

UTAH GROUND WATER ASSOCIATION

The Advocate
SPRING 2018 EDITION

LETTER FROM THE PRESIDENT

KYLE WIDDISON

DO YOU REALLY WANT TO MAKE MONEY? PART TWO

Tip #3. FIND A MENTOR / BE A MENTOR.

This is perhaps one of the tougher things to embrace. We are all aware that as a group we can do more and accomplish more than we ever could as a bunch of competitors that tussle and grumble at and about each other. As a young man first working in the business I went to work for my next door neighbor, Dewey Petersen. I was just 12 years old and of course knew nothing about this industry. At a point very early on Dewey would often tell me to "watch and learn". This time in my life was exciting as there was so much to learn, places to see and challenges to be conquered. Dewey had 3 brothers and I worked and learned from each of them. I did listen, watch and learn. I worked for them from 1967 until 1979 at which time I ventured out on my own. I had just been married for a year and we had a 1 week old daughter when I came home and announced to my bride. "I think I'll quit my job and try this on our own!" I realized pretty quick that I still needed to learn and really needed help. I could no longer talk daily with Dewey and so I needed a new mentor. Without really thinking about it I picked Louie Lee. Louie and I became fast friends and for the rest of his life we talked nearly every day. As it turned out we really ended up helping each other. I think back on both of these men and other friends with a smile on my face. They both really did help me get a start in this life and in business. After Louie's and his dear wife Jackie's passing I realized that I missed them but still needed a close friend to bounce ideas past. By this time I had also

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LETTER FROM THE PRESIDENT KYLE WIDDISON

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become friends with Alan Lang and my association with him has also vastly improved my knowledge and really all of these men have made me a better contractor. They all helped me to see what was possible.

This continues for me today. The list of friends and family that have assisted and encouraged me over the years include my father Arch G. Widdison, H. Dewey Petersen, Kenneth L. Lee, Paul Vanderlinden and Alan Lang. There are many others of course but these men have had a tremendous positive impact on me. I am now one of the older ones and I still realize that the old saying "two heads are better than one" still rings true. This requires you to have trust in someone else. Trust that they won't betray you. This trust is mostly earned by being loyal yourself and by making this relationship one that benefits both parties equally. It will not be perfect every day but if you show trust and can be trusted it will enrich your life. I have often gotten into a tough spot and having someone to discuss the problem with can really help you to make better decisions. That second opinion or point of view has made all the difference for me. From each one of these men I clearly remember many nuggets of wisdom and have hope that I may have reciprocated by passing some wisdom to each of them. You may not always follow or even like the council given but at least you will have seen a different way of looking at the issue at hand. You can then choose wisely.

On a related topic I recently have been asked by my local church leaders to be a facilitator in new resource started by the church called the "Self Reliance Initiative". As a facilitator it is not my task to teach or train on the principles of self reliance but rather to sit and council with a small group of people that want to improve their own lot in life. I am only there to help guide the conversation in a way that each person can discover for themselves the things each one does that may be counterproductive and to see a way forward to try and change some of the habits that restrict our own growth. In many ways we are all our own worst enemy. We have hope that with a little honest self reflection and thought that positive changes can be made. If so then society as a whole improves.

Tip #4. TEACH YOUR CUSTOMERS.

This tip can be a bit tricky to do and requires patience and a cool head. The way to do this is to realize that you can't get, nor do you want, every job you bid. If you have the attitude that

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LETTER FROM THE PRESIDENT KYLE WIDDISON

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you will spend time to bid all of these jobs, even those you can't do or don't want to do, has some real advantages. Bidding can be time consuming and frustrating, especially when you are not successful. If you are always or almost always the low bidder then it's most likely that you are working too cheap. If you get half of the jobs you bid, you just might be pricing yourself correctly. Make sure that you don't discuss your bids with your competition as that's illegal but if you do come to know your true costs (Tip #2 from previous newsletter) you can start to make a bit more money and may actually be able to turn a profit. If you bid some jobs way too high then everyone knows that you didn't want the job and it can have the opposite effect from what you are trying to teach. However, if you spent the time required to submit a responsive bid that truly reflects your costs with a reasonable profit then you may have a bit less work but will be more profitable. This approach has two major positive results. 1. Your fellow drillers will be able to make a profit on their jobs. 2. The customer will come to understand that a quality product is something that they need to pay for. There is no free lunches for any of us. This is hard work and how you prepare your bid is just as important as how you drill the well.

Our world has changed and our work environment has also changed dramatically. Your public image is becoming more important. How your equipment looks on the site, maintenance routines, employee relations, the housekeeping you employ are vital to your success. Safety and security of your sites are no longer just an afterthought. These things combined will often make the difference when the customer is trying to choose a contractor. You can and should become a top shelf contractor and will actually be more profitable. As I said this is hard work and requires considerable effort, planning and many sleepless nights. If you follow these principals and don't wavier when it's tough it will not only improve your own situation but everyone around you will also benefit. I assure you it's worth it. Good luck.

M. Kyle Widdison

President UGWA

widdisonturbine@gmail.com

2018 Moab PED & Summer Retreat

June 8th at

The Moab Valley Inn and Conference Center

Please join us for this year's Moab Professional Education Day & Summer Retreat. We will be offering 6 hours of CEUs, combined with a fun family get away. This will be a great way to get to know and reconnect with others in our industry while enjoying some family fun in sunny Moab. We can't think of a better way to kick off the summer. You won't want to miss this one!

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Friday, June 8th

**8am Registration & Networking
9am-12am CEU Classes
Noon— Lunch
1pm-4pm CEU Classes
5:30pm BBQ and Social**

Saturday, June 9th

**8:00am-Noon ATV Ride
Noon-2:00pm Taco Lunch**

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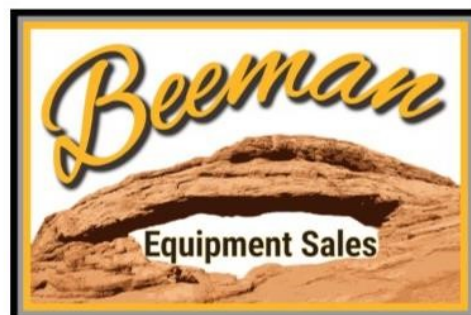


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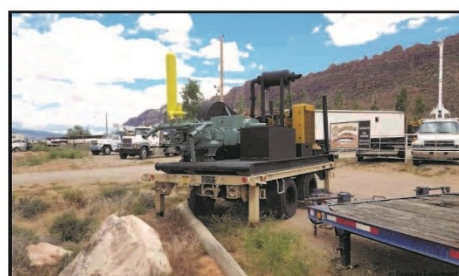
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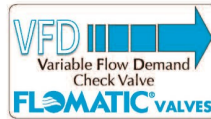


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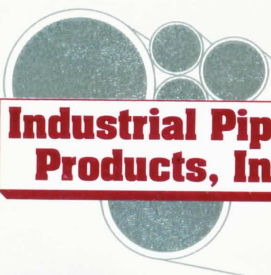
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Project Site Photographs

If you have a project site you're proud of, please consider submitting a photograph for inclusion in the next UGWA Newsletter.

Submissions can be sent to:

UGWA Newsletter Editor — Ian Schofield
ian@loughlinwater.com



Project Site Photographs



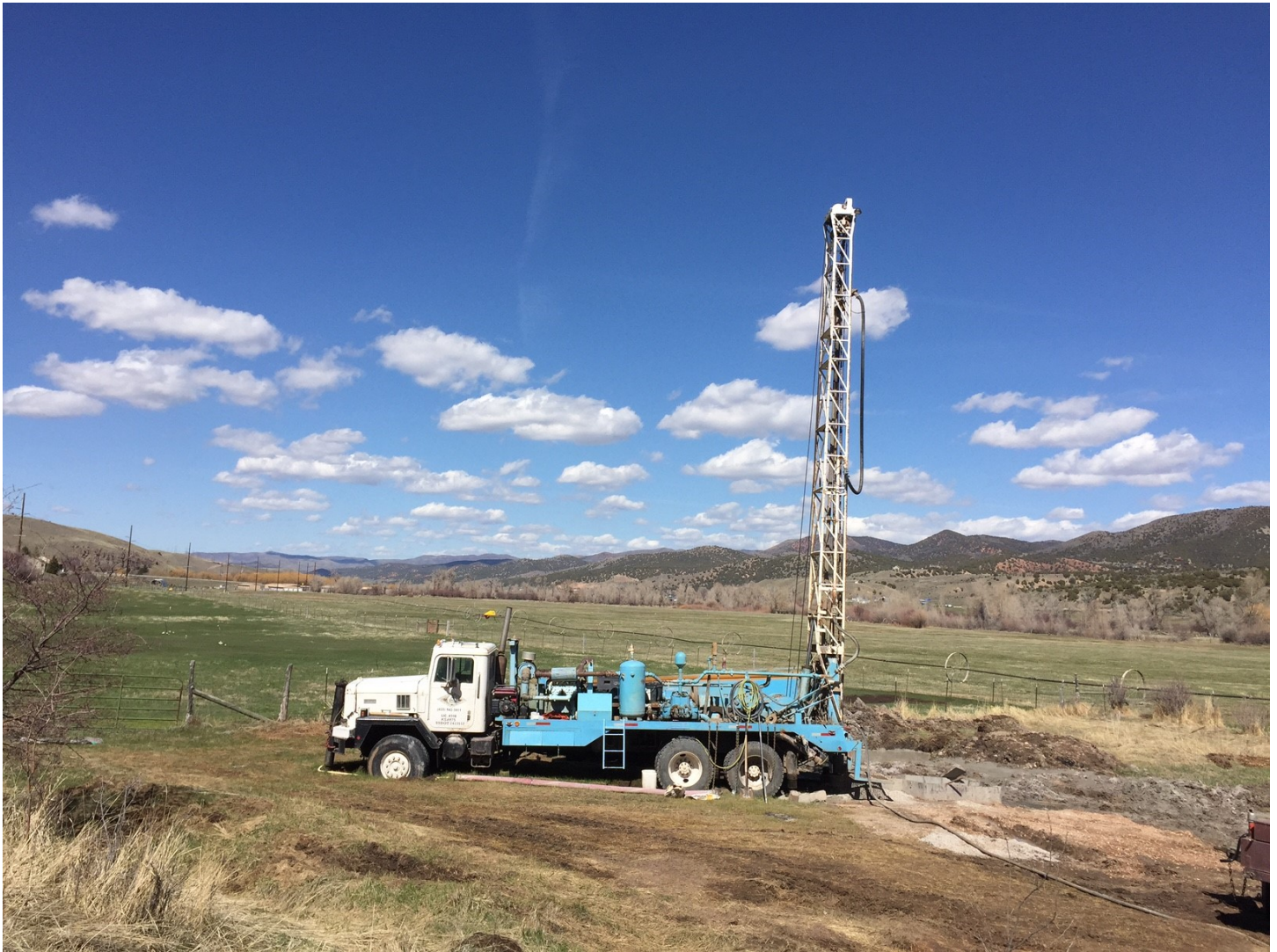
Well Owner:	Jordan Valley Water Conservancy District
Project Location:	Sandy, Utah
Pump Contractor:	Widdison Turbine Service
Project Description:	Rehabilitation & Chemical Treatment Extremely tight project site conditions required rig to be lifted and set in place with crane.

Project Site Photographs



Well Owner:	Young Living Farms
Project Location:	Mona, Utah
Pump Contractor:	Anzalone Pumps, Inc.
Consultant:	Bowen Collins & Associates
Project Description:	Three week constant rate test at 2,500 gpm from 12-inch diameter irrigation well with a submersible pump.

Project Site Photographs



Well Owner:	Bridge Hollow Water Association
Project Location:	Below Rockport Dam, Utah
Drilling Contractor:	All Wells Drilling
Consultant:	Cascade Water Resources
Well Specs:	Casing 8" OD X 410' TD
Project Description:	New well installation. Photo taken during grout seal witness performed by Loughlin Water Associates.

Project Site Photographs



Well Owner:	Professor Valley Field Camp Canyonlands Field Institute
Project Location:	Professor Valley, Utah
Drilling Contractor:	Desert H2O
Consultant:	Loughlin Water Associates
Project Description:	Planned public water supply well however, poor water quality was encountered and well will be abandoned.

UTAH GROUND WATER ASSOCIATION

Membership Application

RENEW or JOIN ON-LINE at WWW.UTAHGROUNDWATER.ORG or
MAIL THIS COMPLETED APPLICATION WITH YOUR PAYMENT of \$60 to:
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MEMBERSHIP TYPE (CIRCLE ONE): A B C D E F

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Membership Types

- A. CONTRACTOR:** Any person doing business and licensed to drill, either water wells or ground water monitoring.
- B. PUMP INSTALLER:** Any person doing business and licensed to install ground-water pumping equipment.
- C. MANUFACTURER:** Any person engaged in the manufacturing of equipment, or materials used in the ground water industry.
- D. SUPPLIER:** Any person engaged in the sale of equipment or supplies associated with the ground water industry.
- E. TECHNICAL:** Any hydrologist, geologist, or engineer involved in teaching, research, consulting and or government services associated with the ground water industry.
- F. ASSOCIATE:** Any person engaged in the support of the UGWA who does not accurately fit in any of the above.

This membership allows the joining of one individual to benefit from all the privileges of membership in the Utah Ground Water Association. Annual membership dues are \$60.00 per year. These dues cover membership only in the Utah Ground Water Association. The Utah Ground Water Association is affiliated with the National Ground Water Association and the Mountain States Ground Water Association. **All memberships are annual and run July 1st thru June 30th. Memberships purchased mid-year will have the 2nd year prorated to bring them compliant with this format.**

UTAH GROUND WATER ASSOCIATION INC

ADVERTISING FEE SCHEDULE

NEWSLETTER (per quarterly issue)

DESCRIPTION	MEMBER	NON-MEMBER
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1/4 Page	\$50	\$60
1/2 Page	\$75	\$90
Full Page	\$100	\$120

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PLATINUM LEVEL SPONSOR: Two UGWA memberships (\$120 value); Your logo ad on the UGWA website, with link to your website or email, Platinum all tabs placement; One full page size ad in The Advocate, the UGWA's quarterly newsletter (\$400 value); 20% discount at all UGWA: Recognition at all UGWA events.

For More Information Contact: admin@utahgroundwater.org or 801.541.7259

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