

The Inside Dirt

The latest company and industry news from L.R.E. Ground Services, Inc. and L.R.E. Construction Services, LLC. Family owned and operated since 1989!

Volume 13, Issue 2

June, 2018

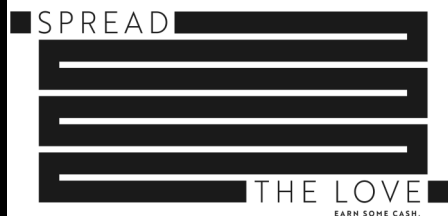


Team members come together and are recognized on Employee Appreciation Day.



Featured on front page

Earn Unlimited Cash with L.R.E.'s New Referral Campaign, Spread the Love!



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2018 CONVENTION SUCCESS! NEW PRODUCTS AND INNOVATIONS COMING YOUR WAY.

Story on Page 2

Picture Perfect



A group of L.R.E.'s team members gathered for a picture at L.R.E.'s Quarterly Meeting that was held on March 23rd.



The ladies of L.R.E. were treated to lunch on April 25th for Administrative Professionals Day by Owners, Ray and Susan Woolever.

Follow L.R.E. on:



Innovation Alive and Well at Supportworks



When customers hire L.R.E. Ground Services, Inc., they aren't just getting the Brooksville-based contractor's expertise (nearly 30 year's worth). What makes L.R.E. the easy choice for customers dealing with what are at times difficult circumstances, is the unique combination they receive from L.R.E. and its innovative, state-of-the-art products from its manufacturer, Supportworks.

Supportworks is the leading foundation repair product manufacturer in the United States. One of the things that makes Supportworks great is the Omaha-based manufacturer is always looking to improve, which keeps it one, two or several steps ahead of any of its product competitors.

There is no better example of this than Supportworks convention in April, where it unveiled several new products that will go a long way in helping L.R.E.'s customers receive superior repairs, and in an efficient manner.

L.R.E. has been the expert in fixing concrete after the damage is done, but hasn't had a solution to prevent future damage, permanently protecting the surface of concrete, until now. SealantPro, one of the new products rolled out by Supportworks, defends your concrete from moisture, chemical elements and seasonal changes. In just one application it penetrates deeply into pores and creates a strong barrier. No more staining from oil, gasoline or other fluids, and no more roughed-up pat-

ios or crumbling pool decks. SealantPro is a game changer for concrete and L.R.E. now specializes in applying it.

Supportworks has also redefined the way their dealers install PolyLevel, our concrete re-leveling and stabilizing polyurethane formula, with PortLock, a new attachment and system for the PolyLevel gun that will help to increase efficiency on concrete repair projects by 40%.

These are just a couple of our new products and innovations and are exclusive to Supportworks dealers. They will help to improve efficiency, lower cost and save time on concrete projects. Just another way L.R.E., and dealers alike, are redefining the construction industry.

L.R.E.'s TOP QUARTERLY PERFORMERS

Sales



Project Representative
Matt Kupic

Sales



Commercial Project Representative
Shea Dawson

Administrative & Human Resources



Corporate Secretary/Human Resources
Rosemary Woolever

Sales



Project Representative
Joey Parish

EMS



Senior Mold Technician
Adam Crace

EMS



Emergency Mitigation Technician
Erik Barlow

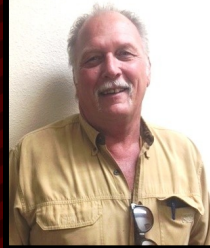
Please Welcome L.R.E's New Hires!



As an L.R.E. Field Tech, Dillon Radsick will be helping to redefine our industry and customer experiences daily.



Jodi Ringos is LRE's new Emergency Services Scheduling Coordinator. She will be assisting the EMS department and crews.



As a skilled carpenter with many years of experience, Thomas Champney will be an asset to LRE's C&R division.



Our dynamic Emergency Services team gained a new addition! Ryan Burgess is LRE's newest EMS Technician. Welcome, Ryan!



Steffan Kubica is another one of LRE's new Field Technicians. We are eager to watch him grow with our growing team.



As Receptionist/Admin Assistant, Jessica Alvarez will be greeting clients with a smile at the front desk, as well as helping with daily admin duties.



Michael Smith joins LRE with extensive concrete and paver installation experience. He is a great addition to our team.



Welcome to the rockin' field crew Zachari Spardello! Zach joins LRE as one of our new Field Techs. He is ready to redefine expectations.



We are excited to welcome Darren Rance to our hardworking team of Field Technicians. Welcome to the A-Team, Darren.



Michael Wood-ryer has joined LRE's EMS team. He comes prepared with certifications already in water mitigation and mold.



Welcome to the team Matt Kupic! Matt comes to LRE with a significant amount of industry and product knowledge.



Sarah Steen returns to LRE! Sarah has taken on the role of Accounts Payable Specialist. We are happy to have her back.



With years of experience in customer service, Darlene Veilleux will be an asset to the Sales team as Sales Support Specialist.



Rick Thuesen is joining L.R.E. Construction Services as our newest Project Supervisor/Superintendent. Welcome Rick!



Welcome back a familiar face! Dustin Smith will be returning to LRE as a Mechanic Technician in our shop area

**We're
Still Hiring!**

SEEKING:

- SALES REPRESENTATIVES
- FIELD TECHNICIANS
- GEOTECHNICAL ENGINEER

1099 - Basis

Do you know someone who's qualified and may be interested in joining L.R.E.?

If so, please send them our way!!

Interested candidates can send resumes to:

Rosemary.Woolever@LREgsi.com



Property Owners Helped



Installing helical piers is no easy feat, but you can trust the experts at L.R.E. to get the job done right.



Kudos to Tom Watson and his crew for another job well done. Keep redefining the customer experience team!



Greg, Mike, and Linnea were praised for showing that more is possible and experiences can be remarkable. Way to restore faith in this homeowner!

Compliments to the Crew

I'd really like to compliment the work of your crew boss, Mike, who was installing our helical piers. He and his group; David, Richard, Mike, and Nate, did a fantastic job...with long days and under some really dreadful weather conditions...moved the plants that were in the way, answered all of our questions, addressed all our concerns, smoothly adapted to an engineering wrinkle, and left everything neater than when they arrived! Fantastic!

*Kellie D.
Bradenton, FL.*

You Have a Customer for Life

I just wanted to take a minute to say thank you for the job your company recently finished for me. I had my old driveway torn up and a new one poured to keep my garage from flooding. I couldn't be happier with the crew you sent to do the job! This crew was headed up by Tom Watson. When they finished I went around and got their names just so I could tell you what a great job they did. These guys were on time and stayed late when they needed to. They were respectful. There was a problem that needed solved and they solved it. It just so happened to pour down rain a few days after they finished and I stood in my garage and watched the water flow into the drain they installed and head right into the road! My garage was dry as a bone! Because of the job Donovan, Scotty,

Frank, Marshall, Mike, and Ryan did you have a customer for life! Thanks again!

*Walter W.
Brandon, FL.*

Thank You for Renewing My Faith

SUPERLATIVE efforts on behalf of my wife and myself after IRMA! Two trees hit our home. One penetrated the roof and ceiling of a bedroom, sheared off the end of a beam, and shattered several trusses. The personal attention provided by Greg, Mike, and Linnea were AWESOME! Poor Greg, he had to listen to me vent that trust was merely a word in the dictionary because of a legal horror story with my home builder. MY FAITH IS RENEWED! There are honest people in the construction industry! KUDOS to these three employees and L.R.E.

*David M.
Brooksville, FL.*

Thank You for Renewing My Faith

Just a quick note to tell you how please we were with not only the job your two technicians did, but also their professionalism, knowledge and respect for our property. They did an excellent job and kept us informed on the progress. Hats off to them and your company for a great job. We will certainly recommend L.R.E.!

*Ernest R.
Sebastian, FL.*

QUOTE OF THE QUARTER

"The people who are crazy enough to think they can change the world are the ones who do."

-Steve Jobs

Referral Campaign: Spread the Love

L.R.E.'s new referral program is in full effect! It's called Spread the Love, and it could mean extra money right in your pocket.

If you have had a remarkable experience with us, simply recommend L.R.E.'s services to a friend, family member or neighbor. If they sign a contract and complete the job with us, we'll send you a VISA GIFT CARD! You'll receive \$50 if their project is under \$5,000 or \$100 if their project is over \$5,000.

So, if you know anyone who could use our help with any of the following, recommend L.R.E. Ground Services—and you could earn some cash!

- Foundation Repair
- Crawl Space Repair and/or Encapsulation
- Concrete Lifting and Leveling
- Concrete Services
- Concrete Pavers

There's no limit on referrals, and that extra cash can pile up fast, so don't delay....refer L.R.E. today!

"The goal as a company is to have customer service that is not just the best but legendary" ~Sam Walton



Announcements

L.R.E. Anniversaries

Chris Coburn	19
Richard Daniels	15
Mike Zamora	14
Lauren Golden	13
Jeff Vonberg	12
Mike Johnson	12
Roy Woodie Jr.	10
Jesse Hill	9
Jerry Mooney	8
Jeff Morgan	8
Dan Stanley	8
Leslie Williams	8
Rosemary Woolever	8
Mark Letendre	7
Tara Britt	4
Jagren Castillo	4
Derrick Inman	3
Frank Graziano	2
Kristina DiCono	1
Patrick Henning	1
Rob Kane	1
Mike Skiles	1



Top Row (left to right): Rob Kane, Kristina DiCono, Mike Skiles
Bottom Row (left to right): Patrick Henning, Frank Graziano



Letter from the CEO

Production Reaching New Heights

Awe, summertime in the Sunshine State....poolside with a nice cool drink, beach volleyball, and fishing for that big catch! But, what about those unsung heroes during the weekdays that sweat and toil under that hot summer sun?

I'm talking about those amazing L.R.E. crews that work day in and day out in the elements of the Florida heat, rain, cold, and mud. It's hard, sweaty, and sometimes nasty work. Conditions can change as fast as, well, the weather, and they just keep on going. I have to say, I couldn't be more proud of these team members. They have rallied

and turned our Production Department around to where it is today. We still have some work to do, but we are definitely on the path of getting it to run like a well-oiled machine. I am proud of the fact that each team member is REDEFINING L.R.E. and the construction industry as a whole by focusing on the Four Steps to Production: Prepare, Arrive, Install, Complete!

I want to give credit to our production leadership team who have implemented, and continue to implement, procedures that are setting up the field team members for success rather than failure. They are creat-

ing a customer experience that will be long remembered after the job is complete. Again, we still have a few wrinkles to iron out in order to achieve the GREAT team we can be, but I promise you, we will make it happen.

So, I want to thank each one of you for the hard work and dedication that you give, because without you L.R.E. Ground Services, Inc. would not be where it is today. Have a great summer, stay hydrated and catch that big one!

-Raymond Woolever, CEO

Mailing Address:
P.O. Box 10263
Brooksville, FL 34603

Phone: 800-580-0229
Fax: 352-754-4558
www.LREGSI.com
www.LREconstructionservices.com

