

The Inside Dirt

The latest company and industry news from L.R.E. Ground Services, Inc.

Volume 9, Issue 3

September, 2014



Tieback Anchors Provide Lateral Stability for Types of Walls



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Customers Rave About L.R.E.'s Professionals



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L.R.E. CONSTRUCTION SERVICES, LLC CONTINUES TO GROW, ADDING MORE PROFESSIONALS AND SERVICES

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Picture Perfect



L.R.E. appeared on Studio 10 (Ch. 10 News) this summer. The topic was sinkholes.



A big sinkhole in Spring Hill made national news. One house was condemned.



L.R.E. volunteers will prepare meals for Feeding Children Everywhere on Nov. 8.

Follow L.R.E. on:



Growth Continues in L.R.E. Construction Services, LLC



While it's still being written, the story behind L.R.E. Construction Services' growth already shares some similarities to that of L.R.E. Ground Services, Inc.

Both companies started with three employees. At its peak, L.R.E. Ground Services, Inc. (founded in 1989) employed over 130 team members. In just over three years, L.R.E. Construction Services, LLC has grown to 18 full-time team members. Over the past year alone, L.R.E. Construction Services, LLC has doubled in size.

"Our growth is a credit to each of our team members and the solid reputation

that comes with the L.R.E. name," said L.R.E. Construction Services Manager Jerry Saul. "We have put the things in place to do the restoration work well, but it's not possible to have this type of sustained growth without having the right group of devoted team members in place to help us live up to the L.R.E. name. That means operating in a competent, ethical, professional and trustworthy manner."

While L.R.E. was regarded as a sinkhole repair company in the past, several respected industry entities have already deemed the Brooksville-based company competitive and qualified on the construc-

tion and restoration side. This is evidenced by the fact that L.R.E. Construction Services, LLC is an approved vendor for Crawford Contractor Connection, Nexus, Alacrity, Symbility Solutions and Claim Assistant.

L.R.E. Construction Services, LLC specializes in fire and water restoration. In addition to excelling in concrete and brick paver work, L.R.E. has certified IICRC water technicians and now features an emergency water mitigation team. Its primary territory covers West Central Florida, although that could expand as the company continues to grow.

L.R.E.'s Top Performers

TOP DRILLERS

June

Jondie Sowers 5,400 linear feet

May

Jason MacDonald 6,843 linear feet

April

Jondie Sowers 6,870 linear feet

TOP GROUTERS

June

Eddie Fagin 705 cubic yards

May

Eddie Fagin 605 cubic yards

April

Tyler Harman 798 cubic yards

TOP UNDERPINNERS

April through June - 2014

Johnny Batten 81 underpins (April)

Johnny Batten 71 underpins (May)

Johnny Batten 70 underpins (June)

TOP SALES (April through June - 2014)

Most Contracts: Dave Morrill

Highest Average Dollar Per Contract: Jimmy Myers

Most Dollars Overall: Derek Penkava

Loyal Dog Rescued from Sinkhole

BUFFALO, NY - Mattie Moore takes her dog Mack for a long walk every morning. The two were walking in Martin Luther King Park in Buffalo, New York the morning of Feb. 2 when Moore suddenly felt the ground give way under her.

She was a short distance off the walking path when her legs and feet fell through the ground into a deep sinkhole. She was able to keep herself above ground by her elbows. She crawled to safety but as she struggled to get out Mack tried to help.

"He thought something was wrong," said Moore. "He comes up behind me and falls right in."

The sinkhole, which was only a few feet wide at the top, opened up to a much bigger hole below.

Shortly after Moore's call, police and firefighters arrived at the scene.

A little over an hour into the ordeal, rescuers used a makeshift harness to lift Mack out of the sinkhole, which was caused by a broken pipe in the ground. Mack is fine and the hole was repaired.

Source: LifeWithDogs.com





Last Call for Donations for Feeding Children Everywhere!

L.R.E. needs your help! We are \$400 short of our goal for Feeding Children Everywhere. L.R.E. volunteers will prepare meals with the money raised by your donations from 10AM to 2PM on Sat., Nov. 8. If we can hit \$3,000, we can prepare 12,000 meals for hungry children in Hernando County. To donate, visit FeedingChildrenEverywhere.com/portfolio-items/l-r-e-loves-local-hunger-project/.



Welcome Aboard, Tara!

In an effort to build on its customer service and overall efficiency, L.R.E. Ground Services, Inc. hired Tara Carter in August.

Tara is L.R.E.'s new Inbound Calls Representative. Her responsibilities revolve around incoming phone calls and providing the excellent customer service experience that our current clients have come to expect and our potential customers deserve. Welcome to Team L.R.E., Tara!

L.R.E. Ground Services, Inc. recently hired Tara Carter, who will help field and direct incoming calls.

Schwartz Joins L.R.E.'s Restoration Div.

L.R.E.'s fast-growing Construction-Restoration division added some reinforcements in June, including Ronald Schwartz.

Schwartz joined L.R.E. as our company's newest Construction Services Estimator. While he's new to L.R.E., Ronald has been estimating water, mold and wind claims for many years now. He will report directly to Jerry Saul and Brandon Best. We are excited about Ronald's arrival!



Ronald Schwartz joins L.R.E. as its new Construction Services Estimator.



L.R.E. Scream is Set for Friday, Oct. 31.

It's that time of year again. L.R.E. Scream is creeping up. It will be held from 4PM to 6PM on Fri., Oct. 31.

L.R.E. team members should dress their best as there will be a costume contest. In addition, team members are encouraged to bring their children through L.R.E.'s offices in Brooksville for trick or treating and a spooktacular celebration throughout the decorated building.



L.R.E. Promotes Hill

L.R.E. team member Jesse Hill recently was promoted from his position in the field to a Project Coordinator. Congratulations on your promotion, Jesse!



L.R.E. Fishing Outing

L.R.E. team members will embark on a company fishing outing on Sat., Oct. 4.



Carreras Joins Team L.R.E.

L.R.E. hired Ivan Carreras in June. Carreras brings experience to the Construction-Restoration division.



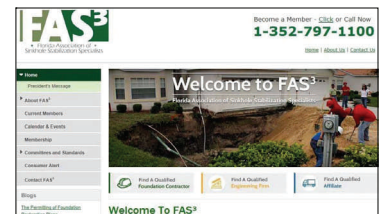
Hartwell Transfers to C&R

L.R.E. team member Gary Hartwell transferred to L.R.E.'s Construction-Restoration division this summer.



Convention in Connecticut

L.R.E. attended the Basement Systems and Foundation Supportworks Annual Convention in Connecticut in mid-Aug. L.R.E. was thrilled to learn it had been named the No. 6 overall dealer for FSI (out of over 100 dealers) last year. Kudos, Team L.R.E.!



New FAS3.org Website

The Florida Association of Sinkhole Stabilization Specialists launched a new site in June.

Property Owners Helped



Pictured from left to right, L.R.E. team members James Bon, Jennifer Harris and Jeff Vonburg.



L.R.E. team member Mike Johnson helped a Brooksville homeowner.



From left to right, L.R.E. team members Mike Zamora, Derek Penkava and Chris Kawa did outstanding work for a Hudson homeowner.

L.R.E. was Clean and Helpful!

Dear L.R.E.,

My first contact with L.R.E. was Jimmy Myers. He was prompt, courteous and knowledgeable, and explained products and services in detail. I chose L.R.E. based on his excellent introduction to your company.

I would like to compliment Jennifer [Harris], James [Bon], Victor [Feely] and Sarah [Steen] for their professionalism and job performance. Each and every member of the L.R.E. staff involved in my project is an asset to your company. Special recognition to Jeff Vonburg and his crew for their hard work and polite, courteous manners. The area around the project was clean, tidy and actually looked better than it did at the beginning of the project. Thanks for a job well done!

*Anna B.
Tampa, FL*

Kudos to L.R.E. Restoration

I just wanted to take a moment to say, "Thank you!" Having a pipe break and flood my walls in the bathroom was very stressful to say the least. After hiring your team to take care of the remodel, I could

not have been more pleased. Your team's professionalism and expertise was amazing and very refreshing. The job was done to perfection. Mike [Johnson], who handled everything from start to finish, was fantastic. He answered all my questions and made me feel comfortable from the beginning. L.R.E. made me feel important and the quality of work that was being done was top notch. Thanks for being such a professional, caring and friendly company. I will continue to tell people about my great experience with L.R.E.

*Paula G.
Brooksville, FL*

Happy with L.R.E.'s Work

Everyone did a great job that we worked with at L.R.E. However, the entire drilling team, Mike [Zamora] with the grouting team, Chris Kawa with the restoration/landscape team, and Derek [Penkava] with the sales team, left big impressions. These gentlemen were patient, knowledgeable, respectful and extremely hard working. Derek is the reason we chose L.R.E. because of his honesty, knowledge and encouragement to help us identify what needed to be done."

*Tim and Tracie, L.
Hudson, FL*

NEED A LIFT? L.R.E. can bring you back to stable ground!



L.R.E. Eliminates Trip Hazards with PolyLEVEL Product

L.R.E. Ground Services, Inc. might be best known as a sink-hole repair operation, but the Brooksville-based company's most popular product over the past year has been PolyLEVEL.

PolyLEVEL uses state-of-the-art technology to stabilize and level concrete slabs. The changes in the underlying soil conditions cause concrete slabs to shift or crack, but L.R.E. fills voids under concrete slabs and lifts them back to level by injecting this polyurethane foam through penny-sized holes. PolyLEVEL is the safe, affordable, and long-lasting solution to uneven driveways, sidewalks or pool decks. The demand for this product has come from different entities, ranging from property owners to managers. But they share the goal of eliminating trip hazards. Call L.R.E. today for a free estimate!

Fixing Your Foundation

Tieback anchors (also referred to as helical anchors) provide lateral stability to foundation walls and retaining walls with unbalanced earth pressures. This can be seen in the before and after pictures (featured on the right).

Tieback anchors can be installed with hand-held equipment, mini-excavators, skid steers, backhoes, trackhoes, or crane-supported rigs so the anchors can be installed in almost any application.

This versatility, along with the ability to immediately load and test the anchors, makes tieback anchors a convenient and economical solution for a wide variety of commercial and residential projects.

Some of the advantages of tieback anchors include: predictable capacity, helix blade configuration selected to achieve design embedment and capacity, all-weather installation, can be installed in limited or tight areas, installation doesn't generate spoils, clean installation with no messy grout, load tests can be performed immediately following installation and available with optional hot-dip galvanizing for added corrosion protection.

For more information on tieback anchors, visit FoundationSupportworks.com. FSI is L.R.E.'s manufacturer and nationally recognized as a top manufacturer for tieback anchors, underpins, etc.



Announcements

L.R.E. Birthdays

Richard Myers	09/03
Johnny Preston	09/05
Christopher William Sr.	09/13
Robert Ryno	09/23
Bradley Nunn	09/24
Rachel Vitale	09/28
Rosemary Woolever	09/28
Michael Johnson	09/28
Paul Grey	09/30
Jerry Saul	10/05
Jim Flynn	10/05
Joe Brown Jr.	10/06
William Brownell	10/09
Sarah Steen	10/09
Jesse Hill Sr.	10/14
Jeffrey Morgan	10/15
Bill Nemec	10/28
Scott Higgins	11/02
Shawn Willis	11/06
Donald Kemp	11/18
Darrell King	11/19
Derek Penkava	11/23

L.R.E. Anniversaries

Richard Werner	13
Bobby King	13
Sue King	13
Johnny Batten	12
Michael Steed	12
Paul Grey	12
Rachel Vitale	11
Christopher Williams Sr	10
Eliberto Mendia	10
Christopher Sanders	9
Bradley Nunn	7
Jennifer Harris	7
Fed Francois	7
Jason MacDonald	7
Tyler Harmon	7
Ryan Pride	7
Rob Probus	5
Eddie Fagin Jr	5
Anthony Farace	5
Shawn Willis	5
Jerry Saul	4
Edwin Quinones Jr.	3
Starr Sowers	3
Fabian Saldana	3
Donald Kemp	2
Shane Darby Sr.	2
Robert Rankin	2

Kendrick Morgan	2
Corey Bay	2
Daniel Lannan	1
Robert Kane	1
Lindsay Blanchard	1
Dustin Smith	1
Richard Williams Jr.	1



Richard (Dick) Werner (left) and Eliberto (Berto) Mendia will celebrate their 13th and 10th anniversaries, respectively, with L.R.E. Ground Services, Inc. this quarter. Congratulations!

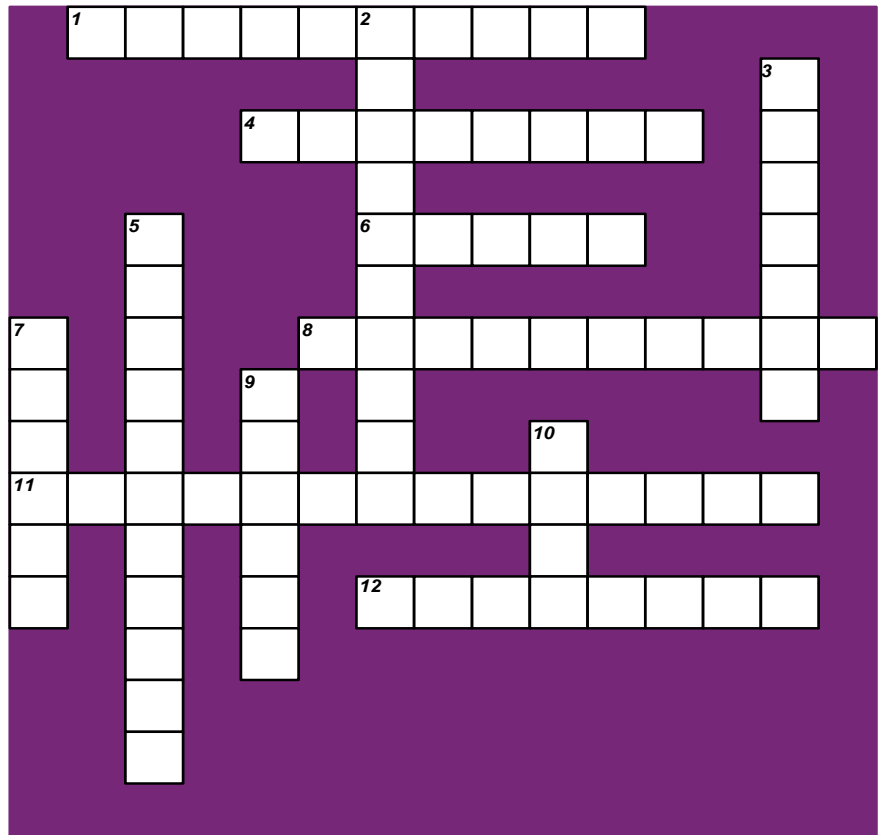
School Is In Session!

ACROSS

- 1 An undertaking given by authority
- 4 Improves thinking, helps with review & practice outside of the classroom.
- 6 Write your opinion
- 8 White when dirty, black when clean
- 11 A collection or display of a trial
- 12 Carried by a strap or two

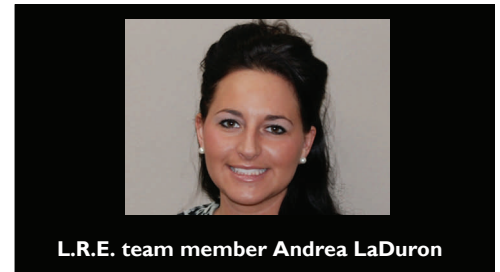
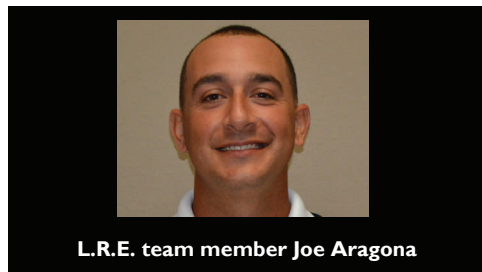
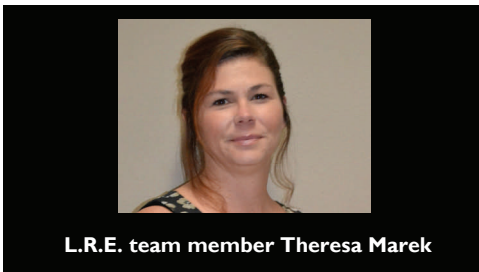
DOWN

- 2 Becomes smaller when turned upside down
- 3 Has loads of stories but can't tell them
- 5 Draws attention to specific material
- 7 Eliminator
- 9 Best when there is a point
- 10 An informative collection of pages



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L.R.E. Quarterly Awards



Dependability Award

This award goes to the L.R.E. team member who consistently performs and produces for L.R.E. Ground Services.

Theresa Marek plays an integral role in the Sales department. Like her colleagues, Theresa wears many hats, but her "whatever it takes" attitude, flexibility and consistent output make her a valuable team member. Thank you for everything you do for L.R.E., Theresa.

Above & Beyond Award

This award goes to a L.R.E. team member who consistently steps up to help L.R.E. tackle challenges and tasks.

Joe Aragona is the epitome of a "team player." Joe has stepped into the field to lead chemical and shallow grout crews whenever needed, and he's done a fine job. Joe's "whatever it takes" and positive attitude are an inspiration to the entire L.R.E. team. Thank you, Joe!

Versatility Award

This award goes to the team member who excels at carrying out several important projects at once.

Thank you, Andrea LaDuron, for your skill of multi-tasking. Andrea carries out company policies and procedures and looks out for L.R.E.'s best interests. Whether it's keeping team members informed or motivated, Andrea always gives the Human Resources department her very best.

News You Can Use



Tips to Conquer Fear of Public Speaking

According to the Wall Street Journal, public speaking is the No. 1 fear in America. The fear of death is ranked No. 2. The fear of speaking is also a fear of death — an emotional death. We dread the possibility of rejection. Here are some tips to reduce your anxiety of public speaking and increase your confidence. (Source: PsychologyToday.com).

1. **Don't Expect Perfection.** The audience will never know most of your mistakes, so keep going gracefully.
2. **Not Your Self Worth.** Public speaking has nothing to do with your value as a person. It's a skill. Work on it.
3. **Don't Focus on Nerves.** Good speakers know how to make nerves work for them. It's okay to be nervous. Turn it into positive energy.
4. **Don't Memorize.** Avoid memorizing every word. Attempting to do so will increase stress and cause more nerves.
5. **Avoid Reading Word for Word.** Dry reading disseminates info, often at the risk of the audience tuning out.

"It is not the strongest or the most intelligent who will survive but those who can best manage change."
— **Charles Darwin**

Avoid Overeating During the Holidays

Holidays bring family and friends together to celebrate, but they also bring lots of opportunities for socializing, eating and drinking. Experts say that having a plan in place will help you avoid overeating during the holiday season (Source: WebMD.com).

1. **Trim Back Trimmings.** Shave calories by going easy on nuts, cheese, cream sauces, gravy, butter, whipped cream or any additions that lack substance.
2. **Wear Snug Clothes.** Wear snug attire so you're more mindful of overeating. Also hold a drink in your dominant hand so you aren't as quick to grab food.
3. **Chew Gum.** Pop a piece of sugarless gum in your mouth when food calls you.
4. **Be a Food Snob.** If you don't love it, don't eat it. Scan the buffet or candy basket for foods you truly treasure.
5. **Don't Skip Meals.** Always eat normally, especially on Halloween or the day of a party. People that skip meals to save up calories tend to eat everything in sight once they finally eat. Eat sensibly throughout the day.

Crossword Puzzle Answers

Across: 1. Assignment 4. Homework 6. Essay 8. Blackboard 11. Science Project 12. Backpack
Down: 2. Number Line 3. Library 5. Highlighter 7. Eraser 9. Pencil 10. Book



L.R.E. Ground Services, Inc.

Providing a Solid Foundation of Trust Since 1989



Fight Against Cancer Hits Close to Home

L.R.E. Ground Services, Inc. supports a number of community charities, efforts and causes, especially in Hernando County. This includes cancer awareness.

Everyone knows someone that has been impacted by this devastating disease, which has unfortunately hit too close to home for L.R.E. and its team members.

In fact, over the past few years several of our team members embarked on their own personal battles with cancer. Thankfully, each of them is winning their respective battles. Their recoveries are a blessing. We respect their privacy when it comes to health, but they each know that we've been pulling and praying for them. Their courage and progress truly is inspir-

ing and a real life example of hope if our own doctor ever utters the "C" word during our journey on Earth.

Unfortunately, not everyone is fortunate enough to win the battle with cancer. Kathryn "Kitty" Fowke fought long and hard, but succumb to cancer on July 9.



L.R.E. Ground Services, Inc. team members sport pink shirts at work in support of Breast Cancer Awareness month in October.

Kitty, 52, was loved and is missed by her friends, family and members of the Tampa Bay Builders Association. Our heart is broken for them. While the news of her loss was devastating, L.R.E. takes solace in the fact that all of the generous donations collected for Kitty's cancer treatment overseas were said to have extended her life at least one year. This allowed Kitty to see her first grandchild born in late June.

Each day truly is a gift. Stories like Kitty's are sad reminders of how precious life is. But stories of cancer survival, like the ones L.R.E. team members are living to tell, give us hope. Here's to hoping — and praying — that our team members and loved ones continue to be blessed with good health.

- Ray Woolever,

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