

The LICA NEWS

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The Land Improvement Contractors of America

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"Come See Mount Rushmore
in 2004!"

At the 53rd LICA Summer Meeting

in the Beautiful Black Hills
of South Dakota

July 13-17, 2004

Good Bye, Kentucky...Hello, South Dakota

By Eileen Levy

The weather in Lexington can range from 35 to 60 in February. We have it all. The week started cold (especially for the Southerners) but by Saturday, it was sunny and in the sixties.

Lively atmosphere being near the KU campus. I was not aware that we were far enough south to receive actual "Southern Hospitality" so often heard of. The pace was slower and the "Southern Hospitality" extended to the wake up calls, where a live person actually said, "Good morning" and "Have a nice day."

The convention was in sections this year: attending educational seminars or LICA committee and business meetings. Wednesday and Thursday had a variety of seminars from basic computer skills and software to Sub Surface Drainage. With 19 seminars to choose from, I'm sure no one was disappointed.

It was business as usual (or as close as it gets) on Friday and Saturday. The committees were busy Thursday planning for the coming year while Legislation decided on the issues regarding the DC trip. Convention had a lively, well-attended meeting deciding on where we want to go after the Las Vegas meeting next year, Saturday by-law change and our new Vice President Harry Hauschild from Nebraska was elected. The award banquet was bitter sweet as always saying good-bye to Louis and welcoming our first woman president, Geri Mulford. Many long good-byes knowing we won't meet again until July in South Dakota.

Don't forget to register for the 53rd LICA Summer Meeting in the beautiful Black Hills of Rapid City, South Dakota July 13 - 17, 2004 held at the Ramkota Hotel & Conference Center.

Louis Mc Farland's Closing Remarks at the National Convention

S.O.S. (Save Our Soil) was the club motto for Pickaway Soil Savers, a 4-H Club from the early sixties. Don Archer was the club advisor, county conservationist and a strong advocate for LICA membership.

Even as a young contractor, Archer had vision. Before Recycling was "cool," Archer had supported "use without waste" and "clean water" long before the EPA came into existence.

LICA is more than our business association. It is a working network of contractors, equipment manufacturers, dealers and suppliers that share a common love for nature, soil and people. Soil is a precious commodity which we share, move and manipulate. Soil provides shelter, clothing and nourishment for our bodies. While we continue to improve the conservation of our soil, let us share the knowledge with those just starting to learn or may be in need of further information.

Those here for the first time will learn that education doesn't only happen in seminars. Knowledge is in the hallway, or on the bus going to visit a site or even right here tonight. Someone here tonight shared an old idea with someone who needed to hear it again...fresh.

Some people are addicted to drugs. My wife says, I'm addicted to yellow paint. But I love the work that I do and LICA for all it has done for me.

The LICA NEWS

THE LICANEWS is the official publication of Land Improvement Contractors of America, dedicated to the professional conservation of soil and water. LICAw was founded in 1951 and is today comprised of twenty eight chapters across the continental United States.

Publisher
Eileen Levy

Editor
Kathleen Radcliffe

Contributing Writers
David Cantrell
Allan Clark
Wayne Maresch
Louis McFarland

Art Direction
Jerry Biuso

THE LICANews welcomes letters, subject to editing for accuracy and brevity. The LICANews also welcomes articles relevant to the land improvement industry. Include your name and day-time phone number for verification purposes.

Deadlines are the twenty-first of the month preceding issue date. All unsolicited material must be accompanied by a self-addressed, stamped envelope.

3080 Ogden Avenue



Suite 300

**The Land Improvement
Contractors of America**

Lisle, IL60532

PHONE: 630-548-1984
FAX: 630-548-9189
E-Mail: waynef86@aol.com
or nlica@aol.com



A Message From the President Geri Mulford

LAND IMPROVEMENT CONTRACTORS OF AMERICA, why are we here?? The reasons are many:

1. Strength through numbers
2. Support for our Industry
3. Promotion of a positive image for contractors.
WE ARE NOT THE BAD GUYS.
4. Education opportunities to stay abreast of our ever-changing laws and regulations.
5. Influence Congress to vote our way on issues that directly and indirectly affect our bottom line.
6. Socialize with people who share common goals and interest, who can understand where we are coming from.

We must stick together. The pressure on small contractors are more and more everyday. Without a strong National Association, we will be out of business (the NRCS program on TSP's is a good example). If we cannot get this program to work in our favor, contractors will have to work under engineers and guess who will be making most of the profit from cost share programs? Also, the work will take three times as long to get done.

We can all help each other. If we do not stick together and support our own industry, who will?

Educate the young people coming into the business. Give of your time and energy. If you are retired, help us visit a contractor who is not a member and encourage them to go help support our industry. Power is gained through associations. Look at the NRA, AARP, and AGC. They all support their cause. We must do the same.

SUPPORT YOUR INDUSTRY,

Respectfully,

Geri Mulford

EXECUTIVE COMMITTEE

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2004 Hall of Fame Inductees



Darrel Stromer - Darrel Stromer has been a member of LICA since 1959. He has been active on the state & national level on committees and as an officer. He serves locally on the Adams County Ag society, where he is known and respected for his dedication. He is business for 45 years and donates his time and expertise to fire districts, community colleges, and church. Darrel has testified with the Army Corps of Engineers, the Nebraska Game & Park Commission, the Natural Resource districts and Whooping Crane trusts. He willing does this in order to help protect our environment and the rights of landowners as a statement of Land Improvement Contractors of America



Fred Galehouse - Fred Galehouse is a permanent fixture of LICA and has lived and breathed LICA for over fifty years. He has a Mechanical Engineering Degree, which began his education in the service during World War II. Fred began his drainage contracting business in 1948. And has been an instructor at the Overholt Drainage school since 1954. He has been an active member of Doylestown United Methodist Church for over 48 years. He was inducted into the Drainage Hall of Fame in 1988. He is committed to raising his professionalism as a life time member of the Soil & Water Conservation Society, as well as the Society of Agricultural Engineers and Society for Testing Materials.

2004 Award Winners

Contractor of the year

Kenneth Porter, NE

Sponsored by Link Belt Earthmoving Equipment

Contractor Wife of the year

Vivian Limback, Alma, MO

Sponsored by Norman-Spencer Inc.

Top State

Indiana

2004 Raffle Winners

Kevin McArdle, NE

Chevrolet Silverado Truck

Jim Ruhe, IN

John Deere diesel gator

Joe Streitmatter, IL

Trimble/Spectra Precision Laser

Janet Parks, MO

\$500 cash

Bruce Cook, NY

\$250 cash

Eugene Glueck, IL

\$500 agri-drain coupon

Wes Nutter, OH

\$500 agri-drain coupon

How Good Is Your Word???

By Wayne F. Maresch

When I was a boy, a man's word was his bond. If he told you he would do something, you could rely on it. Contracts were sealed with a handshake. In many cases there never was a written document filled with all the whereases and wherefores. In the ensuing years, things have changed to the point where it is often hard to believe that anyone will do what they say they will. In fact, even written contracts are often broken when one of the parties changes their mind and gets a lawyer to figure out how to get out of the contract. Somehow, judges rule that some clause in the contract is contradictory and thereby invalidates it, regardless of the original intent of the parties.

In most cases, however, a written contract is the best way in today's business world. The contract lays out the responsibilities of each signatory party and the compensation due the contractor as work is completed. It may define how the work will be done, who will obtain needed permits, ingress and egress routes, estimated quantities, material tests and certifications required, etc. Quite often, that is as much as many contractors want to concern themselves with. However, there is a saying: "The big print giveth and the small print taketh away." If you don't read the small print you may be "giving away the store."

If you don't understand the small print then you may need to consult an attorney, but be sure you know exactly what you are being asked to do. I have heard of a subcontractor who was offered the same unit cost price that the general contractor bid to excavate part of an interstate highway. What he didn't know was that the part he was negotiating for was largely hard rock, requiring blasting while the general contractor kept the easier to dig shale area that could be ripped. He went bankrupt in the process.

I wish for the day when honesty was the basis for all contracts, when people felt honor bound to fulfill their part of a bargain, when a contract could be completed under a handshake.

Global Cooling???

By Wayne F. Maresch

The April 28, 1975 issue of Newsweek Magazine contained an article saying that we were heading into another Ice Age. People were encouraged to make plans for a devastating climate occurrence. Much of the Temperate Zone would no longer be fit for growing crops and, as a result, mass starvation would decimate the population.

Then came the Global Warming scare. Once again, we were encouraged to make plans for a devastating climate occurrence. But this time the blame was put on us. We have been burning too much fossil fuel, adding carbon dioxide to the atmosphere which it is claimed causes a "greenhouse effect" blocking the sun's heat from leaving. No one proposed that we stopped the once impending Ice Age.

Now the environmental alarmists have revived the claim of an imminent Ice Age. This time they are blaming it on Global Warming! The theory they are putting forth is that Global Warming is causing the air at the tropics to heat up and since hot air rises, the increased heat is causing the air to rise faster thereby creating a vacuum in the tropics which is sucking the cold air from the Arctic and Antarctic regions causing the cold weather we've been having. I have to wonder if it isn't sucking their common sense along with it.

There is keen interest on the part of rival countries to cause the United States to reduce output so that we would no longer be leading the world on the economic front. If we could be forced to reduce carbon dioxide to the level they want we would see a mass exodus of U.S. companies to third world countries where they wouldn't be hamstrung by carbon dioxide emission controls. Not only that, they would also enjoy cheaper labor. (By the way, Russia has jumped the traces and is no longer going to work toward reducing carbon dioxide emissions.)

The fact is there is very little evidence to support these claims. Let's face it, with all our sophisticated weather monitoring equipment we still are unable to predict the weather very far into the future. Do you believe the prediction for next week? We only have a short period of weather history on which to base weather predictions. We do know that ice ages and warm periods have occurred in the past, but no one has been able to definitively determine the causes.

The bottom line is don't panic...Next week they may have another theory.

High Tech Plants Become Gold Mine for Site Cleanups

by: David Cantrell

LICA Technology Committee Chairman

Call it a miracle of modern science. Call it alchemy. But more and more researchers are singing the praises of a relatively new technique called phytomining. The research, at the crossroads of geology, biology, and chemistry, uses plants to soak up, or hyperaccumulate, metals like zinc, cadmium, nickel and even gold from soils into the stems. Interest in the field has increased as test plots and demonstration projects have shown that these plants not only help clean up soils, but can also be harvested and burned to generate metal ore from the plant ash. This double benefit is capturing the attention of many in science and business, bringing the technology to the cusp of broad commercial application worldwide.

While phytoremediation is the general process of using plants to help clean up contaminated sites, phytomining is the use of plants to extract economically viable products from a growth medium such as soil, mine spoils, or even water.

In reality, there is a continuum between phytomining and phytoremediation. While both are intended to help clean up the environment, the former is designed to be commercially profitable. While phytoremediation is not meant to yield a financial profit, it is often the least expensive choice for restoring a site. A 1995 study found that phytoremediation would save at least 75 percent of the cost of cleanup over traditional excavation and storage techniques for certain applications on metal-contaminated sites.

In 1999, phytoremediation was used to clean up lead from a contaminated site owned by Daimler-Chrysler that resulted in a projected savings of \$1.1 million. It is typically integrated with other strategies, often providing the finishing step in site cleanups. These plant technologies have many potential applications, including brownfields remediations, superfund restorations, cleanups of acid mine damage and environmental justice projects.

While hundreds of hyperaccumulator plant species have been catalogued in recent years, the trick is to match up the right plant with the identified contaminant and climate zone, while steering clear of invasive and non-native species.

In a fight to restore our environment, it is often the earth which offers up the best tools. In the case of phytoremediation and phytomining, we are wisely beginning to follow its lead.

For information, visit EPA's web site:
www.epa.gov/owow/info/NewsNotes

The Robert Gilmore LeTourneau Museum Looking for Donations

by Allan Clark

Robert Gilmore (R.G.) LeTourneau is reputed to have reproduced 70% of all earthmoving equipment used by the allied forces during World War II. Stockton, California is the original home of R.G.'s manufacturing business dating back to 1921. The San Joaquin County Historical Museum, in Lodi's Micke Grove Park, is proud to be the home of the only public collection of LeTourneau equipment in the United States. The museum has designated a 9,600 square foot pole barn as the new home for their LeTourneau Collection, which includes an early telescoping electric scraper, Cat D-7 with LeTourneau Scraper and cable power unit, Tournapull Scraper'26, Hi Boy cable operated scraper, Rooter, 96 inch rubber tire and a few other pieces. The museum is in need of more LeTourneau equipment designed and built in Stockton, pre-1945.

If any of you have any old LeTourneau stuff in the back yard, that you never intend to use again, the museum may be interested in adding it to their collection. All donations are tax deductible. It is a win-win situation for the donor, the museum and for preserving the history of the earth moving industry. The contractor gets a tax deduction probably far exceeding any value it might have parked in the back yard of selling for scrap iron. The museum gets another example of R.G. LeTourneau's genius, creativity, and ingenuity, and future generations will be able to see what this industry evolved from and was able to build long before we had computers to help design large equipment and environmentalists to keep us from using it.

Our hope is to find a trucker who needs a tax deduction and has an empty truck going to Lodi, California (just north of Stockton). They, too, can get a tax-deductible receipt for normal trucking charges. Cash contributors toward this project would also be most welcome to prepare the equipment and building for display.

It's about time that we all join together and help build this tribute to the most prolific mechanical genius that this world has ever produced.

For more information, please contact Amy Smith, Curator of Collections, San Joaquin Historical Society and Museum (209) 331-2055 or write to PO Box 30, Lodi CA 95241-0030.

National Membership Contest

The Membership committee passed a new member competition similar to the one just won by Doug Egeland of Iowa. Here's what you contractors need to do to win the next contest that started March 1, 2004 and ends February 7, 2005:

Sponsor 10 or more new contractor members and receive \$500 cash and 50% off convention registration.

Sponsor 5 to 9 new contractor members and receive \$250 cash and 50% off convention registration.

Sponsor 3 or 4 new contractor members and receive \$100 cash and 50% off convention registration.



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A leading choice among contractors, CNA has helped manage the unique risks of construction professionals for nearly 40 years. With industry knowledge gained through broad experience, we create flexible and comprehensive programs and coverages. Our partnerships with trade associations like LICA and construction experts ensure we stay ahead of industry trends and better meet your business needs.

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You May See Significant Cost Increases and new Workplace Regulations

As early as today, Sen. Patty Murray (D-WA) intends to offer an amendment to H.R. 1997, The Unborn Victims of Violence Act. The amendment, which is unrelated to the bill, would establish a variety of well-meaning but extremely broad and poorly designed workplace entitlements and programs related to domestic violence, such as leave mandates, required accommodations for certain employees and expansions to the already strained unemployment insurance system.

The ill-designed programs promise to impose significant costs on business—particularly small business. Unlike existing federal laws governing the workplace, this amendment provides for the recovery of unlimited damages with jury trials. We need your help! Contact your U.S. Senators and tell them to vote against the Murray amendment.

To take action or for more information, please click here: <http://www.gainonline.net/summary.asp?subject=417>

How To Market Your Business...

How To Market Your Business is a simple guideline for marketing your business designed for LICA by The Dickens Company of Jefferson City, Missouri. This guideline reviews a cross section of many promotional vehicles: Direct Mail, Radio, Cable TV, Internet Billboards, Newspaper Advertising, Trade publications and much more. The information will prove valuable to you as you plan to market your business

This is a basic marketing tool to be used by LICA members. It is distributed to all new members with their membership packet. But it is still available free to all LICA members from the LICA National office.

State Executive Directors

CAROLINAS

JimLowry- jlowry@ipas.net
130 Mine LakeCt. #100 Raleigh, NC 27615
919-616-6349, fax 919-882-9629

COLORADO

Dick Rife - dickrife@centurytel.net
101 Mullen Street. Lamar, CO 81052
719-336-5300

DELMARVA

Ralph Timmons- Bugs@compucenter.net
Rt. 1, Box 185B. Dagsboro, DE19939
302-934-8181, fax 302-934-1951

FLORIDA

Jim Fairchild Floridalica@famins.com
401 N. Parsons Avenue #108A
Brandon, FL 33510
813-655-5422, fax 813-685-8610

ILLINOIS

Joetta Carroll - jetta106@hotmail.com
21039 Taylor Road. Chadwick, IL61014
815-684-5717, fax 815-684-5311

INDIANA

Rhonda Neiswingerneiswinger@ticz.com
248 W Co Rd 650 S, Clay City, IN 47841
812-939-2156, fax 812-939-2276

IOWA

Dan Rasmussen - ialica@indytel.com
1310 8th Avenue NE, Independence, IA
50644 319-334-9884, fax 319-334-6095

KANSAS

Jim Wallace - klicawallace@netscape.net
2307 Northwood Lane. Salina, KS 67401
785-827-5590, fax 823-5628

KENTUCKY

Paul Sandefur - ptds1@apex.net
P.O.Box 425. Beaver Dam, KY 42320
270-274-340, fax 270-274-4044

MICHIGAN

Larry Holz - bjholz@earthlink.net
1053 Hadley Road, Lapeer, MI 48446
phone and fax: 810-667-4753

MINNESOTA

Jeanne Motl - jmotl@frontiernet.net
620 North Center Avenue
Blooming Prairie, MN 55917
507-583-2700 fax 507- 583-4563

MISSOURI

Deborah Dickens - MLICA@aol.com
1101 W. High Street
Jefferson City, MO 65109
573-634-3001, fax 573-761-0375

MONTANA

Carolyn Barnard - 2carolyn@nemontel.net
P.O. Box 528Saco, MT 59261
406-527-3356

NEBRASKA

Patti McArdle - MCARDLEPJ@msn.com
811 Skylark Drive. Elkhorn, NE 68022
402-289-2489

NEW ENGLAND

George ShermanGeoShermanSG@aol.com
881 Curtis Corner Rd Wakefield, RI 02879
401-789-6304

NEW JERSEY

Gerald J. Biuso, Sr. gbiusosr@earthlink.net
5 Deer Path. Milford, NJ 08848
908-996-0058, fax 908-996-7790

NEW YORK

Robert Yunker - Bob@cnyti.com
107 Lake Street. Perry, NY14530
585-237-6923, fax: 585-237-6955

OHIO

Dale Arnold darnold@ofbf.org
Two Nationwide Plaza 280 North High St.
PO Box 182383 Columbus, OH 43218
614-246-8294, fax 614 249-2200

OKLAHOMA

Karen Skidmore - kukukle@hotmail.com
25100 Cty. Rd. 180. Perry, OK 73077
580-336-3486

PENNSYLVANIA

Nancy Micsky - PLICA@infonline.net
980 Mercer Road Greenville, PA 16125
724-475-4625, fax 724-475-4479

SOUTH DAKOTA

James Keyes - agcjim@midco.net
300 East Capitol, Box 145
Pierre, SD 57501 605-224-8689

VIRGINIA

Kim Johnson VaLICA2000@aol.com
7337 Kennedy Rd. Nokesville, VA 20181
703-753-7231, fax:703-753- 7421

WISCONSIN

Shirley Mueller - wislica@aol.com
W 3574 County Hwy. VV Seymour, WI
54165 920-833-6493

WYOMING

Sheila Hawley
2801 East F Street Torrington, WY 82240
307-532-7331, fax 307-532-3367

Executive Vice President

Wayne Maresch
waynef86@aol.com
9206 Tandom Drive
Fort Washingto, MD 20744
301-248-5749
fax 301-2480847

 =new/changed

From the National Federation of Independent Business:

Why the IRS wants small businesses to offer retirement benefits

A retirement plan is a great recruitment and retention tool, but many small businesses don't offer them. The reason, says Catherine Collinson, senior vice president of Transamerica Center for Retirement Studies (TCRS), is concern about meeting IRS reporting and administration requirements.

To change that perception and to encourage small business to include retirement plans in their benefits packages, the IRS earlier this year altered its complex rules on small-business retirement plans. The goal? Making it easier for plans to meet IRS rules.

The Employee Plans Compliance Resolution System has three elements:

1. A self-correction program so employers can bring plans into compliance without notifying the IRS.
2. A voluntary correction program so proposed corrections can be submitted for IRS approval. In return, employers receive written assurance that the IRS has approved their corrections.
3. An audit closing agreement program so plans can be corrected with the IRS's approval during an audit.

Other benefits include adding correction methods and reporting instructions for SEPs and Simple IRAs and sample voluntary correction submissions. The previous seven subcategories of voluntary correction are consolidated into one, and a fixed fee schedule for voluntary submissions is set. The amount of information a sponsor must submit to the IRS is simplified.

"It's the new, friendly IRS," says Collinson, who reports that TCRS research indicates 53 percent of employees would trade a lower salary for a retirement plan. "The self-correction programs recognize that innocent mistakes can be made and they can be worked out without fear."

To learn more, visit the IRS Web site (<http://www.IRS.gov>). Go to the retirement plans section and search under correction programs.

"Come See Mount Rushmore in 2004!"

At the 53rd LICA Summer Meeting



in the Beautiful Black Hills of South Dakota

July 13-17, 2004

Ramkota Hotel & Conference Center
Rapid City, South Dakota

National LICA Life Insurance

As part of your member benefits each LICA Active Contractor Member under the age of 65 is automatically insured for \$5,000 in term life insurance. The insurance remains in force from the time you join LICA, renewed each year, as long as your dues are paid.

Those of us between the ages of 65 and 69 are insured for \$2,500. Many LICA members purchase Additional Term Life Insurance on themselves, their spouse and employees.

LICA offers three plans; \$10,000, \$20,000 and \$30,000. Spouse or employees are eligible for half the amount of the member's coverage.

As a member of LICA you participate in a group rate, probably much lower than an individual rate. Benefits for new members begin the first day of the new quarter following receipt of your dues in the National office.

Call: **630-548-1984** for more information.

Land Improvement Contractors of America

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