Letter from the President
Kyle Widdison

I hope that all of you that attended the show in Mesquite had a good experience. As usual the board put a lot of effort into making the show the best we can. I want to thank all of the vendors and board members for their thankless effort in making this all happen. Also a big thank you to the membership for supporting the scholarship auction. I believe that this really is a noble thing that you all do.

I have decided to write a series of articles that will be in several parts. I have considered what to title it and to date the best I can come up with is to title it with a question. "Do you really want to make money?" The purpose here is that we all take a look in the mirror and honestly look at the things that possibly hold us back. Maybe in the back of your mind you don't feel deserving of this. Or perhaps you feel a bit guilty when you made a little extra on a job. Whatever it is there are things that hold us all back from success. Today I will start with just a couple of tips or principles that I have learned over the years. I hope this maybe helps you like it has me. I have come to understand that for the most part we are our own worst enemy. We sometimes do things that at the moment seem right but after some reflection really only hurts us.

Part One

So here we go. Tip #1. ATTITUDE. I am a firm believer that we have to make a conscious decision about what we really want. You can choose to make a profit on your jobs and not just follow along and accept what ever happens to come your way. I'll illustrate this with a
short story. Many years ago I was serving as a scoutmaster with the boy scouts. I had a troop of about 12 boys 12-13 years in age. I and my assistant would meet with the boys and their patrol leader to plan activities for the year. The boys in the troop were a mix of boys with varied interests. Some loved the outdoors, most did not. One year they decided that at one of the camps they would like to go fishing. As I recall only one of them had ever fished before. As I pondered what to do and how I was going to keep an eye on all these boys and try to teach them even some simple skills of fishing I realized that I would have no time to teach much of anything. I decided on two skills. One I would teach them to tie a surgeons knot and two, I would teach them attitude. The day arrived and we traveled to Puffer Lake east of Beaver, UT. In this area there is a series of small lakes and we picked a smaller one to fish. All the boys had a license and we went to fishing. We worked with each boy on how to tie the knot and then how to present the bait or lure and in a couple of cases a fly to the water. I carried my pole and a lure and paced back and forth talking to each boy in hushed tones about how to catch fish. It dawned on me in that moment that the best thing I could teach them was about their own attitude.

As I walked and spoke with each boy I showed them my pole and lure and said something like this. "Hey Steve when you tie on a lure or fly you have to look at it before you cast and say to yourself... There is no fish in this lake that could possibly resist this lure. Just look at this! They have to bite!" I would then make one cast out over their head with mine and guess what, I caught several fish on each of these first casts. It was five or six as I recall. I would release each fish and reinforce the lesson with each boy that "you don't catch fish with just a pole and line and bait. You catch fish with your own attitude. If you really believe that no fish can resist then you will catch fish". I continued this pattern as I walked from boy to boy. Not every boy caught a fish but enough did that I believe the lesson was learned and in a small way these boys grew up a little with this valuable life lesson.

You may not see the lesson behind my little story but these two things are clear. One, the story above is really true and two, ones attitude about life and business really does make all the difference. If you are unhappy with your current situation then make a decision to change your situation. You make it better. Don't sit around waiting for someone else to tie the fly to the line. Don't wait for someone else to cast for you. Take control of your own life and Fish! Take control of your own business and go make money. You will need to be reflective and
decide what you really want. If making a profit on each job is not your goal then I'm okay with that. But if you really do want to make money, and there really is no shame in this, then go out and do that! Your attitude will spill over all those you are around and everyone benefits from this. You do, your employees do, and believe it or not your customers do!

Tip #2 LEARN WHAT YOUR TRUE COSTS ARE. I am surprised sometimes by contractors that are willing to work for wages only. If you are short on work and you bid a job thinking that "If I can cover my expenses, fuel, casing, etc and have just 30 or 40 dollars an hour on top of that I will be fine. It's better than sitting at home!" This thought process sets you up to fail for sure. Take the time to actually calculate your costs. Even if your equipment is paid for figure what it would take to replace it and also to fully maintain it. Figure out things like tire costs to move around. The cost you expend in driving to and from the job each day. None of this is free and you should expect to be paid fairly for these items. I know of a crane company that has figured out that on their big cranes the tire costs alone are over $1.00 a mile. This does not include fuel, labor, maintenance, overhead and amortization of the crane itself. If you really work at this, my guess is that you will find that your true costs are about twice what you think they are.

Once you know what your costs are you can begin to actually charge what you’re worth (remember tip one, your attitude)! You will start to realize things like, once you do the work or even start on the work those funds no longer belong to the well owner. That's your money and you should feel no guilt or shame in asking for it.

These skills are learned ones and they won't come to you overnight. It's something that you will need to work at. If you keep it up, over time and distance it will pay off each of you. That I promise. Thanks for reading. Part Two next time.

M. Kyle Widdison
President UGWA
widdisonturbine@gmail.com
The UGWA Annual Convention was held January 10-12\textsuperscript{th} at Casa Blanca in Mesquite. Thank you to everyone who attended, we had a great turnout. Our numbers this year, 128 attendees and 25 displaying suppliers and vendors. Nice Job! If you didn’t make it you missed out, and hope we’ll see you next year.

The UGWA golf tournament was held on Wednesday. Western Hydro organized and sponsored the golf event. We had a great turnout of 36 golfers in 9 foursomes. The UGWA skeet shoot went off with a bang on Thursday morning. Franklin Electric and 4-D Plumbing organized and sponsored the event. There were 27 skeet shooters. Prizes for the golf and skeet were awarded at the dinner banquet on Thursday night. The weather was beautiful in Mesquite and everyone had fun!

Our vendors and suppliers were very supportive to UGWA this year. Both in terms of the total number of booths and the long time support they have given our show. We were fortunate to have Platinum sponsors to the convention – Mitchell Lewis & Staver, 2M Company, Western Hydro, and Franklin Electric. A big thank you to all our displaying suppliers and vendors that support UGWA.

This year we offered 7 continuing education presentations. Topics included The FORGE Geothermal Project near Millford (Rick Allis, Utah Geologic Survey); Casing, Tubing and Pipe Threads (Kyle Widdison, Widdison Turbine Services); DOT Safety and inspection protocols (Trooper James Curtis/Utah Highway Patrol); Operational Stages of the Well (Thom Hanna, Johnson Well Screens); Chemical Rehabilitation of Wells (Norm Howard, Cotey Chemical); Drill Site Safety (John Fowler, National EWP); and updates on Utah’s well drilling rules (Jim Goddard/Water Rights).

Our displaying vendors all got together and sponsored our social on Thursday prior to the banquet. Jeromy Anzalone was auctioneer for the UGWA scholarship auction – once again a lively and entertaining auctioneer. The auction raised $12,178 this year for deserving kids and grandkids of UGWA members to continue their education at college. The Henry 45LC gun beat out the custom quilt as the most wanted auction item and raised the most $$.

Thank you and congratulations to everyone who donated items supporting the scholarship auction.

(Continued on page 5)
The annual convention requires a Team effort to be successful. Our executive director Colette Lynch did a great job on the planning and logistics needed to make it happen. Colette would like to especially thank Carmella Worwood for all her help this year (and many previous years too!). I very much appreciate the volunteer presenters, the UGWA Board for its help, and everyone that attended, to make our convention a worthwhile and fun gathering of the water well drilling industry.

Our next opportunity for CEU’s and a great time is the Moab PED & Retreat on June 8-9, 2018. Hope to see you there. Please email me any suggestions or ideas you have for our UGWA convention. Thanks!

Chris Mikell, PG
VP, Conventions
cmikell@bowencollins.com
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Thank You to:

- World Wide Drilling for Expo Photography!

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[Images of people at a clay shoot event and logos]
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Thank You Vendors!
Thank you to everyone that donated to or participated in the scholarship auction!
Thank You Platinum Sponsors!
Thank You Speakers and Presenters!

Thank You Members and Thank You All for Attending!

We hope to see you in Moab for the UGWA 2018 Summer Retreat!
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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Schedule of Events
Friday, June 8th
8am Registration & Networking
9am-12am CEU Classes
Noon– Lunch
1pm-4pm CEU Classes
5:30pm BBQ at The Lions Park

Registration Now Open!
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Project Site Photographs

If you have a project you’re proud of, or a particular project site that you thought was unique, 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: Central Utah Water Conservancy District
Project Location: Well #14 Vineyard, Utah
Drilling Contractor: Hydro Resources (July 2013)
Pump Contractor: Widdison Turbine Service
Well Specs: Casing 24” OD X 1600’ TD
Project Description: Well disinfection prior to new permanent pump installation. Disinfection batch size of 60,000 gallons.
Project Site Photographs

Project Location: Panguitch, Utah
Drilling Contractor: Gardner Brothers Drilling
Consultant: Bowen Collins & Associates
Well Specs: 16-inch bore to 700 feet;
Project Description: Public water supply well.
Project Location: Erda, Utah
Drilling Contractor: Zim Industries
Drill Rig: Challenger 320
Consultant: Bowen Collins & Associates

Project Description: Flowing artesian new culinary well completed for Stansbury Park Improvement District.
Project Location: Powder Mountain Resort, Utah
Drilling Contractor: Boart Longyear
Pump Contractor: Widdison Turbine Service
Consultant: Loughlin Water Associates
Well Specs: Borehole 22” to 420’ bgs, 14.75” to 1820’ bgs, then 9.75” to 2500’ bgs
6-5/8” well screen from 1820’ to 2500’ bgs
Project Description: Bloomington Well tested at 200 gpm (however testing at higher rate planned)
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.
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SPrice@WesternHydro.com

Ronald B. Peterson
Baroid IDP
ron.peterson@halliburton.com

EXECUTIVE DIRECTOR
Colette Lynch CBA
Utah Ground Water Association
collette@utahgroundwater.org

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Ian Schofield, P.G.
Loughlin Water Associates, LLC
ian@loughlinwater.com