

UTAH GROUND WATER ASSOCIATION

The Advocate SUMMER 2012 EDITION

LETTER FROM THE PRESIDENT

DAVE WORWOOD — 4D PLUMBING

I hope everyone is enjoying summer. Since our last newsletter, Richard Peterson, Ron Peterson and I attended the Mountain States Groundwater Association Board meeting representing the Utah Ground Water Association and manufacturers from our industry. We received our portion of the scholarship money that was raised at that convention in February. For all of the Utah members that attended, we thank you. Attendance percentage is how the regular profits are shared as we have discussed in the past. The UGWA board met this past week to distribute the scholarship funds for this year. There are 8 deserving young men and women who will receive money from our organization to help them continue their education and of course make the world a better place. I think all of you that have donated items and or bought items at the convention auction can be proud to say you have contributed to the education of our member's youth. Way to go UGWA!

Also since our last newsletter we had a very successful Retreat In Moab. It was well attended and a lot of fun. I really enjoyed the time I was able to spend with our members and non-members alike. We "drifted" the river because of the low flow but had a great time on the water with some fun people. Chris is a trouble maker when not at work. I would encourage everyone to try to make the trip next year if possible, I have already heard rumors of the activities being planned. There is more in this issue about that trip; I am sure George has some pictures and between him and Jerry they should be good. Way to go Collette and Chris for a great time! Also to all those that helped in so many ways in the background, at the BBQ, and shopping but if I try to list those in the wings I will forget some for sure. Thanks for all the help.

On a different note I am still puzzled about some of the business practices going on in our industry. I am seeing businesses go broke and probably gone

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LETTER FROM THE PRESIDENT

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forever in every field of the trades. We don't see doctors and lawyers go broke because they don't cut their prices. They know or think they know that their services are valuable. Are our services not valuable or is it that we just don't believe in ourselves? In my opinion our field is way more important than any lawyer's work. How long can anyone live without water compared to living without legal services? How long would we make it without truck drivers delivering food and supplies? The working man keeps our country going and without him we would all be in a world of hurt, plain and simple. I had someone ask me recently "if you took all the doctors and lawyers out on a ship and sunk it would it make a big difference in our lives and would we miss them"? That statement made me think for several days and ponder why they are so successful and so many of us struggle in the area of money. Here is one of several conclusions: business classes or training. They know what it costs them to do business and what they need to charge to pay for their schooling and tools of the trade plus profit for them. I wonder how many in our field can tell me what their % of overhead is and what they need to charge to cover it and job expenses. I doubt it would be a high percentage. I personally think it is the most important class I ever took. I am second generation and I know my father ran the business by the seat of his pants and darn hard work. He never attended any secondary schooling in his life. I have the utmost respect for what he accomplished but wonder what could have been if he had only known he was breaking even most of the time and working for pennies an hour -- All because he was ignorant about good business practices on a balance sheet and profit/loss statement. I have seen jobs bid for less money than my material and overhead would cost so many times in the past 5 years it makes my head spin. With no profit in it why not just go golfing or fishing? I realize some people can conduct business with less overhead than others but the national average is pretty close for all of us in our respective trades. I have seen a vast wealth of knowledge in the drilling trade and we all know how hard that is to acquire. Most of it comes from years of experience. Wouldn't it be a novel idea to get paid for that knowledge and hard work? Only when you realize what your value is, will that ever happen. You can't work harder to make up for poor business practices! If you can't pay your bills and your bank account is empty I would suggest that you take a business class and learn why. It may be the smartest business decision you ever make. Maybe we would have a reason for young people to want to enter our field. Why would anyone want to go into a field that requires hard work, years of experience and provides low pay? It is our fault there are no young people at our conventions. The reason I keep calling what we do a trade is the fact that "professionals" don't barter on price. They know what it takes to stay in business! If you know your costs and are pricing to make "some" profit, how can you come down in price without losing money? That money is your profit. I hope I have at least caused some thought on the subject! Albert Einstein defined Insanity as doing the same thing over and over and expecting different results.

I am going to close with another saying of my father (I am late with this article). "If you're waiting for me, you're wasting your time!"

Thank you ALL for making memories in Moab.
David Worwood



NEWS FROM THE STATE ENGINEER'S OFFICE

JIM GODDARD, PG—UTAH DIVISION OF WATER RIGHTS

Driller/Pump Installer Related Fee Increases

During the 2012 legislative session, the Utah State Legislature modified Division of Water Rights fees pertaining to well drilling and pump installation (see House Bill #2 of the 2012 Session). The following list provides a breakdown of the new fee structure, which went into effect on July 1, 2012. Fees related to well drilling did not change but separate fees for pump installation were added:

New Driller License	\$350
New Operator Registration	\$100
Driller License Renewal	\$100
Operator Registration Renewal	\$50
Late fee	\$50
New Pump Installer License	\$200
New Pump Rig Operator Registration	\$75
Pump Installer License Renewal	\$75
Pump Rig Operator Registration Renewal	\$25
Late fee	\$25

Well Driller and Pump Installer Bonding Requirements

Those who hold a current license are aware of the \$5,000 bonding requirement. Over the past year, the Division has been striving to resolve two issues related to bonds that are in the form of a surety (which is over 90% of them).

First: We have been strongly encouraging licensees to establish their surety bonds on a two- year basis coinciding with their respective license renewal cycle. Most bonds have come into compliance with this recommendation, but there are still some that expire mid-cycle. This is mainly a problem for the licensee in that when the bond expires, the license automatically becomes inactive. This can pose a problem if a licensee wants to start a project only to discover that their license is not active, and then they have to track down their bonding company to get a continuation certificate to the Division to reactivate the license.

Second: In the State of Utah, individuals (and not companies) are licensed as well drillers and/or pump installers. Licensed individuals are then required to hold a \$5,000 bond. Because the State of Utah issues the license to an individual, the bond must also be issued in the name of the same individual who holds said license. Many bonds in the past have been solely under the company name under which a licensee is doing business. In order to come into compliance with the law/rule for licensure, we have been asking licensees to modify their bonds so that the principal identified on the bond documents is the individual who holds the license and not just the company. It is acceptable to have the principal listed as the licensee's name or both the licensee's name and company name, but at a minimum the licensee's name must be listed on the bond.

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Thanks to the support of our membership, we were able to award 8 scholarships. We wish the best to all of our students!

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son of Robert Armstrong

Deeann Evans
daughter of Dee Evans

Kyler Goddard *son of*
Jim Goddard

McKinzie Lowry
granddaughter of Stephen Roberts

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son of Stephen Roberts

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LETTER FROM THE MEMBERSHIP VP

JIM WANKIER—MITCHELL LEWIS & STAVER

Well, as we begin to wind down another summer we can slow down or even stop to take a breath of fresh air to evaluate just how things are going. Hopefully things are good for everyone, business as well as personally. 2012 has proved to be another interesting year with its own set of ups and downs, but through it all I hope that all is well with each of you. Remember to be positive and remain focused on what it is that you do best, and realize that you are a valuable contributor to society. With much of what you do in the ground water industry going by un-noticed by most of society, one may begin to feel a little lonely or unappreciated. Often times feelings like these can contribute to the “burn out” from doing the same thing day in and day out with no recognition for the hard work.

This is what is really great about the UGWA -- even though the rest of the world may take for granted the fact that water always comes out of the faucet, and that the toilet always flushes, here in the UGWA we know the kind of hard work that it takes to make all of this happen. We also know the obstacles that we may encounter while trying to make this happen. By having a closely knit organization we can help one another to get the job done, do it right, and get that sense of accomplishment and satisfaction that it takes to keep everything moving forward, keep the water flowing, and not to mention that much-needed appreciation, that so called pat on the back, that means so much to all of us. And even better when it comes from someone within the industry that we all love. A little recognition for all the hard work will keep us all feeling better about the world around us. So my petition to each of you this issue is to reach out to your fellow members of the UGWA, reach out and make sure that they know that they are appreciated, and that they are not alone in this great big world of ground water. But not only that, make sure that you invite others who may have an interest in our industry to also join us and our organization. As the UGWA grows, so does the strength and the voice of its members.

As we wind down this summer season don't forget to take a break and recognize everyone for their hard work, and their contribution to society. Thanks to you all for all that you do.

Jim Wankier

VP Memberships, Utah Ground Water Association



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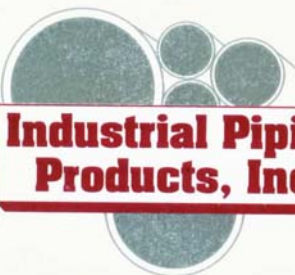
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 - E.technical:** Any hydrologist, geologist, or engineer involved in teaching, research, consulting and or government services associated with the ground water industry.
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UTAH GROUND WATER ASSOCIATION

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1/2 Page	\$75	\$90
Full Page	\$100	\$120

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