MITA's Executive Vice President Mike Nystrom spoke during a reception for Governor Rick Snyder in November.

## 2019 New Year's Resolution

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# New Equipment Lease Accounting Rules

By Martin J. Leavitt, Esq. — Sullivan and Leavitt, P.C.

**T**he Financial Accounting Standards Board (FASB) provides guidance to Certified Public Accountants as to appropriate reporting procedures for the Financial Statements prepared or audited by them. These can include balance sheets, profit and loss or income statements, cash flow statements and other types of financial statements. The FASB has issued new guidelines which could directly and significantly affect the financial statements of businesses whose operations require the use of equipment, such as construction and trucking companies.

The financial-statement impact of these rules should be considered in respect to any future decision whether to purchase or lease equipment and, if leasing equipment, whether the lease should be a “finance or capital” lease or “operating” lease. The manner of acquisition of equipment subject to these new rules could dramatically affect a company’s balance sheet. This could raise issues for companies which have outstanding loans subject to financial conditions, such as financial ratios and covenants.

For privately owned, rather than public companies, these new rules are effective December 15, 2019. Although this is in the future, equipment-based companies are constantly acquiring or replacing equipment. Accordingly the implementation of these rules, a little over a year from now, could

affect any decision to enter into a lease of equipment from this point on.

Currently a finance or capital lease is recorded on the balance sheet of the lessee (contractor) with the resulting financial obligation (the total of the future lease payments) shown as a liability. On the other hand, pure “operating” leases which involve a monthly rental with neither a residual obligation nor option to purchase the equipment at the end of the lease, are not recorded on the financial statement as a liability.

When the new rule becomes effective, non-publicly traded companies who enter into a operating lease with more than a twelve month term must show the total of the lease payments as a liability on the lessee’s balance sheet. The total of the monthly lease obligations recorded as a liability could result in a significant liability on the contractor’s balance sheet.

Since many bank loans or other financing arrangements are subject to financial conditions or covenants, such as the ratio of debt to equity, the requirement to “book” the total lease obligation as a liability could significantly change a lessee’s ability to comply with financing requirements. The result could immediately place a company which was in full compliance out of formula and technically, without warning, place existing bank loans in default.

Obviously, we assume accountants and lending institutions will be aware of the potential

impact of this change in the FASB requirements in advance of its effective date and alert, warn or discuss same with their clients. It is also possible lenders will make accommodations for existing lessees otherwise impacted by these rules.

Our purpose in this Bulletin is to ensure participants in the contracting industry are aware of the potential impact of this rule when making equipment acquisition decisions. This will permit them to consider the potential effect of such change on their financial statements, specifically their balance sheet and resulting compliance with existing bank requirements as of December 15, 2019.

We strongly urge that you communicate any business decisions that could bring this forthcoming change into play to your accounting, tax and/or legal advisors so that they can determine and advise you of the potential effect of such an acquisition on your balance sheet and existing or future financial requirements between your company and its lending institution.

Should you have any questions on this Bulletin or the potential impact on your company, please feel free to contact Martin J. Leavitt, Esq. or Michael J. Leavitt, Esq. of Sullivan and Leavitt, P.C., a law firm serving the construction and trucking industries for over 65 years, at 248-349-3980 Ext. 201 or 208. 📍

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Kurt Poll, of Kamminga & Roodvoets, Inc., greets his soldier escort during a recent trip to the Shiloh Clinic located in the Democratic Republic of the Congo, just a mile from the Rwanda border.



A happy, little clinic patient.

## MITA Members Giving Back: **Kurt Poll, Kamminga & Roodvoets, Inc.**

**K**urt Poll of Kamminga & Roodvoets, Inc., in Grand Rapids, is no stranger to mission trips to Africa, where he has donated time, money, and efforts to help improve the quality of life for residents.

Recently he reported to us about a health clinic that he has been involved with in the Democratic Republic of the Congo, located near the Rwanda border. The health clinic began humbly as a refugee's dream.

"The idea of the clinic began in 2005," Kurt recalled. "At that time, I had traveled to the Democratic Republic of the Congo a couple of times. I had become friends with a Congolese man on a previous trip that turned out to live just a few miles from me in Michigan. He was a refugee who had fled the Congo in 1998, but was starting to return to try to help his country. His main objective was a

faith-based ministry, and I recall being impressed with his drive and passion."

Kurt and his wife, Lisa, asked for three potential projects to consider in order to help him with his ministry. Lisa, being a nurse, was quickly drawn to the idea of constructing a clinic. Later in the year, Kurt visited the construction site and the decision was made to expand the clinic before it even opened.

In 2006 the Shiloh Clinic opened in a part of Africa that is ranked the second worst place in the world to be a mother, second only to Somalia. The clinic was equipped with an operating room, ultrasound machine and incubator, in a location that was picked because of the great need for medical access, the great devastation of war and the Rwanda genocide in 1994. There is still leftover impact with rebel groups in the area. When Kurt travels to the area, the local

Army commander usually provides an armed soldier to travel with him.

In 2018 the Shiloh Clinic was renamed a hospital by the government due to the volume of patients it serves. There have been 305,000 people treated since 2006, and they are on their third expansion since it opened, which added 50 beds. The new clinic is six times larger than the first small clinic and now has a new replacement ultrasound machine and new surgical equipment. Currently there are 11 nurses and three doctors on staff, in addition to a full-time chaplain.

"The biggest need the clinic fills is in labor and delivery," Kurt said. "I have been privileged to witness ultrasounds and see the mother's face when she views the screen. It is pretty dramatic for someone who has had very little exposure to technology. The surgical room also allows for



An overjoyed pharmacy patient.



The original Shiloh Clinic in 2007.



Local residents attended a celebration in 2018 for the opening of a new section of the Shiloh Clinic.

C-sections in difficult deliveries. Other needs are also met with the ability to perform appendectomies and other emergency surgeries that typically would be fatal without treatment. There also is a small pharmacy that purchases its medication from Uganda.”

Another bonus to the community since the clinic opened, Kurt said, is that the government re-opened the nearby Institute Medical School of Nya-Ngezi. The medical school

had been closed for years, but now the students are able to do on-site training at the clinic, which is self-funded for operational purposes through small fees collected from the patients. That is great progress for the community, since for the first four years outside funds were required for operations.

“At this time,” Kurt added, “the only funding that is required is for equipment and expansion. We have the goal with most projects to

eventually become self-sustaining. A few months ago the government had a special ceremony because the clinic had surpassed 305,000 patients served. It is humbling for Lisa and I to have been involved in improving the lives of people in a war torn area. It is rewarding to see something go from a refugee’s dream for his people into an immeasurable impact.” 🙏

Written by Nancy Brown



### Day 1 of Hardman's Habitat for Humanity Volunteer Service Project

*From left to right: Nicolle Sheafor, Danny Ruggero, Arron Barthelme, Dave DeClerck, Todd Schrader, Jason Shimel, Karl Ulbrich, Dave Kronlein, Jami Klomp, and Hershel Smith.*

## MITA Members Giving Back: Hardman Construction, Inc.

**H**eidi Anderson, of Hardman Construction, Inc., located in Ludington, shared the following information about Hardman's participation in a community service project. Many other MITA members are involved in activities that put others first and we want to know about it! Feel free to send your information and photos to Nancy Brown at [nancybrown@thinkmita.org](mailto:nancybrown@thinkmita.org), or give her a call at 517-347-8336. Thank you in advance.

### Official Name of Project

Habitat for Humanity Neighbor 2 Neighbor Program

### Please Tell Us About the Project

"We were looking for a community volunteering project that our office and shop employees could all engage in as a team. Hardman recently implemented a new policy that employees could get paid time off to volunteer for eight hours a year. One of our office staff saw that they were looking for volunteers for the Neighbor 2 Neighbor Program, and we felt like it would be a good fit for our employees. They needed 12 volunteers over the course of two days. The first days that it was scheduled it was raining out, so we rescheduled for a week later.

We ended up with 10 employees the first day and seven the second day replacing windows and siding for two homes next door to each other. Both of the homeowners were single moms that needed some winterization done to their homes. One home needed just the windows replaced and the other one needed new siding and windows."

### What Did You Like About the Program and Experience?

"We liked working in teams, and it was something we could do in a block of time together to make the most difference. Plus, some of



## Day 2 of Hardman's Habitat for Humanity Volunteer Service Project

*Back row from left to right: Andy Kudebuski, Mike Robbins, Jamie (Director of Habitat for Humanity) and Matt Kessel.*  
*Front row left to right: Rachel Zeitler, Heidi Anderson, Missy (Homeowner), Jamie and son (Homeowner), Joe Rogers, Dave Kronlein and the gentleman in the gray sweatshirt in front is the contractor, Ron.*

our shop guys are pretty skilled and they enjoyed doing something different. They are all engineers, mechanics, truck drivers, and welders but were able to easily handle the windows and siding with little if any supervision or direction. Our office staff enjoyed doing something different as well and working outside for a change.

"We look forward to participating in this program again or even doing something completely new. We enjoyed helping out and it was a great experience."

## In What Other Ways is Hardman Involved in the Community?

"Hardman gives monetarily to many local charities and college scholarships and also is involved in many small ways, including building a fire ring for our local bonfires on the beach to participating in the MDOT Adopt-A-Highway program." 🏠



Hardman Construction -Team 1:

Thank you so much for working on our Neighbor to Neighbor projects this week. I can't believe how much you all were able to accomplish! As promised ....

TEAM 1 WAS THE BEST!!

Thanks again for everything!

Jamie Healy  
Executive Director

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### All Crane

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The ALL Family of Companies has dramatically strengthened their mobile all-terrain crane fleet for 2019 with a blockbuster package consisting of six Liebherr AT models ranging from 70 to 600 U.S. ton capacities – 15 units in all – scheduled for delivery throughout 2019.

The package bolsters ALL's workhorse taxi fleet with 14 units in the low to medium-capacity range – and on top of that, adds a huge-capacity boost with a 600 U.S. ton LTM 1500-8.1, the fourth one in the ALL Family's AT fleet. The new Liebherr machines bring not just a range of lifting power, but also the on-site mobility, road worthiness, and technical features to strengthen an already solidly stable of lifting equipment for infrastructure work, commercial construction and more.

The 600 ton LTM 1500-8.1 is Liebherr's third largest AT. It features a 7-section boom that extends to 276 feet and, with a luffing jib, can reach a hoisting height up to 476 feet at a radius of 354 feet. Its huge capability and reach, along with its agile mobility, provides the muscle for both on and off road construction

and industrial applications, including bridges and highways, power plants, refineries and more. The 1500-8.1 is also a workhorse for erecting and disassembling tower cranes, and its big boom can be invaluable on wind farms.

"A prime reason for adding this group of machines for 2019 is that Liebherr equipment offers many thoughtfully designed technologies that help meet our customers' everyday challenges," said Michael L. Liptak, president of the ALL

Family of Companies. One of those is Liebherr's innovative VarioBase crane support system. VarioBase allows the operator to customize each of the crane's outrigger extensions independently, providing the ability to take advantage of every inch of available working space. That greatly reduces site prep, but it also increases machine stability and lifting capacity.

"The VarioBase feature is proving really valuable to our customers,

*Continued on page 47*



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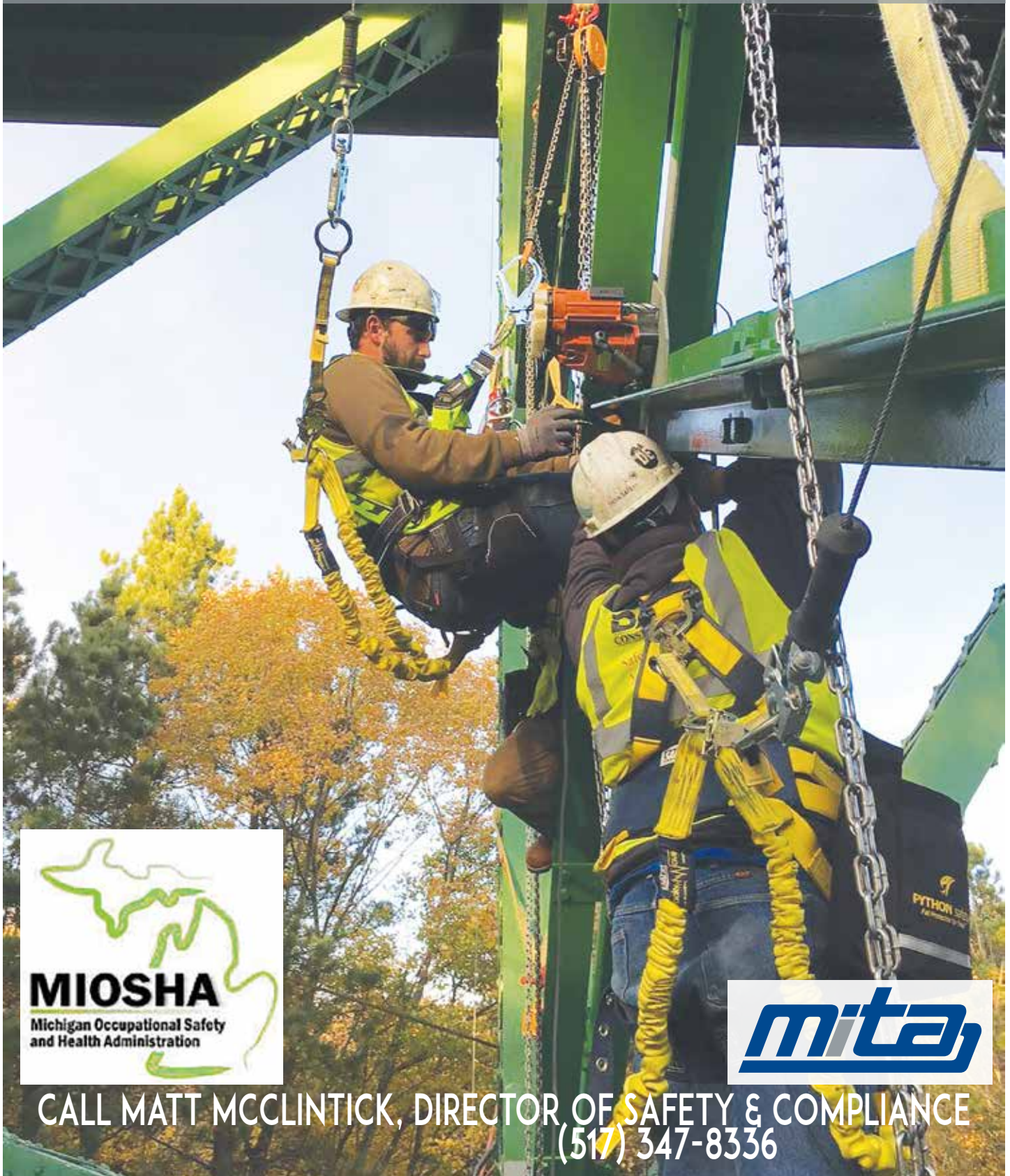
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particularly in urban construction, where we are seeing a huge uptick,” added Liptak. “But whether these ATs are working on an urban core renewal project or a tight power plant site, VarioBase allows them to fit where cranes of similar capacity never could before. Our operators love it, but it also makes the machines safer and more cost effective as bare rentals.”

Besides the LTM 1500-8.1, the package also includes the 70 U.S. ton LTM 1060-3.1 (2 units), featuring high load capacities, a long boom system, and compact dimensions; the new 100 U.S. ton LTM 1090-4.2 (4 units), with environmentally friendly technology that reduces fuel consumption and noise; the 143 U.S. ton LTM 1130-5.1 (4 units), offering a long, variable boom system with outstanding load capacities in a compact size with a state-of-the-art chassis and drive technology; the LTM 1100-5.2 (1 unit), one of the most compact 5-axle cranes in its class; and the 220-U.S. ton LTM 1200-5.1 (3 units), providing outstanding lifting capacities and reach with its 7 section, 236-foot telescopic boom that can be extended with a 23-foot lattice jib and swing-away jib up to 118 feet long.

“This purchase extends the range and strength of our all-terrain fleet, and the high demand for these types of machines at all our locations can be more readily fulfilled,” Liptak said. “As a group, these ATs are versatile, economical and efficient machines.”

### About ALL

The ALL Family of Companies is one of the largest privately held crane rental and sales operations in North America. Their strategically located branches have access to one of the world’s largest and most modern fleets, operating under the ALL, ALT, Central, Dawes and Jeffers names. ALL provides rental, sales, service and jobsite analysis, helping to ensure that customers have the right equipment for the job.

For more information, contact ALL Erection & Crane Rental at 4700 Acorn Drive, Cleveland, Ohio, 44131. Phone: 216-524-6550. Toll Free: 800-232-4100. Fax: 216-642-7633. Website: [www.allcrane.com](http://www.allcrane.com).

## G2 Consulting Group

[www.g2consultinggroup.com](http://www.g2consultinggroup.com)

### G2 Consulting Group Approved by Oakland County Road Commission to Work on Future Projects

G2 Consulting Group of Troy was recently selected by the Road Commission of Oakland County as a potential geotechnical design partner on construction projects for the three-year period 2019-2021.

G2 has two decades experience on highway reconstruction and civil infrastructure projects. The company has had ongoing ‘as-needed’ contracts with MDOT for the past eight years and has completed construction projects throughout southeast Michigan.

“With the amount of highway traffic in Michigan and the number of heavy truckees on our roads, bridges and highways, many are in serious need of repair and updating,” says Mark Smolinski, P.E., and a principal at

Continued on page 48



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G2. “Oakland County and MDOT are strategically attaching as much as their budgets will allow. The experience we’ve gained over the past two decades can be a valuable resource to getting the work done efficiently and on budget so we’re delighted the Road Commission has invited us to be part of the team. We know we can help.”

G2’s selection for the three-year agreement is a result of the firm’s past performance on road projects and its design and geotechnical engineering capabilities in service areas deemed critical for future planned projects. Road reconstruction in Michigan has become a top priority for the state’s leadership team.

G2 has completed hundreds of projects in Oakland County, and at least 200 of those have been transportation related. Working with RCOC, the firm has provided engineering services including evaluations of pavements, embankments, bridges, culverts, pipelines, traffic signals, retaining walls, and shoring.

### About G2 Consulting Group

G2 Consulting Group is a geotechnical, geoenvironmental, and construction engineering firm that has delivered thousands of telecommunications, land development and civil infrastructure projects for two decades across the United States. Based in Troy, Mich., G2 also has offices in Ann Arbor and suburban Chicago.

### InEight

[www.ineight.com](http://www.ineight.com)

### InEight Acquires Innovative Planning and Scheduling Software Company

InEight, a leading developer of construction project management software, is again advancing technology solutions for capital projects. The company recently announced that it acquired BASIS, a company that develops an artificial intelligence (AI) planning software tool. Built specifically for capital projects, BASIS takes the guesswork out of building a project plan by using

knowledge-driven machine learning to create more realistic and achievable project schedules. As a part of the acquisition, BASIS Founder and CEO Dr. Dan Patterson will join the InEight executive leadership team as chief design officer.

BASIS was founded on Patterson’s vision to provide a tool that helps more accurately forecast large, complex capital projects. Designed to complement existing critical path method scheduling tools, BASIS uses AI to assist and guide planners through the process of building a project plan. The software can capture insights and learnings from prior projects and use the stored knowledge to make informed suggestions during the planning process. BASIS also allows project team members to give their expert opinion through a very simple-to-use scorecard. With BASIS, planners can spend up to 40 percent less time building plans and reduce the amount of time used in gathering team member feedback by up to 75 percent.

“Our customers have been asking us to help them transform the planning and scheduling process since it has such a direct impact on their ability to deliver capital projects on time and on-budget,” said InEight CEO Jake Macholtz. “The addition of BASIS gives our customers a powerful new tool to take advantage of



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everything they've learned on past projects and decades of knowledge from their own experts. This allows them to create the best project plan possible and a schedule that their teams can actually meet."

Customers understand the power of incorporating this information into their processes. For example, Aker BP, one of the largest independently-listed oil companies in Europe, uses BASIS to enhance its project planning.

"For Aker BP, implementing BASIS was a no-brainer," said Chris Westland, planning manager – projects, Aker BP. "As we 'teach' the tool over time, we expect that

leveraging the use of our extensive historical data will enable us to build realistic schedules for offshore oil and gas development projects much earlier than we would normally, with much fewer iterations. We see that this could enable us to bring more projects through the decision process as we will have much more confidence in the possible schedule outcomes at that early stage. Through the close, collaborative relationship that we have with the BASIS team, we are completely engaged with them to ensure the continual development and improvement of the tool. Going forward, we see BASIS as a key

component of our digital road map to improve project planning and execution in our business."

Purpose-built for construction, BASIS will become the flagship offering in InEight's planning and scheduling solutions and be renamed InEight BASIS in the coming months. The addition of BASIS aligns with InEight's portfolio strategy to provide solutions for every stage of capital projects from pre-construction to operations.

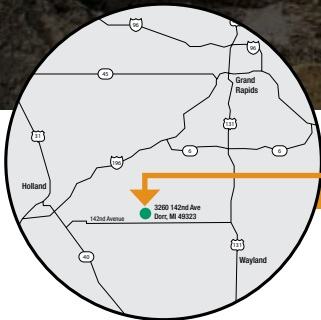
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# WINTER 2019: MITA PAC UPDATE

**T**hank you to all the members who have generously donated in the last year. We strongly encourage you to donate soon if you haven't already.

Remember that you can donate online on the MITA website and also via personal check made out to the MITA PAC and submitted to the MITA office for processing.

Questions about the MITA PAC may be directed to Mariam Robinson, Director of Strategic Affairs, at [mariamrobinson@thinkmita.org](mailto:mariamrobinson@thinkmita.org) or at 517-347-8336. 📞

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Alex	Williamson	Al's Asphalt Paving Company, Inc.	\$500.00
Brent	Gerken	Gerken Paving, Inc.	\$500.00
Ron	Measel	Ace Cutting Equipment	\$1,000.00
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J.W.	Fisher	Fisher Contracting Company	\$2,000.00
Tom	Larabel	Ferris State University	\$300.00
Brandie	Meisner	M & M Excavating Company	\$1,000.00
Ken	Nowicki	M & M Excavating Company	\$500.00
John	Landrie	M & M Excavating Company	\$500.00
Mike	Malloure	C. A. Hull Co., Inc.	\$10,000.00

First Name	Last Name	Company	Donation
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M. Todd	Chartier	M.L. Chartier Exc., Inc.	\$2,500.00
Luke	Fleischmann	Ferguson Waterworks	\$500.00
John	Zito	Zito Construction Co.	\$500.00
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Tom	Horton	Centurion Insurance Agency	\$200.00
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Dave	Sturuss	Grand Valley Concrete Products	\$750.00
Jason	McLelland	VTC Insurance Group	\$500.00
Jacque	Katterman	Katterman Trucking, Inc.	\$300.00
Frank	DiPonio	DiPonio Contracting, Inc.	\$1,500.00
Bob	Nobbs	Edw. C. Levy Co.	\$500.00
Jeremy	Lemke	Give 'Em A Brake Safety	\$2,000.00
Amy	Trahey	Great Lakes Engineering Group	\$1,002.00
Darrell	Kaltz	Kaltz Excavating, Co., Inc.	\$1,000.00
Douglas	Kaltz	Kaltz Excavating, Co., Inc.	\$1,000.00
James	Pieprzak	T.R. Pieprzak Company	\$200.00
Terry	Pieprzak	T.R. Pieprzak Company	\$200.00
Rod	Mersino	Mersino Dewatering, Inc.	\$1,000.00
John	MacInnis	JRM Consulting LLC	\$100.00
Dan	Timmer	Diversco Construction Co., Inc.	\$1,500.00
Donn	Ellis	CSI Geoturf	\$500.00
Denny	Scully	Mapes Insurance Agency	\$200.00
Marc	Van Til	Give 'Em A Brake Safety	\$1,000.00
Edward C.	Levy	Edw. C. Levy Co.	\$1,500.00
Andrew	Ross	Utility Contracting Co.	\$200.00
John	Fortier	Bacco Construction Co.	\$1,000.00

# WINTER 2019: MITA PAC UPDATE

First Name	Last Name	Company	Donation
Brian	Hoffman	Hoffman Bros., Inc.	\$5,000.00
Mike	Buck	Association Benefits Company, A Division of Salus Group	\$500.00
Robert	Wilson	Mid Michigan Materials	\$500.00
Paul	Muscat	Cortis Brothers	\$200.00
Michael	Davis	Davis Construction, Inc.	\$2,000.00
Scott	Bazinet	Lowe Construction Co.	\$3,500.00
Jeff	Stover	Toebe Construction	\$500.00
Patrick	Dunigan	Dunigan Bros., Inc.	\$2,500.00
Fernando	Casasanta	C & P Construction	\$500.00
Mike	Anderzack	Tenmile Creek Excavating	\$500.00
Mike	Peake	Action Traffic Maintenance	\$1,000.00
Gerald	Kalin	Kalin Construction Co., Inc.	\$1,500.00
Scott	Miller	Davis Construction, Inc.	\$1,000.00

First Name	Last Name	Company	Donation
Nick	Shea	P.K. Contracting, Inc.	\$1,700.00
Mike	Phelps	Z Contractors, Inc.	\$200.00
Gary	Merkey	Jackson-Merkey Contractors, Inc.	\$1,000.00
Steve	Jackson	Jackson-Merkey Contractors, Inc.	\$1,000.00
Heather	Hendges-Davis	Davis Construction, Inc.	\$1,000.00
Joan	Shaffer	E.J.D. Transport, Inc.	\$500.00
Blake	Zapczynski	Z Contractors, Inc.	\$1,000.00
Brooke	Zapczynski	Z Contractors, Inc.	\$1,000.00
Tonya	Wildfong	Team Elmer's	\$2,500.00
Troy	Broad	Team Elmer's	\$2,500.00
Todd	Broad	Team Elmer's	\$2,500.00
Brian	Olesky	Pamar Enterprises, Inc.	\$500.00
Toni	VandenBos	Pete's Contracting, Inc.	\$500.00
Pete	VandenBos	Pete's Contracting, Inc.	\$500.00



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Continued from page 49

### **BASIS creator will continue to innovate with InEight**

In his new role as InEight's chief design officer, Patterson will continue to innovate and develop BASIS software, expanding on his vision of creating an effective planning and scheduling software solution for the construction industry.

Patterson has more than two decades of experience revolutionizing how the construction industry uses technology to solve problems on large-scale capital projects. He has a proven track record of designing and developing innovative planning, scheduling and risk analytics software for project management. Patterson previously created and sold two companies that were predecessors to BASIS' technology and are widely used on capital projects today.

"When people think of big projects, they usually think of them as being behind schedule and over budget," Patterson said. "That's exactly the challenge we set out to solve with BASIS. I like to say that you get one shot at execution – but when you're planning, you have unlimited chances to get it right. My long-term vision is to change the way we plan projects, so that the frequency of project failure is massively reduced. With the acquisition by InEight, we are now able to accelerate that vision."

### **Acquisition furthers InEight goal of end-to-end project management solutions**

The acquisition of BASIS comes on the heels of InEight's acquisition in April 2018 of QA Software – including its flagship product, TeamBinder, a comprehensive document management and collaboration solution. Now with the addition of BASIS, InEight will be able to provide key project stakeholders, including contractors, owners and engineers, with end-to-end project management solutions purpose-built by experts who understand construction and the complexity of capital projects.

Additional information about InEight's acquisition of BASIS can be found at <https://ineight.com/basis-acquisition>.

### **About BASIS**

BASIS is your AI-based planning assistant and hub for planning knowledge. 'Always-on' analytics make smart suggestions and guide the planner through the creation of realistic plans. A simple markup and review process allows the planner to capture expert feedback on their plan from team members outside the planning organization. This balanced combination of artificial and human intelligence delivers a realistic plan, calibrated by historical knowledge, productivity rates, and standards,

and validated by experts in the field. For more information on BASIS, please visit [basisplanning.com](http://basisplanning.com)

### **About InEight**

InEight combines proven technology with a unified vision, delivering actionable insights and project certainty to more than 25,000 active users in more than 750 companies. Built on a history of construction and engineering excellence, InEight solutions help companies visualize, estimate, manage, control and connect all aspects of capital and maintenance projects. With configurable, integrated and field-tested solutions, InEight customers have the visibility and control required for on-budget and on-time project completion. Based in Scottsdale, Ariz., InEight is an ISO 9001:2015-registered company. For more information, please visit [www.ineight.com](http://www.ineight.com).

## Rauhorn Celebrates Grand Opening of New Location

### Rauhorn Electric, Inc.

[www.rauhornelectric.com](http://www.rauhornelectric.com)

On October 24, 2018, Rauhorn Electric, Inc., tore the wrapper off their new building on 33 Mile Road in Bruce Township, just 10 miles from their former location in Shelby Township. The new, state-of-the-art facility allows them room for further growth and the ability to perform work well into the future.



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### Watertap, Inc.

[www.watertapinc.com](http://www.watertapinc.com)

### Doing Business The Right Way Is Good For Business

By Tony Carpani, Watertap, Inc.



Simon Sinek, an author and motivational speaker, once said that it's the responsibility of every company to serve its customer. This is a mantra every company should print out and thumbtack on the company's corkboard where employees gather to remind them every single day why they punch in and collect a paycheck.

In this day and age of business, where customers have more discerning tastes than ever before, our customers demand more out of us than just providing a service. When they buy goods from us, they also want the expertise that comes with the product we provide. They want to walk away from the transaction with the confidence that comes with knowing how to use the product, as well as being comfortable with the product they've bought with their hard-earned money. We no longer live in a purely transactional economy; if the customer buys your widget and

you never hear from them again, you're probably doing something wrong.

More and more, we see customers walk through our door that want to be educated before they invest in what we are selling. They want to sit down with us and listen to why they need to invest more money or employee hours now, so that down the road they can spend less, both with their checkbooks and their crews.

To us, that's the right way to do business. Too often you see contractors and specialty providers ratchet up the cost of doing business because they can; because the customer is in a pinch and needs help immediately. When that happens, the entity offering the service smells blood in the water and licks its chops as it prepares for a financial feeding frenzy. If

you're reading this, I'd be willing to bet you've been put in this situation before. The diligent work you did to stay under budget all year was blown up because of an unforeseen problem that reared its ugly head at the worst possible time. (Do unforeseen problems rear their heads at the best times, though?)

Let me assure you that it doesn't have to be this way. Doing business the right way is, well, it's good for business. A smarter customer is a better customer because once they are properly educated you don't have to spend as much time with them while they're out making the lives of their constituents easier.

The services we offer help cities and municipalities deal with water main issues. But we find it most fulfilling when one of our customers takes our feedback to heart and implements a system that benefits



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them in the long run.

One of those customers is the city of Ann Arbor. They have gotten extremely smart about their water main upkeep over the past few years, thanks to spending a lot of time with us over the course of our partnership. It makes sense they've gotten pretty smart, when you think about it, since Ann Arbor is home to one of the most prestigious universities in the country.

When a developer wants to build in the city of Ann Arbor, the city suggests to the developer that they install two line stops and a new valve that can be accessed in the event of an emergency.

This accomplishes two things for Ann Arbor:

1. It assures that new infrastructure is being built into the city, so there's no need to deal with old pipes if there's a break.
2. The city doesn't have to spend its own money when a new project is going in.

They've taken the education given to them and turned it into information that has informed their decisions when it comes to water main upkeep. Not only are they saving money, but also in the event that new pipe breaks down the road, it's an easy fix for the workers because the new line stops and valves are easy to work with. Furthermore, we don't have to work as closely with them because they are able to take the information and run with it.

From a business perspective, it doesn't make a lot of sense for a company like ours – one that makes

money from fixing water main breaks – to educate our customers, who then go off on their own and find they need our services less. But like I mentioned above, it's all

about doing business the right way.

Thankfully for us, we'll never run out of water mains that need fixing

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## MEMBER NEWS

Continued from page 55

and customers that need educating. In fact, according to a recent study from Utah State University, water main breaks in the United States and Canada are up 27 percent in the past six years. But while we work hard to keep our business running smooth, we also work with an eye toward success, both for our customers and our company. 🚧

*Tony Carpani is the owner of Watertap, Inc., a company in Wixom, Mich., that specializes in water main construction serving municipalities, underground and mechanical contractors in and around the state of Michigan. Watertap has been a member of the Michigan Infrastructure & Transportation Association since 1997. For more information, please visit [www.watertapinc.com](http://www.watertapinc.com).*

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## Dave Bauer Named New ARTBA President & CEO



Dave Bauer

**D**ave Bauer has been named president and chief executive officer of the Washington, D.C.-based American Road & Transportation Builders Association (ARTBA), effective Jan. 1, 2019.

Bauer succeeds Pete Ruane, who retired Oct. 31, 2018 after 30 years of service. Ruane was the longest tenured head of the 116-year-old organization.

Long time ARTBA Executive Vice President & Chief Operating Officer William D. Toohey, Jr., who has been with the association 34 years and had announced his intention to retire in April 2019, was appointed interim president and CEO by the board and will assist in the transition process.

Bauer joined ARTBA in 1997 and currently serves as its executive vice president of advocacy.

"Dave Bauer's encyclopedic

knowledge of transportation policy issues, his non-partisan approach, and his strong relationships with the staff, the association's membership and its industry coalition partners make him the right person to lead ARTBA," said David Zachry, chief executive officer of the Zachry Corporation, an international construction firm based in San Antonio, Texas.

"Dave earned this position with his enthusiasm, energy and plan for the future," Zachry chaired the search committee charged with finding the association's new top executive.

"I am humbled and energized by this new opportunity," Bauer said. He added: "While this is a personnel change for the association, it is not a mission change. ARTBA will continue its aggressive advocacy work to grow and protect the nation's transportation infrastructure market to meet the demand for safe and efficient mobility."

Bauer, as head of ARTBA's government relations team, has directed the association's lobbying, grassroots initiatives, policy development, regulatory engagement, political fundraising and disbursements. He played a key leadership role in the passage of four major federal highway and public transit investment laws: TEA-21 (1998), SAFETEA-LU (2005), MAP-21 (2012) and the FAST Act (2015).

Bauer accepted an "Industry Partner Award" on ARTBA's

behalf from the Renewable Fuels Association in 2005 that recognized his work to help ensure ethanol blended motor fuel is appropriately taxed to support federal Highway Trust Fund investments. The policy reform boosted revenues for transportation programs by more than \$2 billion per year.

"After a rigorous search process, Dave Bauer was clearly the best choice to lead ARTBA's outstanding staff," said ARTBA Chairman Bob Alger, president and chief executive officer of Connecticut-headquartered Lane Construction Corporation. "His passion and unwavering commitment to advancing ARTBA's mission will help drive his—and the association's—success."

Prior to joining ARTBA, Bauer spent seven years on the personal staff of U.S. Senator Mark O. Hatfield (R-Ore.).

Originally from Oregon, Bauer graduated from Willamette University in 1990 with a B.S. in economics. He earned a master's in business administration degree from The George Washington University in Washington, D.C.

He and his wife, Julie, and two sons, Davis and Josh, reside in Alexandria, Va.

Established in 1902, ARTBA represents the U.S. transportation construction industry before Congress, the White House, federal agencies, the courts, news media and general public. 🏠



## MITA Scholarship Fund Update

Anlaan Corporation	\$2,000.00
Diversco Construction	\$500.00
Velting Contractors	\$1,000.00
Give 'Em A Brake Safety	\$200.00

### DONATION OPTIONS

One Time Donations  
Named Scholarship Donations  
Recurring Donations  
Memorial Donations

### FUND DETAILS

- Donations are accepted on a year-round basis.
- Applications are accepted beginning in January of every calendar year.
- Scholarship winners are selected by the MITA Board of Directors at their April meeting.
- All applicants are notified of their status by the end of June every calendar year.

### FUN FACT

Since the MITA Scholarship Fund's inception in 2016, a total of 10 applicants have been awarded a total of \$11,000 in scholarships to pursue college or trade school as they work to establish a career in the heavy/highway construction industry.





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