



# KLICA News & Information

Kansas Land Improvement Contractors Association

## Meet KLICA

### KLICA Officers

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**District 4 Vacant**

**David Orear**

**Greg Thole**

**Keith Babcock**

**Associate: Gabe Gantz**

## President's Message: Clem Karlin, KLICA President



### HIDEE HO MEMBERS

We have been through the first part of the year with many changes occurring. Who would have thought.

We cancelled our first quarterly board meeting because of Covid-19. We are trying to get the second quarterly meeting together in July depending on the number of people that we can allow to gather, and are trying to make it an outdoor meeting picnic style.

I attended the meeting in Las Vegas and it was good along with ConExpo-Con/Agg. The Vegas streets were crowded and good attendance at the meeting. Two weeks later it was all deserted. The only new news from the meeting is that the septic program has been abandoned because of lack of interest.

The Covid-19 virus has affected everybody and left a lot of unemployed citizens. Some people are trying to get the government to provide everything for the people which is socialism.

Will the government be able to provide support for the soil conservation programs, highways and other assisted programs?

These are all questions that are asked and we will hopefully be getting these answers in the near future.

I hope everyone is able to stay safe and healthy. Please, all of you be careful out there.

Becca says HI!



I am sure all of our pets are enjoying the stay at home orders much more than we are. They get extra treats and belly rubs.

Clem Karlin

## Member Benefits Issue

With the current state of inactivity due to the coronavirus pandemic there is not a lot to report in this newsletter. I thought this might be a good opportunity to provide the full spectrum of benefits available to LICA members. Our national office, specifically Jerry Biuso, works hard to continuously find new and better benefits for LICA's Contractor Members. Although we have summarized these in previous issues this issue contains the full page informational sheet for each benefit from the national website. Take a look through these and see if there isn't something you could take advantage of to benefit your business, yourself, or your family.

**Jon L Ungerer**  
**Executive Director**  
**850 U.S. Hwy 77**  
**Marysville, KS 66508**  
**785 221-8697**  
**jungerer@kansaslica.com**

**www.kansaslica.com**

# LICA Member Benefits



## 2020 LICA PROGRAM



Mack Trucks is pleased to offer the "Let's Build!" program to LICA Members



### Exclusive Program Benefits

**FREE Engine Plan 2, Chassis Plan 2 and EATS (Engine Aftertreatment System – Emissions)** when the unit is financed with Mack Financial Services (MFS).

Let's Build 2020 Program includes the following coverages:	Term / Mileage
Engine Plan 2	48 mo / 250K miles
EATS	48 mo / 250K miles
Chassis Plan 2	48 mo / 250K miles

#### MFS Finance Features:

**TRAC Lease options** and **up to 72 month terms** for qualified buyers

**\$2000 Association Loyalty Reward** for LICA Members with the purchase of any eligible Mack truck. This offer is limited to 5 trucks per customer per calendar year.

**Eligible Vehicles:** 2019, 2020, 2021 MY - Mack Granite® GR series, LR and TerraPro models only. Does not include MHD.

**Program Period:** Eligible vehicles must be retailed and warranty registered by December 31, 2020 and funded by MFS by January 31, 2021.

**For additional details see your local Mack dealer today!**

Payroll Services

### BenefitMall Construction Payroll

**Payroll Services Built for the Trades.**

BenefitMall has focused on meeting the unique needs of construction and related industries, since 1980. Our flexibility and experience allow us to offer customized solutions to fit your company's needs. We simplify business management through innovative construction payroll solutions that ensure that your employees are paid accurately, and timely.

We speak your language when it comes to payroll. Our experienced staff of courteous Payroll Specialists will simplify your payroll processing experience, from check processing to comprehensive management reports that will help you manage your business efficiently and effectively. Spend more time concentrating on the success of your business when you transition your payroll to BenefitMall Construction Payroll.

**REPORTING**  
Access a full range of standard and industry specific reports such as: Union Benefits, Workers' Compensation, Job and Labor Costing.

**TAX PACKAGE**  
Streamlines the tax filing service for federal, state and local government agencies with direct debit of tax liabilities, quarter and year end filings, and ready to mail W-2s.

**CUSTOMIZED PAYROLL INPUT**  
Enables you to choose the method most convenient for you to either fax, phone or securely input online.

**GENERAL LEDGER INTERFACE**  
Effortlessly provides general ledger or job costing interface compatible with construction accounting packages.

## Bridgewell Health

LIMITED BENEFIT PLANS



Land Improvement Contractors of America is pleased to offer three unique limited benefit plans through Bridgewell Health that cover all the bases for Minimum Essential Coverage but also go further, offering limited outpatient and inpatient medical benefits for employees - with tangible benefits that they will appreciate!

#### YOUR SOLUTION FOR SAVINGS:

- Guaranteed-issue rates.
- Available for full-time and part-time employees.
- ACA-compliant Minimum Essential Coverage.
- 24/7/365 telephonic doctor consultation services at no cost.
- Includes primary care and specialist office visit benefits.
- Other benefits include coverage for outpatient lab, emergency services, outpatient surgery and inpatient hospitalization.
- Minimal participation requirements (2 or more enrolled)



Learn More

**GET A QUOTE TODAY**

The Bridgewell Health Affinity Programs team will work with your organization to develop a custom-tailored, ACA-compliant group health benefits solution that delivers real value over a multi-year period of time. Learn more about our affordable,

group health insurance program, designed to provide LICA members with increased flexibility in offering great group benefits for full-time and part-time employees that will work within your budget! Learn more by calling (833) 202-6495.

## LICA Member Benefit

### Buy and Sell Equipment with the Inventory Management System

### The Starting Point For Everything

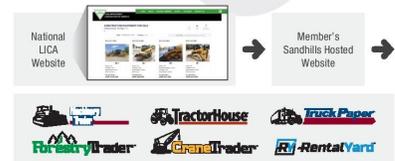
LICA Members can now buy and sell equipment on the National LICA website for FREE using the Inventory Management System from Sandhills Global. The Inventory Management System allows members to list any and all equipment with a description, photograph, price and contact information. It also allows members to advertise their equipment on Sandhills' websites like: Machinery Trader (for a fee, see 50% off First 2 months of a 4-month advertising program).

#### ADD INVENTORY

Members add inventory via Sandhills Cloud's Inventory Management application provided to LICA Members at no cost.



#### INVENTORY INSTANTLY TRANSFERRED TO . . .



LICA Members work with Sandhills representatives for setup and training of Sandhills Cloud's Inventory Management application.

Inventory Management users will also qualify for FleetEvaluator discounts. **FleetEvaluator**



Contact a Machinery Trader representative for complete details. 1-800-247-4988 [www.MachineryTrader.com](http://www.MachineryTrader.com)

WWW.BRIDGELLHEALTH.NET | 833-202-6495  
AFFINITY@BRIDGELLHEALTH.NET

LICA Member Benefits

**Land Improvement Contractors of America**  
**LICA**  
ADVANCED BY PROFESSIONAL ORGANIZATION  
SINCE 1914

**LICA Member Benefit Promotion**

**FIRST 2 MONTHS 50% OFF!**

Offer valid with a 4-month advertisement commitment.\*

\*Offer is limited and some exclusions apply. Contact a Machinery Trader representative for complete details.



**Machinery Trader**

**1-800-247-4898**  
**MachineryTrader.com**

**Auction Results**

**AuctionTime**

**Rij-RentalYard**

**TractorHouse**

**TractorParts**

**TruckPaper**

**CranesTrader**

**OILFIELDTRADER**

**ForestryTrader**

Powering Associated Software:

**FleetEvaluator**

Partnered With:

**SmartEquip**  
Be Ready.

**Secure the future for your family ... your business ... your dreams**

*"If you line up one hundred amazing entrepreneurs, as astonishing as it seems, few will have a ribbon around their affairs."*

Every job needs the right people, the right resources, and the right plans. When it comes to "putting a ribbon around your affairs," Coast to Coast Financial Network has the specialists, the passion and the skills to put the foundation you desire in place:

- No fee initial consultation
- Business succession and continuation plans
- Estate and wealth transfer strategies
- Buy-sell arrangements
- Insurance/risk management reviews and brokerage
- Key employee retention strategies
- Charitable legacy and private family foundation plans
- Private wealth management and investment advisory services

All our plans are personalized and begin with a heart-to-heart discussion. Get to know us and learn what we will do to help you get the job done.

Contact the National LICA Office or your State Chapter.

*We are proud to announce*

**The New LICA Benefits Platform**

After six months developing The LICA Benefits Platform, in conjunction with NFP, we have assembled a wide range of valuable benefits and discounts for LICA members!

For Access to the LICA Benefits Platform  
Email: [Anational.LICA@gmail.com](mailto:Anational.LICA@gmail.com)

*A few of the many benefits and brands available to LICA members...*

Apparel & Accessories	Electronics	Home & Family
Auto & Home Insurance	Entertainment	Home Buying & Selling
Beauty & Fragrance	Finance	Insurance & Protection
Business & Office	Flowers & Gifts	Legal Protection
Cell Phones	Food	Pets Insurance
Discounts & Rewards	Go Green	Sports & Fitness
Education	Health & Wellness	Tickets

For additional assistance call: (877) 240-3850  
Monday-Friday 9am-5pm EST

**Cat® Machines Are Built to Work and Built to Last.**

**And to prove it, your next new Cat machine comes with extended powertrain protection... at no cost to you.**

Your powertrain will be covered for up to three years or 5000 hours <sup>(1)</sup> so you can:

- » **Work Confidently** backed by the power of the earthmoving equipment leader
- » **Control Costs** avoiding the expense of covered repairs
- » **Safeguard your investment** entrusting your machine to trained technicians whose service expertise and accurate recordkeeping can boost resale value
- » **And it won't cost you a thing!<sup>(2)</sup>**

**What's included?**  
The plan covers parts and labor for powertrain component failures caused by defects in materials or workmanship. This includes:

Basic engine, transmission, torque converter/divider, drive line, differential, drive axles and final drives.	Hydraulic drive pumps and motors on excavators and machines with hydrostatic drive or differential steering.	Brake components that also provide steering on track-type tractors and track-type loaders. <sup>(3)</sup>	Service brake components that are internal to covered powertrain components.
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Contact the National LICA Office or your State Chapter for complete details

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

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# LICA Member Benefits



## New Member Discount!

Company \_\_\_\_\_  
 Name \_\_\_\_\_ Date \_\_\_\_\_  
 Address \_\_\_\_\_  
 Phone \_\_\_\_\_ Email \_\_\_\_\_

### Welcome to LICA

As a Contractor Member since 1981 and an Associate Member since 2009 we know what a positive difference LICA can make on your business. Clean Fire Distributing is offering you a **\$50.00 per case discount** on Clean Fire Diesel fuel additive to help you lower your fuel and maintenance costs. This offer ends December 31, 2018

Call 888-892-1811 or email [cleanfiredist@petrocon.net](mailto:cleanfiredist@petrocon.net) to take advantage of this offer. Be sure to mention this correspondence to receive your discount.



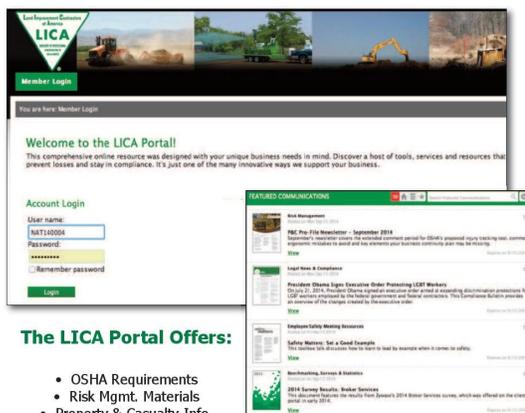
*Jim Pruss*  
Vice President of Distribution



## The LICA Portal

Safety material at your fingertips.

Each LICA Contractor member has access to the Zywave Resource Library. Log-in to your personalized LICA Portal & you can search for safety materials as well as view an up-to-the-minute newsfeed tailored to your business.



### The LICA Portal Offers:

- OSHA Requirements
- Risk Mgmt. Materials
- Property & Casualty Info.
- ...and so much more

Ready to download, print and customize for your needs!



### OUR COMMITMENT:

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

### CAT® REPLACEMENT PARTS PROGRAM



Petrocon has launched a brand new CAT® aftermarket replacement parts program. This national offering will be a full comprehensive program to replace OEM Caterpillar® parts at substantial savings to our contractors. Expected savings are 20-40% over OEM parts. This program provides outstanding savings and exceptional support to get orders quickly and accurately.

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



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

To simplify ordering, you can use the CAT® part numbers and search for items and build your list, from seals and bolts to all hard parts. To get a quote, please email your CAT® parts number, Make & Model of machine, Engine Serial # and Arrangement if ordering rebuild kits to: [orders@petrocon.org](mailto:orders@petrocon.org)

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

DISCLAIMER: Caterpillar® and CAT® are trademark and copyright protected. Reference to Caterpillar® and CAT® are for reference only, and this program is not a Caterpillar OEM parts program. This program is a replacement program for Caterpillar® aftermarket parts from CTP, Costek Tractor Parts, which is not owned, endorsed, or affiliated with Caterpillar®.

### PRICING

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

### OUR COMMITMENT:

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

*Joseph D. Guisasa*  
President

### PETROCON COMMODITIES PROGRAM

**PETROCON FUEL CARD PROGRAM**  
Access one of the largest fuel networks in the country. Our fuel program offers rebates on fuel purchases from .5 to 6 cents per gallon. They all the pump or have your fuel delivered. Many of our members are taking advantage of our fuel consulting program that shows you how to purchase your fuel most cost effectively. Potential savings up to 15%.

**PETROCON NATIONAL OIL PROGRAM**  
Implement a national account oil program to buy the most efficiently and most economical way possible. All lubricants and greases are available to you in all bulk and package sizes. Typical savings is \$1 to \$2 per gallon.

**PETROCON NATIONAL TIRE PROGRAM**  
Buy effectively through our national tire program. This program provides tires and tire services throughout the U.S. with national account pricing as a Petrocon member. Typical savings is 20%.

**PETROCON CHEMICAL**  
National Antifreeze Program with the largest coolant supplier in the world. Buy most effectively, all coolant technologies with savings available to keep your engine running most efficiently. Look for our windshield wash, brake cleaners, carb cleaners, penetrating chemicals to be available nationally. Typical savings is 20%.

**PETROCON ENERGY**  
Our program puts you in the most competitive position possible. Buy electric right from the grid or natural gas right from the pipeline through our member group program. Only 1 month electric & gas bill needed for complete savings pro-forma. Typical savings is 10-20%.

**PETROCON CELLULAR**  
Our top wireless expense management program offers selected members up to 40% savings on your monthly cellular bill. 3 months of cellular bills (pdf format required) will provide a complete savings pro-forma. Typical savings is 20-40%.

**PETROCON WASTE MANAGEMENT**  
National wholesale program for dumpsters, roll-offs, compactors, and hazardous materials. From construction materials to logistics, our consulting team will help you with savings and compliance. Typical savings is 20%.

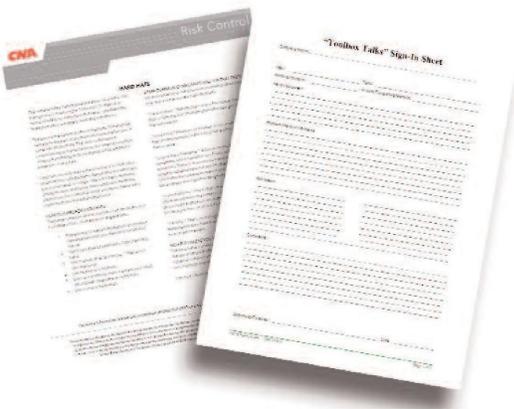
# LICA Member Benefits

## LICA Contractor Safety Management Plan

The purpose of this comprehensive safety manual is to provide LICA members with recommended safe operating procedures and to outline techniques that are essential for the protection of the industry's greatest asset "its people and equipment."

It is designed to be your individual company safety program or supplement to your existing program. It contains toolbox talks, equipment and jobsite inspection forms and much more.

For your convenience a complete CD of the manual is included. This manual is worth thousands of dollars and is FREE to every contractor member.



## LICA Member Equipment Financing CurrencyFinance

## CURRENCY Finance

- No prepayment penalties
- Little to no money down
- A-D credit portfolios
- Selectable terms up to 72 months
- Finance options up to \$150,000
- 0% for 90 days working capital program available
- Financing for members and their customers who want to purchase equipment



## LICA Member Credit Card Processing CurrencyPay

## CURRENCY Pay

- Multiple payment method options: credit card, debit card, ACH, e-Check and POS
- Dedicated account manager ensuring exceptional customer service
- Complementary bluetooth card reader or POS terminal
- No contract or commitment with transparent, flat processing fee
- Rebates for processing - reduce your fees to 0%
- One time \$10 sign up fee

### RATES

2.49% card present +  
\$3.0 transaction fee

3.49% card not present +  
\$3.0 transaction fee

FIXED rate across all card types  
(Visa, Discover, MasterCard, AMEX)

Contact a Machinery Trader representative for complete details. 1-800-247-4898 www.MachineryTrader.com www.GoCurrency.com



**SELL DIRECTLY**  
from your website with Sandhills eCommerce. Turn your website into a convenient place for your customers to shop.



### CLICK TO BUY

A Buy Now button appears next to items you want to sell from your website.



### CHECKOUT

Customers fill out shipping and payment information on your website.

Payment options include:

- Credit or Debit Card
- ACH Routing
- CurrencyFinance

Powered by **CURRENCY Pay**



### INVOICING

Sandhills' eCommerce service automatically generates email invoices to both the buyer and seller. Simply use the Sales Management app in the Sandhills Cloud to process the sale. There is a 3% + credit card fee per transaction.



## LICA Member Benefit Promotion

**FIRST 2 MONTHS 50% OFF!**

Offer valid with a 4-month advertisement commitment.\*

\*Offer is limited and some exclusions apply. Contact a Machinery Trader representative for complete details.



1-800-247-4898  
MachineryTrader.com



Contact a Machinery Trader representative for complete details. 1-800-247-4898 www.MachineryTrader.com CurrencyPay.com



Powering Associated Software:



Partnered With:





## On the Other Side of the Dozer Blade

by Margaret Smelser



The trees in the backyard are tossing, in protest of the cold north wind. Sunny today, but a frost warning. Plants I bought are still inside, I have too many outside to cover. Persistent showers have meant off & on work for David and Lee.

Such a frantic time we're living in. When I wrote for the last Newsletter the virus was just beginning. How little I knew. Our scattered family members are all OK, including the two new grands, both born on March 23rd. Lloyd and I were in Oskaloosa to pick up our tax papers; a Harvester semi was parked in a side street, passing out food supplies to a line of cars blocks long, with an officer doing traffic control. No one expected food shortage.

The work continues varied for David and Lee. They recently installed a 60 foot tube in a timbered area, to make a field access road. Lloyd and I went to watch. The tube was part of an old "stand pipe", Lloyd and David bought years ago. They had the 7, skid steer, backhoe, and track hoe; 2 men, 4 machines. Another job pronounced, phenomenal. They unplugged an overflow pipe in a pond where beavers had plugged it. Remembering the tragedy last year when a young man originally from our area, was pulled into a pipe and drowned, David took safety equipment along.

Another day, they pushed over a bee tree, and left to let the bees settle down, pushed over another tree and found a family of 7 baby racoons, four survived. Racoons are a terrible nuisance, but David felt bad for the little critters. Another day they were dodging gas lines and wells north of McLouth, where there is a large natural gas storage area. But this one tops them all for being different.

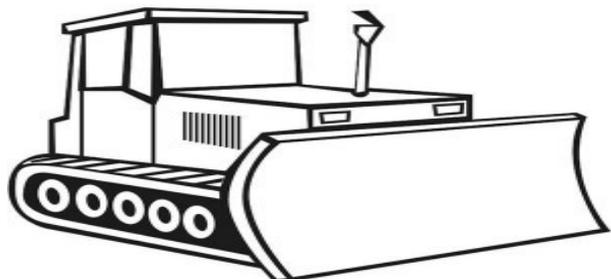
A call from a customer who has recently built a winery near I70 the 627. A scrapper was on site to work on a large parking lot. He wanted it parked in a nearby field, partially filled with dirt, to anchor a huge kite! This would be attached to a 300 foot tow rope; an American Flag, 3 ball fields long. For some reason it didn't happen as planned, and David had to go dump the load before the predicted heavy rain. When you think you've heard everything...

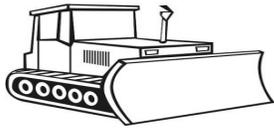
A long time friend died last week. And now we are 5-6 good friends, dated together, seen our families grow up, celebrated birthday, and anniversaries; we all made 70 years of marriage. Forever friends - Warren was a farmer and heavy equipment operator.

We got our *cattle "worked" last week, a perfect weather day, calm cattle, calm crew, good vet; always glad for that job well done. Will there be any market for our little bunch? We count on them for taxes and insurance, but what of the big herds and feed lots overflowing. Hamburger \$6.00/lb locally. Ours is homegrown, grass fed.*

A good visit recently with Dale Faelber was a surprise.

I have a beautiful bouquet of Iris on the table. I didn't need flowers for Mother's Day. So many in the yard, and Jeans good mowing makes a pretty picture. Cont.





## On the Other Side of the Dozer Blade cont.

by Margaret Smelser

I did spend part of Monday morning in the kitchen with George Jones, listening to a gospel record, a Mothers Day gift. Country gospel, my favorite! No one could sing like George.

To all you Moms, Grand moms, and Great Grand Moms; I hope your day was good. If there ever was a time when moms, dads, and all are needed it is now. And to you who have an "empty chair" take comfort in the memories.

Through these trying times do all the good you can, and Lord blessed the smallest deed. To all you out there moving dirt, don't let the rush of work, rush you to the emergency room.

## Kansas Ag Stress Resources

With the stressful times many of us are facing Kansas has set up a website specifically for Kansas agricultural producers to find support and assistance with ag-related stress. This site has mental health resources; specific support resources for men, women, teens & young adults, farmer veterans, farm families, and aging adults; services; and help someone tabs.

The Kansas Suicide Prevention Line 1-785-841-2345 is prominently displayed on the site as is the Crisis Text Line - Text "HOME" to 741741. Both services are available for voice or text support 24 hours a day 7 days a week.

There are links for resources related to the Coronavirus Covid 19.

With the stress ag producers face daily but especially during these times, please don't hesitate to utilize these resources and share them with those you know.

<https://www.kansasagstress.org/>

**KANSAS**  
Ag Stress Resources

For free 24/7 support, call 1-800-447-1985  
Regional Concern Hotline

HOME FAMILY SUPPORT MENTAL HEALTH SERVICES RESOURCES OUR PARTNERS

# YOUR FIRST CHOICE.

- » Sales, rental, service & support of the full line of Cat® building construction, paving & compact construction machines & engines.
- » Parts & service for any engine or machine.
- » Total truck maintenance.
- » Electric power generation.
- » Cat and non-Cat rental machines & equipment.
- » Trimble® machine automation & productivity tools.
- » Remote machine monitoring.
- » Engine & component rebuilds.
- » Machine & radiator shop services.
- » Technical & safety training.

<b>Chanute</b> (620) 431-3600	<b>Dodge City</b> (620) 225-4121	<b>Liberal</b> (620) 626-6555	<b>Salina</b> (785) 825-4661
<b>Colby</b> (785) 462-3913	<b>Great Bend</b> (620) 792-5246	<b>Manhattan</b> (785) 537-2101	<b>Topeka</b> (785) 266-5770
<b>Concordia</b> (785) 243-1960	<b>Kansas City</b> (816) 753-5300	<b>Olathe</b> (913) 393-0303	<b>Wichita</b> (316) 943-4211

**Foley Equipment** **CAT**  
FoleyEQ.com

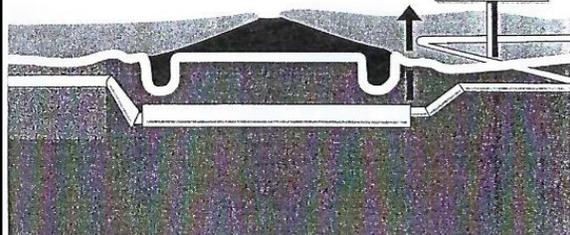
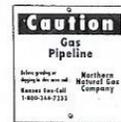
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## Communicate Before You Excavate

**B**uried natural gas pipelines may not be where you expect them. In fact, their direction and depth can change rapidly in a short distance. To avoid poten-

tially serious accidents when ditching, drilling, driving posts or any earth-moving activity, take these precautions before work begins.

- In Kansas, call 1-800-344-7233 or 811
- Kansas One-Call 1-800-DIG-SAFE or 811
- Remember, don't guess the location or depth of our pipelines.



## Northern Natural Gas Co.

To report a natural gas emergency:  
**CALL 911 & 1-888-367-6671**

## What's missing from this Newsletter?

A list of new members.

Unfortunately we have not gained any new members from the last newsletter. Do you know any contractors/landscapers out there who you think could benefit from membership? This newsletter and the list of LICA Member benefits might be just what is needed to convince them to join. If you would like share your newsletter with them or let me know and I'd be glad to send them one. Let's get the word out about KLICA membership!

### Membership Application Below



Kansas Land Improvement  
Contractors Association  
Membership Application

Date: \_\_\_\_\_

Company Name: \_\_\_\_\_

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_ Spouse: \_\_\_\_\_

Street Address: \_\_\_\_\_

Mailing Address if different: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Business phone: \_\_\_\_\_ Cell phone: \_\_\_\_\_

Fax: \_\_\_\_\_ Home phone: \_\_\_\_\_ Email: \_\_\_\_\_

Sponsor: \_\_\_\_\_

Annual Dues:	Contractor	Associate	Special
Circle Applicable Member Type	\$325	\$250	\$40

Contractor Services Provided:

<input type="checkbox"/> CUI Cable/Utility Line Installation	<input type="checkbox"/> OSW On-Site Waste Treatment
<input type="checkbox"/> DB Directional Boring	<input type="checkbox"/> PD Ponds/Dams
<input type="checkbox"/> DI Drainage or Irrigation	<input type="checkbox"/> R Reclamation
<input type="checkbox"/> EC Erosion Control	<input type="checkbox"/> SEP Septic Systems
<input type="checkbox"/> EXG Excavation or Grading	<input type="checkbox"/> SP Site Preparation/Development
<input type="checkbox"/> GR Gravel/Rock Production	<input type="checkbox"/> SWU Sewer/Water/Underground Utilities
<input type="checkbox"/> LL Land Leveling	<input type="checkbox"/> TH Trucking/Hauling
<input type="checkbox"/> LS Landscaping	<input type="checkbox"/> TW Terraces/Waterways
<input type="checkbox"/> ODW Open Ditch Work Crane Service	<input type="checkbox"/> WM Water Management
<input type="checkbox"/> Dealer/Service Company/Consultant/Insurance/Other	

Annual dues are due and payable on a calendar year basis, prior to January 1 of each year. KLICA dues for new contractor members joining after March 1 are paid up for the next full calendar year.

Return Application to: Jon L. Ungerer, Executive Director  
 Kansas Land Improvement Contractors Association  
 850 U.S. Hwy 77  
 Marysville, KS 66508

Contact Phone: 785-221-8697  
 Email: [jungerer@kansasilica.com](mailto:jungerer@kansasilica.com)

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**Rick Gosser**  
 Crawford Drainage  
 ADS Contractor

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The following are from Reader's Digest:

My husband and his sister are notorious yakkers. They can hold court on any subject. One day, he called her. All he had to say was "Hi," and that launched her into a marathon session, going on about this, that, and the other. When she finally paused to come up for air, she had one question: "Who am I talking to?" —Christine Hohman

A man goes to the doctor, concerned about his wife's hearing. The doctor says, "Stand behind her and say something and tell me how close you are when she hears you." The man goes home, sees his wife in the kitchen, cutting carrots on the countertop. About 15 feet away he says, "Honey, what's for dinner?" Nothing. He gets halfway to her and repeats the same question. Nothing. Very concerned, he gets right behind her and asks again "What's for dinner?" She turns around and says "For the THIRD time, beef stew!"



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## Rambling Thoughts of an Executive Director

The coronavirus pandemic has sure caused a change in where we thought things would or might be at this time.

The 2020 Kansas LICA Directory is out. Added quite a bit more color to it this year and I hope it's a product that everyone can be proud to be a part of. Thanks to all our advertisers and to all members who represent KLICA. The directory is for and about you so if there's anything you'd like to see different/improved/changed please let me know.

What's not included in the pages of member benefits is the LICA Contractor magazine with great articles for contractors and anyone with an interest in the industry. And of course the association and comradery of other like minded individuals in the industry. It is that association and the ability to exchange ideas and learn from your peers that is immeasurable as a benefit. I worked with contractors for much of my 30+ year career with USDA and while I was aware they had an organization, I never realized how willing they are to share ideas/innovations/information that would benefit their fellow contractors.

On the national level one change being looked at is the contractor work codes. There have gotten to be quite a lot of them and they have gotten a bit unwieldy - especially for the national level trying to keep up with all the chapters. Hopefully we can get them paired down to a manageable number consistent across all chapters and national.

As I'm sure you all are, I'm disappointed Niagara Falls was cancelled. Kathy and I have never had a passport and we got them in preparation for being world travelers - or North American anyway! Looking forward to using them when it's rescheduled or maybe I can talk her into taking a ride North in the meantime!?

Hope your summer is going well and you are staying well. Take Care.

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

## Important Dates for your Calendar.....

- **July 25, 2020 10:00 am**  
**KLICA Summer Board Meeting**  
**M&R Grill**  
**Abilene, Kansas**
- **July 7-11, 2020**  
**National LICA Summer Meeting**  
**Sheraton Niagara Falls**  
**Niagara Falls, New York**
- **January 24, 25, & 26, 2021**  
**KLICA Annual Convention**  
**Hilton Garden Inn**  
**Salina, Kansas**
- **February 9-13, 2021**  
**National LICA Winter Convention**  
**Holiday Inn San Antonio Riverwalk**  
**San Antonio, Texas**

