

KLICA News & Information

Kansas Land Improvement Contractors Association

Meet Your KLICA

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www.kansaslica.com

Attendees from Kansas at the National LICA Summer Meeting
in Colorado Springs

Richard Wilson, Carole Wilson, Arlene Roberts,
Clem Karlin, Joann Hettenbach, Paul Hettenbach,
and Jeff Schell



The view from the hotel.



Kansas Land Improvement Contractors Association 2018 Annual Convention

The Kansas Land Improvement Contractors Association 2018 Winter Convention will be held at the Four Points by Sheraton in Manhattan, Kansas. The dates for the meeting are Sunday, January 28, 2018 through Tuesday, January 30, 2018. Please note the format for next years meeting will change slightly with the following tentative agenda for activities:

Sunday January 28:

Afternoon: Registration
Budget & Finance Meeting
Board of Directors Meeting

Evening: Informal Reception with Cash Bar
Exhibitors may begin set up

Monday January 29:

Registration
Exhibitors finish set up
Breakfast & Welcome
General Session
Memorial Luncheon
General Session
Associates Mtg. during the
afternoon General Session
Associates Evening/Auction

Tuesday January 30:

Breakfast
District Meetings
Annual Members Business
Meeting
Awards Luncheon

Ladies activities will be planned Monday and possibly Tuesday morning.

Please mark these dates on your calendar and plan to attend!



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Thomas A. Edison

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President's Message - Jeff Schell:

Hello to all: As many of you know already, the 2017 KLICA field day has been cancelled due to unforeseen circumstances. I hope that we will be able to hold another field day next summer.

Our board of directors will meet on August 5th at 10:00am in Manhattan at the Four Points by Sheraton. I hope to see all the officers and directors there.

This summer has been relatively un-eventful. I guess that is good, except for the lack of rain this month. Things are really beginning to dry up in a hurry.

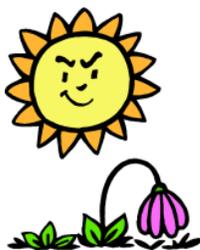
I just returned from Colorado Springs, the location of this year's summer national meeting. I attended all the educational and informational meetings that I could. This year there was a couple of very good inspirational talks, one of them, a noon luncheon sponsored by Case Construction Equipment, the speaker talked on the difference between cattle and buffalo. He noted that when cattle sense an upcoming storm, they turn tail and face downwind to weather the storm, while the buffalo have a tendency to face the storm with courage and run head on towards it, not only to take it on, but, also, by running through it, the time spent in the storm is lessened. I feel that this lesson is valuable not only for my personal use, but as well as for our organization. I feel our organization needs to meet the storms, move forward, take on the tough decisions and try to make it the best it can be for all of our members.

As Amber Bosma of Prins Insurance stated in her presentation, we all need LUCK, Listen-Understand-Creativity-Knowledge. We have a huge benefit in education from our organization. The education that is available in a KLICA membership is worth much, much, more than the cost of membership.

Our CEO Gerald Biuso has been working diligently to come up with even more benefits for our members. Just released is the Petrocon Cat aftermarket replacement parts program. This program allows 20-40% savings over OEM parts. Lifestyle Health Plans offers a special enrollment for health, dental and vision care for the companies that have as few as 2 employees. This is a plan that has previously been out of reach for the small "Mom & Pop" companies that make up a lot of our membership. Contact Jon, or go online to the LICA National website for more information.

In closing, I would ask that you all "stay cool" and work safe.

Jeff Schell, President

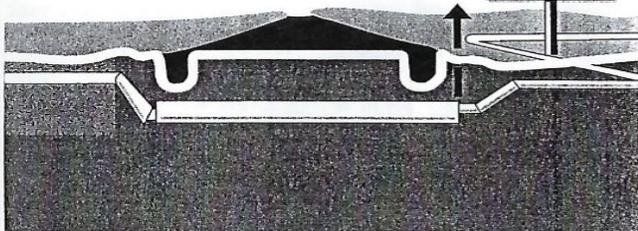


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Congratulations to Hannah Henderson daughter of Kent Henderson on being awarded a KLICA Scholarship for 2017.



The Kansas Land Improvement Contractors Association website has been updated and is available at:
<https://www.kansaslica.com/>

Kansas Land Improvement Contractors Association also has a facebook page - search Kansas Land Improvement Contractors Association or KLICA on facebook.



Please check out these sites - remember to "follow" us on facebook and "like" posts or pictures!

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2738 Fauna Rd. Lebo, KS
Dave Williams
Cell 620-340-7953 Office 620-256-6609

LICA Benefits

LICA is constantly looking to provide additional and improved benefits for members. Following are a couple of new benefits available to LICA members:

- The LICA Small Group Health Plan - Beginning Oct. 1, 2017 Lifestyle Health Plans will allow a special enrollment of small companies with as few as 2 covered employees. Standard underwriting requirements for the program will apply and a minimum number of companies will need to apply for this benefit.
- Petrocon CAT Parts Replacement Program - Up to 20%-40% savings on aftermarket replacement parts over OEM parts.
- PROforma discount for LICA members - Proforma Print and Promotional Images now offers a 20% LICA discount off all catalog prices. PROforma offers a wide range of products for your business needs.
- Residential Septic Service Plans - enables LICA contactors to offer a program to protect homeowners from expenses of septic system breakdown repair or replacement. After inspection, homeowners may purchase this plan from a LICA member contractor.

To see a complete list of National LICA member benefits please see the website:
<http://www.licanational.com/benefits/>

For additional information on any of these programs you may contact the national office or myself at jungerer@kansaslica.com or 785 221-8697.

Following is a complete list of LICA membership benefits:

- National LICA Contractor Magazine
- LICA Contractor Safety Management Plan
- Caterpillar Extended Powertrain Protection Program
- Petrocon Discounts
- Case Discount Program
- LICA Universal Premium Fuel Program
- C2C Business Succession
- Petrocon CAT Parts Replacement Program
- LICA Healthy Benefits
- Residential Septic Service Plans
- The LICA Portal
- Proforma
- Service Supply
- LICA Hotel Savings Card
- IMC Scrapers
- LegalShield: Identity Theft, Personal & Business Protection
- Newtek Small Business Loan
- Trimble Coupon
- Clean Fire New Member Discount
- National Scholarship Program

Again, for additional information on any of these please see the National LICA website:
<http://www.licanational.com/benefits/>

You may contact them (contact information available on website) or myself for additional information.

Your Membership is valuable to yourself and your Association!

On the Other Side of the Dozer Blade, by Margaret Smelser

It's a cloudy afternoon with possible showers and high humidity - we have had rain, and more rain. Old Stranger Creek is flooding again. A friend at church has planted three times. He seemed a bit discouraged. Our yards are a challenge to Jean - she does most of the mowing. We both have beautiful flowers and I share our garden with her.

First phone call of the morning: "May I speak to David?" David is working, may I take a message? "May I speak to the owner?" I am one of the owners! We don't need any money for unsecured loans - these sales people just don't get it - most women in a small business are very involved in day to day finances.

David and Lee continue to be busy between rains and with the usual variety of jobs. Burying two cows killed by the fierce lightning, demolishing an old building, cleaning a big cow lot, and hauling rock dust for the lot. David was stopped by "The Colonel" who told him he was driving too fast by his house, raising dust. He should drive 20 mph. It's a dead end road with a 30 mph speed limit. David suggested a \$300 dust control, the Colonel said no just drive 20. David also heard about someone calling the Sherriff's office to control barking dogs - they were coyotes! Some folks should just stay in town!

We have a new red barn, a dream for me. My special request, a custom made "dutch door" we will run the cattle through to load. Our oldest son, Allen, has been building metal buildings for 40 years and does a precise job. Lloyd helped quite a bit. With one big overhead door, David has plans. He and Lee hauled off the rubble from the old barn which was literally falling in, and built a good solid pad. A new barn and a new bull from MGM Angus in Nebraska, our third easy calving bull but that's a whole other story...

An early 4th of July celebration yesterday evening at our grandson's home and another tomorrow evening at our daughters. I don't like fireworks but the food and fellowship was great and our 15 month old grandson is entertaining.

Sobering thoughts, may we remember the "why" of Independence Day and the countless sacrifices that are still being made. Wars continue and precious lives lost. Always count our blessings and take care in this busiest of times. Smiles are good and a friendly "hey" can help a hurting heart.

New this morning I just found old "Granny Cow" with a new heifer calf. Our "one more year cow" we kept one year too many. She's lame, must be at least 17 and one of the best. She'll never leave the place, sometimes my heart overrules my head.

Just a small slice of life on Dempsey Road.

Happiness
Not in another place
But this place
Not for another hour
But this hour.
Walt Whitman

WELCOME

KLICA welcomes the following new members who have joined since April 1, 2017. Our members are important to us.

Conservation Contractor Members:

- Heinen Dozing - Axtell, KS
Jeff & Amy Heinen
- Matador Cattle Company, Inc. - Princeton, KS
Cody Burkdoll



Kansas Land Improvement
Contractors Association
850 U.S. Hwy 77
Marysville, KS 66508

Important dates for your calendar.

- **August 5, 2017**
KLICA Quarterly Business Meeting
Four Points by Sheraton
Manhattan, KS
- **January 28 - 30, 2018**
KLICA Winter Convention
Four Points by Sheraton
Manhattan, KS

