

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 12, Issue 3

September, 2017



Kudos to Sales Team for consistently exceeding Team goals.



Story on Page 2

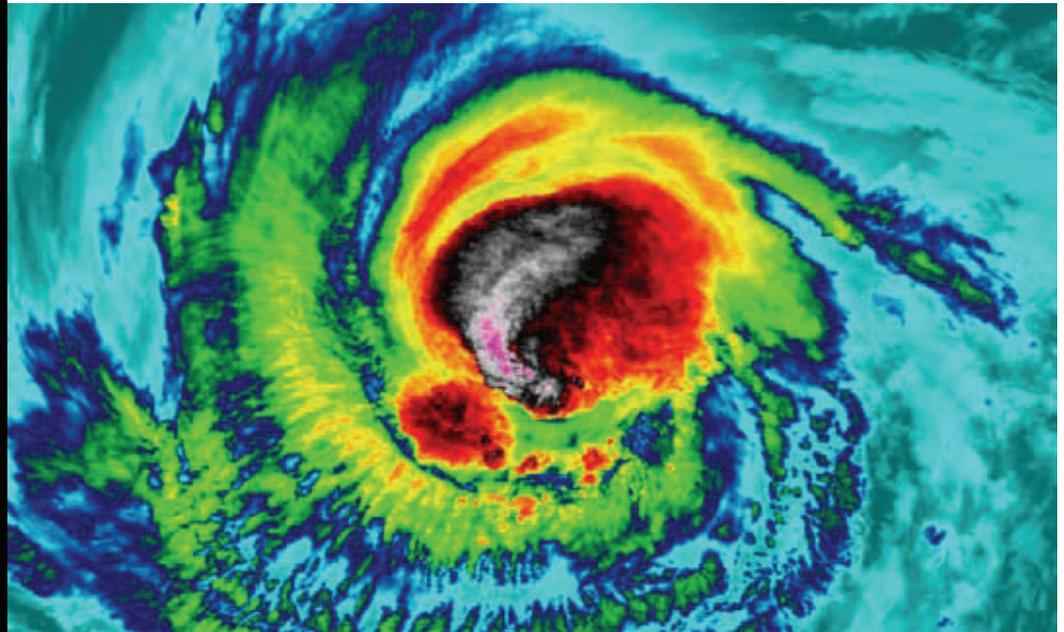
EZ Post System provides support for decks.



Story on Page 5

More Stories:

- Top Performers Pg. 2
- L.R.E. Staff Updates Pg. 3
- Property Owners Helped Pg. 4
- Anniversaries Pg. 5
- Letter from the Owner Pg. 6



L.R.E. PERSEVERED THROUGH HURRICANE IRMA CRISIS

Story on Page 2

Picture Perfect



L.R.E. Team member Richard Blanche (white hat), a die-hard Tim Tebow fan, was featured in the Tampa Bay Times in Aug.



L.R.E. exhibited at the 1950's-themed CFHLA Heat Tradeshow at the Gaylord Palms Resort last month.

Follow L.R.E. on:



Hurricane Irma Brings a Plethora of Work to L.R.E.'s EMS Division



Hurricane Irma was one of the largest hurricanes to ever hit Florida. The storm left behind extensive flooding and structural damage throughout the state, especially in the Florida Keys, where the storm reportedly arrived as a Category 4 hurricane (130 mph winds). The serious damage caused by Irma is resulting in thousands of insurance claims filed by Florida residents.

L.R.E. Construction Services, LLC, which specializes in fire, wind, water and mold mitigation and restoration, has been called on to help service hundreds of residents in need since the storm arrived on

Sept. 10. While Irma was downgraded to a Category 2 Hurricane once it began threatening the Tampa Bay area, the storm still knocked out power for millions of residents. L.R.E.'s office in Brooksville



lost power and was without phones and Internet for four business days due to the

storm. The L.R.E. Restoration Team, which is led by Robert Smith and Greg Crossley, deserve to be commended along with some of their colleagues, who include Mark Letendre, Myrna Longley and Linnea Clayton, among others. Their EMS efforts during and after this serious storm have helped L.R.E. service several insurance carriers and restore countless homeowners' properties in the six counties it services — Hillsborough, Pinellas, Pasco, Hernando, Citrus, and Sumter.

Call 1-800-580-0229 or visit LRErestoration.com for L.R.E.'s restoration and mitigation services.

L.R.E.'s TOP QUARTERLY PERFORMERS

EMS



Accounts Receivable Specialist
Linnea Clayton

Sales



Contract Specialist
Yasmin Garcia

Field



Field Technician
Glenn Higginbotham

Sales



Sales Representatives
Rob Napolitano & Rob Probus

\$1M+ in Sales!

Marketing



Marketing Coordinator
Gina Varr

Sales



Sales Representative
Tyler Harmon & Paul Grey

\$1M+ in Sales!

Sales Team is All About the Results

No team is judged more on their results than the Sales department. This is true in any business, and certainly no exception at L.R.E. The Sales Team is not intimidated by that notion, evidenced by the fact that L.R.E. has surpassed its team quota/objective in seven of the first eight months of the year. In fact, the Sales department's average monthly output is over 100 contracts per month, and its revenue was nearly 30 percent higher than its monthly quota during that time period. Overall, the Sales department is on pace to increase sales by 25 percent in 2017.

The leading Sales Reps include Tyler Harman and Rob Napolitano, who have secured well over \$1 million in private pay projects on the residential side, and Paul Grey, who is also over \$1 million on the commercial side of the business. "Any success we've had is a credit to our Reps and Admin/Support staff," said L.R.E. Sales & Marketing Director, Jim Flynn. "The Production department has contributed, too. The field team members deserve a lot of credit for fulfilling these contracts for our customers. I credit our team members for taking care of customers and striving for excellence. We've come a long way, but still have a long way to go."



Billy Lazor joins L.R.E. as our newest Production Manager. With an extensive product knowledge background, Billy has already proved to be an asset to our team. Welcome aboard, Billy!



Moving from the Sales Department to his new role as Scheduling Support Specialist, Jorge Brownell has done an exceptional job. His customer service skills have certainly come in handy.



L.R.E. recently hired Kristina DiCono to assist in the Sales Department as a Sales Support Specialist. She has done a great job assisting our Sales Representatives as well as our customers.



Britney Sevor is L.R.E.'s newest Receptionist. Along with helping our Management team with multiple tasks, Britney will be the smiling face you first see when you arrive at our door.

We're Hiring!

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:

Sarah.Jones@LREgsi.com

PROJECT SUPERVISOR

ESTIMATORS

SALES REPRESENTATIVES



Property Owners Helped



Most of L.R.E.'s work comes from referrals from happy customers. This includes paver projects, which often receive rave reviews like those to the right.



L.R.E. used EZ Posts to provide support when building this deck for a customer in Weeki Wachee, FL



Uneven patio, driveway, sidewalk or pool deck? L.R.E. can help!

I Couldn't Be More Pleased

Your team recently completed a replacement of my concrete driveway with pavers. It was about 3,600 sq ft and the driveway was undermined with roots from some invasive trees. I can't begin to tell you how pleased I was with the work. The team did a fabulous job. Perfect finish around the soldier course and everything in between. Since the job was finished, I've had several craftsmen over and all remarked about how great the driveway looks and what a quality, well-crafted job was done. On the personal side, your team was also great to work with, starting with Rob N. who was very accommodating of my schedule. He met with me off hours, explained everything and responded quickly to all my queries...even after I signed on the dotted line and throughout the project. The team, headed by Marshall, could not have been more professional or more pleasant to chat with and they made every effort to minimize disruption. I missed them after they were gone! I also want to mention that several months ago I had some PolyLevel work done and I found that to be a great experience as well. Congrats to you and your team on a great job

*Dar I.
Largo, FL.*

Your Professionalism is so Appreciated

I want to thank you for the great job your company did with all my sinkhole repairs. You took the time to explain the process and kept me abreast throughout the process. You are very professional, with great customer skills, along with being very kind and friendly. I would like to take this opportunity to express the great job this company and all the crew members/staff has done. Every crew member/staff has been very professional, hard-working, courteous and friendly. My home is back to beautiful!

*Lori R.
Spring Hill, FL.*

Customer Service, Quality, Thoroughness

The two man crew was on time and did the job in a professional manner. They called to let me know they were on the way. They kept me informed throughout the job and gave me a walk through when the job was finished to explain everything that was done, why things were done the way they were, and told me what I needed to do to protect the completed job.

*Bruce S.
Brandon, FL.*

QUOTE OF THE QUARTER

“Losers assemble in little groups and complain about the coaches and players in other little groups. But winners assemble as a team.”

-Emlen Tunnell - the first African American inducted into the Pro Football Hall of Fame

Product Review: EZ Post System

The EZ Post System provides support to a wide variety of structures such as decks, sun rooms, pergolas, solar panels, storage buildings and more. Whether you have an existing structure that is settling, or if you are building something new, EZ Posts are the ideal solution for providing long-term stabilization.

In addition to offering the utmost strength and stability, EZ Post offers many other benefits over traditional concrete footings. Installations can be completed year-round, even in sub-zero temperatures, with no waiting time for concrete to cure. EZ Posts are also installed deeper than traditional concrete footings, making them less susceptible to changing moisture content in the soil. They are installed with portable equipment which means there is almost no disturbance to the lawn and landscaping and they can be installed in areas with tight access.

The EZ Post System is manufactured by Foundation Supportworks, which is a network of the most experienced and knowledgeable foundation repair contractors in North America. Foundation Supportworks' EZ Post provides structural integrity. You can rest assured that your deck, sun room or other structure will be secure and stable for years to come.



L.R.E. used Ez Posts to provide support for a large deck on the Weeki Wachee River



L.R.E. applying the finishing touches

Announcements

L.R.E. Anniversaries



Richard Werner	16
Paul Grey	15
Michael Steed	15
Johnny Batten	15
Rachel Vitale	14
Christopher Williams Sr.	13
Eliberto Mendia	13
Christopher Sanders	12
Bradley Nunn	10
Jennifer Harris	10
Fed Francois	10
Ryan Pride	10
Jason MacDonald	10
Tyler Harman	10
Eddie Fagin Jr.	8
Shawn Willis	8
Edwin Quinones	6
Wilving Colon-Santiago	3
Richard Blanche	2
Joey Parish	1
Efrain Rojas	1
Jennifer Johnson	1
Rob Napolitano	1



Top Row (left to right): Christopher Williams Sr., Eliberto Mendia and Christopher Sanders

Bottom Row (left to right): Bradley Nunn and Jennifer Harris



Everything FOUNDATION REPAIR



Sinkhole/Foundation Repair
Compaction Grouting
Chemical Grouting
Shallow Grouting
PolyLEVEL®
Tie-Back Anchors
StableFILL™
Push Piers (underpinning)

Injection Piers
Helical Piers
Pre-Construction Piers
Interior Slab Piers
Crawlspace Repairs
Void Fill
Dropouts
Slab Re-leveling
Concrete Repair/Pours

Emergency Services
Fire Damage
Wind Damage
Emergency Fire and Water Mitigation
Water Damage
Painting
Stucco
Pavers
Pool Decks

Flooring
Drywall
Poured Concrete
Decks
General Construction
Concrete Repairs/Pours
Concrete Coatings
Interior/Exterior Decorative Flooring

L.R.E.'s Team Pushed Through Hurricane Irma Crisis

Howard Shultz once said, "In times of adversity and change, we really discover who we are and what we're made of."

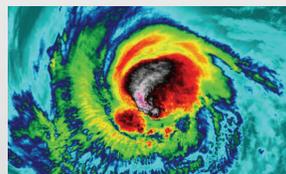
That was the case for many, including the great people we have at L.R.E. Ground Services, Inc. and L.R.E. Construction Services, LLC. in early September. That's when Hurricane Irma made landfall in Florida as a Category 4 hurricane.

While we were blessed to have Irma weaken to a Category 2 or 1 hurricane once it moved through the Tampa Bay area, the storm still managed to do significant damage in Brooksville.

The storm hit on Sunday night. Thankfully everyone reported in safe. But like so many other residents and businesses,

L.R.E. lost power. It wasn't restored until Tuesday morning. Unfortunately, our company was without the use of office phones and Internet until Friday morning.

Several people in our company sustained significant damage and power loss at their homes. Our people could have rolled over and felt sorry for themselves. I'm proud to say they didn't. In fact, many of them rolled up their sleeves and got to



Hurricane Irma hit the state of Florida as a Category 4 storm in September. The storm negatively impacted L.R.E., which is located in Brooksville.

work, and played an integral role in L.R.E. being able to function as a business during this time of crisis. Many of our Team members even put their own personal challenges aside to ensure L.R.E. could continue to serve its customers.

Before the storm, several people at L.R.E. helped prepare and protect the building and property. Immediately after the storm, our Team members got very creative with the use of Internet hot spots and cell phones/text messages. Their creativity, improvisation and pure determination made one of the scariest and uncertain times our company has ever endured one of the proudest for my wife Susan and I. We sincerely thank our Team for that.

-Raymond Woolever

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

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

