I hope this letter finds you all in good health and spirits as this holiday season is about to begin and the cold weather approaches. Hopefully, everyone is planning on attending our National Convention in Las Vegas in December and the Mesquite Convention in January. If you have not already signed up, you can do so on our website at utahgroundwater.org or you can mail in your registration.

We will be having our annual golf tournament on January 8th, the Wednesday before the convention in Mesquite. We will be shooting sporting clays the morning of the convention, January 9th. I hope everyone can attend; it’s a really great opportunity to get out of the cold and mingle with fellow industry friends. Be sure to register quickly as this golf event always fills up.

In this letter I would like to address the prices we are charging for the services we render. We need to remember we are in a very specialized industry that takes a lot of knowledge and experience to do a good job. We all have customers that are going to complain no matter the price, but remember to be true to yourself and your value.

Have you ever explained to a customer what it actually costs you to do a job with ALL the overhead and equipment charges? Do we always include a little buffer for things not going perfect? We all know in the “water world” jobs seldom go as expected, myself included. Perhaps we don’t always take the time to get an actual out of pocket cost. It is important to calculate all of our expenses, including our time and the wear and tear on our equipment. At the end of the day, if the equipment is worn out and there is no money to

(Continued on page 2)
buy new, there is no profit.

Think about all the miles we put on our vehicles going to check a job. In our bids do we figure in the wear and tear on equipment and time spent? Equipment and vehicles are not cheap, and if we aren’t figuring that into our overhead, we could be sorry in the end and have nothing to show for all our hard work. We all do jobs for friends to help them out, and there's nothing wrong with that. It is important to decide how good of a deal you’re going to give friends and family so you don’t end up just throwing numbers and money into the wind. We need to take time and do some real figuring of actual costs, remember how specialized our industry really is, and take pride in what we do.

We all want to do quality work that we can be proud of. We want to do work that brings referrals for new customers. If we don’t charge enough, we catch ourselves cutting corners to get the job done. That type of work is not good for us or anyone in this line of work. It gives our industry a bad name when unreliable or inconsistent work is done.

I sincerely hope you all have a wonderful holiday season with your loved ones and families. I hope to see you all at the upcoming conventions and events. Happy Thanksgiving, Merry Christmas, and Happy New Year!!!!!

Mike Anzalone
UGWA President
anzalonepumps@gmail.com
40th Anniversary
UGWA Conference & Expo
January 8th, 9th & 10th, 2020

Registration Is Now Open!
This is an amazing opportunity to network with the best in our industry. And receive the latest education and information to keep you at the top of your business.

Hotel reservations are separate and handled directly by
the CasaBlanca Resort & Casino
Reservation ID/Offer Code: 1UGW20
http://www.casablancarestort.com or 877-438-2929
$50 Wed-Thurs $64 Fri-Sat Expires: December 9, 2019
2020 UGWA Conference & Expo

SCHEDULE OF EVENTS

CEU credit will be given to all registered attendees who attend classes

Wednesday, January 8th
10:30am - 3:00pm  Golf Tournament sponsored by Delco Western
6:00pm - 9:00pm  Vendor Setup (closed to attendees)

Thursday, January 9th
8:00am - 11:30am  Skeet Shoot sponsored by Franklin Electric & 4-D Plumbing
8:00am - 11:30pm  Vendor Setup (closed to attendees)
12:00pm - 6:00pm  Registration & Vendor Display Open
1:30pm – 1:35pm  Welcome and Announcements
1:35pm - 2:30pm  CEU Class: Utah Well Rules, Issues and Updates
  presented by Jim Goddard, Utah Division of Water Rights
2:30pm - 3:30pm  CEU Class: Water Well Drilling-Plan for Success
  presented by Ron Petersen, Haliburton
3:30pm - 4:30pm  CEU Class: Planning for a Public Supply Well
  presented by Deidre Beck, DDW
4:30pm - 6:00pm  Vendor Social
6:00pm - 9:00pm  Banquet & Scholarship Auction

Friday, January 10th
7:00am – 8:00am  Breakfast / Vendor Visits
8:00am – 9:00am  CEU Class: Kennecott Mine Dewatering
  presented by Jeff Dunn PG, Rio Tinto
9:00am – 9:30am  Break / Vendor Visits
9:30am – 10:30am  CEU Class: Job Site First Aid & CPR
  presented by Jaye Stahl, CPR Training on Wheels
10:30am – 11:30am  CEU Class: Medical Cannabis In The Workplace
  presented by Ryan D Nelson, Employer’s Council
11:30am – 12:00pm  General Membership Meeting & Board Elections
12:00pm - 1:00pm  Lunch & Raffle Drawings
  Deadline to Turn In Vendor Visit Sheet for The Drawing
1:00pm - 2:30pm  CEU Class: DOT Safety & Inspection Protocols
  presented by Troop Curtis, Utah Highway Patrol
2:30pm – 2:45pm  Closing Remarks - Mike T Anzalone CWD/CPI  UGWA President
2:45pm - 3:00pm  Vendor Visits Drawing / Conference Adjourned
9th Annual Golf Tournament

Join Us Wednesday, January 8th For 18 Holes of Golf, Fun and Prizes! Tee Times Begin at 10:30am, But Space Is Limited!

Signup is Available With Your On-Line Registration

www.UtahGroundWater.org

The 4th Annual Skeet Shoot

at the UGWA Conference & Expo

Join us Thursday, January 9th for some old fashioned fun and prizes! Shotgun start at 8:00am, but space is limited!

Signup is available with your registration at www.UtahGroundWater.org

We Look Forward to Seeing You There!
UGWA Conference & Expo
January 8th, 9th & 10th 2020
CasaBlanca Resort & Casino

Booth Size is 10x10 & includes table and chairs

Booth Locations

1. Western Hydro
2. Wyo-Ben-Inc
3. West 11/Boshart
4.
5. Delco Western
6. Industrial Piping
7. AmeriWest Water Services
8. Shakti Pumps
9. Roscoe Moss
10.
11. 2M Company
12.
13. Foremost Industries
14. Hole Products
15. Lavel Underground
16. Mitchell Lewis & Staver
17. B&B Supply Inc
18. Moab Bit & Tool
19. Mountainland Supply
20.
21. Century Wireline
22.
23. Cotey Chemical Corp
24. WWDR
# 40th Annual Conference & Expo

**January 8-10, 2020**

CasaBlanca Resort & Casino in Mesquite NV

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**Registration**

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<th>Description</th>
<th>Fee Before 12/31/2019</th>
<th>Fee On/After 01/01/2020</th>
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<td>Member Registration</td>
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<td>Employee/Spouse Registration</td>
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<td><em>Includes all meals (attach additional names)</em></td>
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<td>Non-Member Registration</td>
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**Raffle Tickets**

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<tr>
<td>Gun Tickets</td>
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<td>_____</td>
<td>$__________</td>
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<tr>
<td>TV Tickets</td>
<td>$25 or 6 for $100</td>
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**TOTAL ENCLOSED: $__________**

Return Completed Form with Your Payment to: UGWA 5577 Walden Glen Dr, Murray UT 84123-7942

or **Register On-Line** [www.utahgroundwater.org](http://www.utahgroundwater.org)

Questions: 801.541.7259 or admin@utahgroundwater.org

*adding additional employees to a registration on/after 01/01/2020 will revert to the higher member rate, regardless of original registration date.*
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CALL ALAN LANG 801-554-2419
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 — Neil Burk neil@loughlinwater.com
Project Site Photographs

Project: Murray City Park Well
Drilling Contractor: Lang Equipment
Consultant: Bowen Collins & Associates
Project Description: Grout seal installation under flowing artesian conditions; 16-inch diameter public water system well; planned total depth is 600 feet
Project Site Photographs

Project: Bluebell Flats Well
Location: Snowbasin, Utah
Drilling Contractor: Lang Exploratory Drilling
Pump Contractor: Widdison Turbine Service
Well Size and Depth: 16-inch diameter casing to 3100 feet
Pump Setting: 2000 feet
Site Elevation: 7200 feet
Road Grade: 18%
Project Description: Pump repair/replacement; GE oil field
400 HP, 4160 VAC; 5.5-inch #17, 8RS pump column
Project Site Photographs

Project: Deweyville Exploration Well
Owner: Bear River Water Conservancy District
Location: Deweyville, Utah
Drilling Contractor: Lang Equipment
Consultant: Hansen, Allen & Luce
Project Description: Grout seal installation of exploration well converted into a production well; total drill depth is 625 feet
Membership Application

RENEW or JOIN ON-LINE at WWW.UTAHGROUNDWATER.ORG or MAIL THIS COMPLETED APPLICATION WITH YOUR PAYMENT of $60 to:
UGWA  5577 Walden Glen Dr, Murray UT 84123-7942

MEMBERSHIP TYPE (CIRCLE ONE): A  B  C  D  E  F

DRILLING LICENSE #________________ CONTRACTORS LICENSE #________________

NAME______________________________

PROFESSIONAL DESIGNATIONS __________________________

COMPANY ________________________________

MAILING ADDRESS ________________________________

CITY/STATE/ZIP ________________________________

PHONE (_______) ______________________ EMAIL ________________________________

HOW DID YOU HEAR ABOUT US ________________________________

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)

<table>
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<tr>
<th>DESCRIPTION</th>
<th>MEMBER</th>
<th>NON-MEMBER</th>
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<tr>
<td>1/8 Page or Business Card</td>
<td>$25</td>
<td>$30</td>
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<tr>
<td>Full Page</td>
<td>$100</td>
<td>$120</td>
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**BRONZE LEVEL SPONSOR:** Your logo on the UGWA website, with link to your website or email; One 1/8 page size/business card size ad in The Advocate, the UGWA’s quarterly newsletter ($120 value); Recognition at all UGWA events.

**SILVER LEVEL SPONSOR:** One UGWA membership ($60 value); Your logo on the UGWA website, with link to your website or email & reoccurring HOME page placement; One 1/4 page size ad in The Advocate, the UGWA’s quarterly newsletter ($200 value); 5% discount at all UGWA events; Recognition at all UGWA events.

**GOLD LEVEL SPONSOR:** One UGWA membership ($60 value); Your logo on the UGWA website, with link to your website or email, HOME & SPONSOR tab placements; One 1/2 page size ad in The Advocate, the UGWA’s quarterly newsletter ($300 value); 10% discount at all UGWA events; Recognition at all UGWA events.

**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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