

**2011 State Damage Prevention Program Grants Final Report**  
**Funding Opportunity Number: DTPH56-11-SN-0001**  
**CFDA Number: 20.720**

**Award Number:** *DTPH56-11-G-PHPS04*

**Project Title:** *Iowa Utilities Board State Damage Prevention*

**Date Submitted:** *April 30, 2012*

**Submitted by:** Don Stursma  
Cynthia Munyon

**Specific Objective(s) of the Agreement**

Under this grant agreement, the IUB will:

- Foster support and partnership with stakeholders
- Support a Damage Prevention Education Program for industry stakeholders
- Support Public Awareness and Stakeholder Education

**Workscope**

Under the terms of this grant agreement, the Grantee will address the following elements listed in 49 USC §60134 through the actions it has specified in its Application.

- *Element (2):* A process for fostering and ensuring the support and partnership of stakeholders, including excavators, operators, locators, designers, and local government in all phases of the program.
- *Element (4):* Participation by operators, excavators, and other stakeholders in the development and implementation of effective employee training programs to ensure that operators, the once call center, the enforcing agency, and the excavators have partnered to design and implement training for the employees of operators, excavators, and locators.
- *Element (5):* A process for fostering and ensuring active participation by all stakeholders in public education for damage prevention activities.

**Accomplishments for the grant period (Item 1 under Agreement Article IX, Section 9.02 Final Report: “A comparison of actual accomplishments to the objectives established for the period.”)**

The CGI Iowa Excavation Safety Summit was held on August 10-11, 2011. The two-day Summit included an Advanced Locating and a Damage Investigation workshop in addition to locating roundtables, hands-on-field demonstrations, break-out sessions, and vendors. The marketing/public relations damage prevention campaign ran May thru September 2010. The program started with distributing CGI educational and interactive DVD from the previous grant to HyVee and Earl May garden centers. A billboard promoting 811 located by downtown Farmers Market could be viewed from June thru September. The :30 second radio commercial for 811 ran a 3-week schedule in July and September 2011. All events were promoted via press releases and media blitz. See attachments.

***Element (2): Comprehensive Stakeholder Support.*** A process for fostering and ensuring the support and partnership of stakeholders, including excavators, operators, locators, designers, and local government in all phases of the program.

***Element (4): Effective Employee Training.*** Participation by operators, excavators, and other stakeholders in the development and implementation of effective employee training programs to ensure that operators, the once call center, the enforcing agency, and the excavators have partnered to design and implement training for the employees of operators, excavators, and locators.

***Element (5): Public Education.*** A process for fostering and ensuring active participation by all stakeholders in public education for damage prevention activities,

The Summit brought together stakeholders from throughout Iowa, especially those not familiar with CGA best practices and damage prevention initiatives. The two-day CGI Summit focused on educational workshops for excavators, utility operator's operators and underground utility locators. In addition to training, the Summit also offered industry specific information and round table discussions on the hot topics in damage prevention among all stakeholders. The Summit vendors showed attendees new and emerging technology, demonstrations, and hands-on workshops. The ability to offer the Summit free of charge to all stakeholders allowed CGI to continue to raise the level of awareness in Iowa while fostering recruitment and active participation in its damage prevention initiatives. The Summit established collaborative stakeholder efforts and expanded effective communications among all stakeholders to increase the support and commitment to underground damage prevention in Iowa. The funding via the grant enabled CGI to offer the workshop at the Summit at no cost to encourage attendance from the smaller utilities and municipalities that otherwise may not participate due to prohibitive budgets.

***Element (5): Public Education.*** A process for fostering and ensuring active participation by all stakeholders in public education for damage prevention activities.

The marketing/public relations damage prevention campaign ran May thru September 2010. The campaign targeted the untraditional excavating markets which included homeowner, fencing, arborists/master gardeners, and the agricultural markets through a combination of radio, training and print media. This provided an opportunity to reach a group of stakeholders that CGI is striving to connect and would not ordinarily be aware of damage prevention initiatives, the 811 campaign, or best practices. In addition, it provided a vehicle thru press releases and "teasers" to raise awareness of the CGI educational and interactive DVD from the previous grant.

***Element (5): Public Education.*** A process for fostering and ensuring active participation by all stakeholders in public education for damage prevention activities.

A campaign was initiated targeting 25 excavation equipment rental companies. A "package" for each company was delivered containing CGA Best Practices, CGA 811 stickers for equipment, USB Flash Drives preloaded with the CGI DVD and CGA Best Practice, and CGA 811 Banners. The contact with the excavator rental company provided an opportunity to develop a relationship

with the company, increase awareness of 811, and educate the excavators who rent equipment. The campaign also increased awareness of CGI and its damage prevention initiatives.

**Quantifiable Metrics/Measures of Effectiveness (Item 2 under Article IX, Section 9.01 Project Report: “Where the output of the project can be quantified, a computation of the cost per unit of output.”)**

The :30 second 811 radio commercial (1 per day, per station x 56 stations) was layered on top of news report sponsorships with a 3-week schedule in July and September 2011. The commercials were run in rural Iowa statewide as well as mainstream stations.

The 10’5” x 22’8” 811 billboard ran on a 3 month cycle located at the Des Moines Farmers Market which is one of the largest in the nation with more than 200 vendors and an average attendance of 18,000 people.

**Issues, Problems or Challenges (Item 3 under Article IX, Section 9.01 Project Report: “The reasons for slippage if established objectives were not met. “)**

The projects are on schedule and there are no issues, problems or challenges to report.

**Final Financial Status Report**

The final financial report has been sent as a separate attachment to the AA.

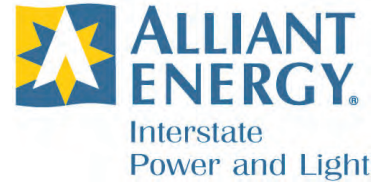
**Requests of the AOTR and/or PHMSA**

No action requested at this time.



**Common Ground Iowa®**  
One voice. One vision. One Iowa.

***Thank You to the 2011  
CGI Summit Sponsors:***



**Common Ground Iowa®**  
One voice. One vision. One Iowa.



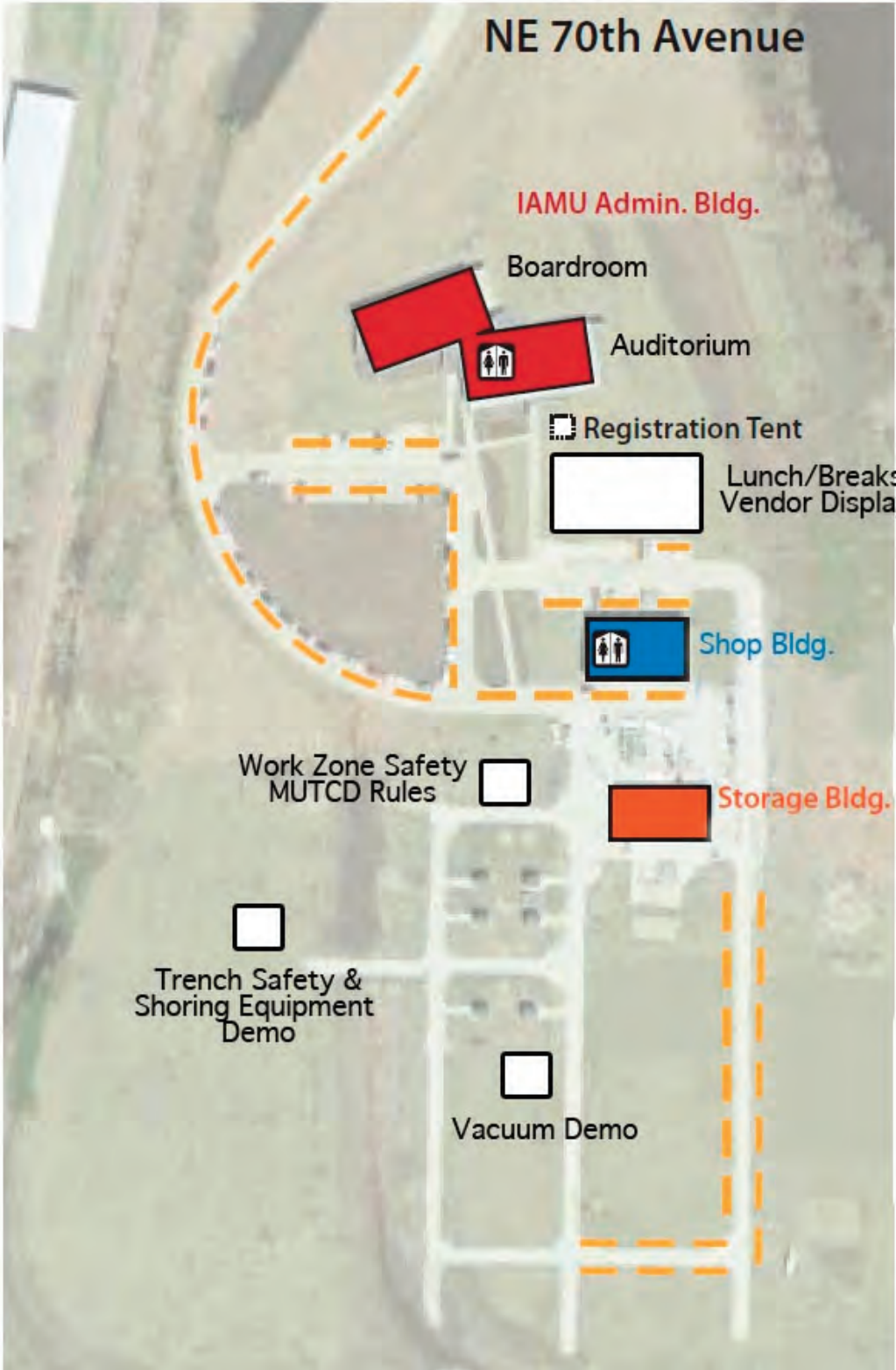
**August 10-11, 2011**

*IAMU (Iowa Association of Municipal Utilities)  
1735 NE 70th Avenue, Ankeny, IA 50021*

[www.commongroundiowa.com](http://www.commongroundiowa.com)

Damage Prevention Summit  
August 10-11, 2011

NORTH



 Restrooms  
--- Parking

**IAMU Facilities**  
1735 NE 70th Avenue,  
Ankeny, IA 50021  
(515) 289-1999

**Exhibit Hall - Vendor Tent**  
VENDORS: Setup 8/11 before 8 a.m.

Exhibit Area opens at 8 a.m. on 8/11  
Exhibit Area closes at 4 p.m. on 8/11



**Know what's below.  
Call before you dig.**

  
**Common Ground Iowa®**  
One voice. One vision. One Iowa.  
[www.commongroundiowa.com](http://www.commongroundiowa.com)

**CGI Executive Team:**

|                             |                                                     |
|-----------------------------|-----------------------------------------------------|
| <b>CHAIRPERSON:</b>         | Cynthia Munyon, Iowa Utilities Board                |
| <b>VICE CHAIRPERSON:</b>    | John Barber, Snyder & Associates, Inc.              |
| <b>PROGRAM DIRECTOR:</b>    | Dave Hraha, Iowa Association of Municipal Utilities |
| <b>SECRETARY:</b>           | Travis Daniels, Consolidated Utility Services, Inc. |
| <b>TREASURER:</b>           | Josh Doughan, Snyder & Associates, Inc.             |
| <b>MEMBERSHIP DIRECTOR:</b> | Darrell Brown, RBS Safety Training                  |
| <b>MARKETING DIRECTOR:</b>  | Sally Fossum, Alliance Pipeline                     |
| <b>WEBSITE COORDINATOR:</b> | Nick Gardner, Black Hills Energy                    |

Advanced Locating Workshop

(August 10) IAMU Auditorium

|          |                                                 |
|----------|-------------------------------------------------|
| 9:30 AM  | Registration                                    |
| 10:00 AM | Classroom theory of different types of locators |
| Noon     | Lunch (provided)                                |
| 12:30 PM | Continuation of Classroom                       |
| 3:00 PM  | Field hands-on                                  |
| 4:00 PM  | Adjourn                                         |

(August 11) IAMU Shop Building

|         |                                   |
|---------|-----------------------------------|
| 8:00 AM | Troubleshooting, Q&A              |
| 9:00 AM | Field hands-on                    |
| 10:30   | Adjourn & join CGI Summit & Lunch |

**Instructors:** Travis Beran, Subsurface Solutions  
Ben Booth, Iowa One Call  
Mike Broshous, Consolidated Utility Services, Inc.  
Mark Green, Consolidated Utility Services, Inc.  
Adam Johnson, Cox Utility Services Inc.  
Mark Shill, Iowa Utilities Board

Session Highlights:

This workshop is designed to answer these questions for operators looking to learn about the complete operation of line locators and techniques for better locating.

NOTE: .7 CEU's for Water Distribution operators has been approved for this class. Each attendee will receive a certificate of attendance stating course completion. Normally a fee of \$100.00 per person is required for this course. The session is limited to 50 people.

Damage Investigation Workshop

(August 10) IAMU Boardroom

|          |                            |
|----------|----------------------------|
| 9:30 AM  | Registration               |
| 10:00 AM | Introductions and Overview |
| 11:30 AM | Classroom                  |
| Noon     | Lunch (provided)           |
| 12:30 PM | Continuation of Classroom  |
| 4:00 PM  | Adjourn                    |

**Instructor:** Ron Peterson, Utility Consulting Professionals

Session Highlights:

This session is designed for excavators who do their part in the damage prevention process but still face unwarranted or exaggerated damage claims. Learn how to clearly document the damage so you can defend yourself in court. Some of the items covered will include; Photographic Techniques, Documentation, Diagramming & Interviewing Techniques.

NOTE: No CEU's available. Each attendee will receive a certificate of attendance. Normally a fee of \$200.00 per person is required for this course. This course is being offered for free through Common Ground Iowa and space is limited to twenty-five (25) registrants.

**Reception: Best Western Metro North Ankeny**  
5:00 - 8:00 PM

KorTerra

Primary Contact: Brad Johnson, Sales Executive  
Company Address: 18882 Lake Dr. E, Chanhassen, MN 55317  
Phone: (952) 368-1911 x3144  
Fax: (952) 697-3141  
Contact Cell: (952) 270-0224  
Contact Email: brad.johnson@korterra.com  
Company Website: www.korterra.com  
Company Information: Since 1990, KorTerra has been the damage prevention industry's most trusted partner in providing quality and comprehensive One Call ticket management software solutions. KorTerra works with Pipeline Companies, Utilities, Municipalities, Contract Locators, and One Call Centers to help them operate as efficiently as possible through the use of our industry-leading technology, while cutting costs by eliminating unnecessary manual processes.



KorTerra's unique position of collaborating directly with these companies in the damage prevention industry has allowed us to build a compilation of industry-wide knowledge and best practices that few companies possess.

KorTerra's current One Call ticket management operations process over 25,000,000 tickets annually. In addition to One Call ticket management software, KorTerra provides process consulting, training, web design and hosting services to ensure operations are streamlined and functional throughout all areas of an organization.

NuStar Energy L.P.

Primary Contact: Troy Styer  
Company Address: 2330 North Loop 1604 W, San Antonio, TX 78278  
Phone: (800) 866-9060  
Contact Email: troy.styer@nustarenergy.com  
Company Website: www.nustarenergy.com  
Company Information: NuStar Energy L.P. is a publicly traded, limited partnership based in San Antonio, with 8,417 miles of pipeline; 90 terminal and storage facilities that store and distribute crude oil, refined products and specialty liquids; and two asphalt refineries and a fuels refinery with a combined throughput capacity of 118,500 barrels per day. The partnership's combined system has over 94 million barrels of storage capacity. One of the largest asphalt refiners and marketers in the U.S. and the second largest independent liquids terminal operator in the nation, NuStar has operations in the United States, Canada, Mexico, the Netherlands, the United Kingdom and Turkey.



Rhino Marking & Protection Systems, Inc.

Primary Contact: Scott Landes  
Company Address: 10740 Lyndale Ave. S., Suite 16W, Bloomington, MN 55420  
Phone: (952) 703-7020  
Contact Cell: (952) 239-7339  
Contact Email: slandes@rhinomarkers.com  
Company Website: www.rhinomarkers.com  
Company Information: Rhino Marking and Protection Systems provides innovate marking systems to protect buried facilities, help ensure worker safety and protect the environment.



Rhino has been the leader in the Damage Prevention industry for almost twenty years. With the introduction of the TriView marking system in 1997, Rhino revolutionized the damage prevention industry by providing a 360 visibility marker post that could be used in a variety of applications.

Subsurface Solutions

Primary Contact: Travis Beran, President  
Company Address: 12095 S 203rd St., Gretna, NE 68028  
Phone: (402) 577-0227  
Contact Cell: (402) 203-4415  
Contact Email: [travis@subsurfacesolutions.com](mailto:travis@subsurfacesolutions.com)  
Company Website: [www.subsurfacesolutions.com](http://www.subsurfacesolutions.com)  
Company Information: Distributors of Radiodetection Utility Locators, Fault Locators, Pearpoint Sewer Cameras and Trimble GPS units.



Terra Shield, LLC

Primary Contact: Jeff Boger, National Sales Manager  
Company Address: 5025 New Haven Ave., Fort Wayne, IN 46803  
Phone: (260) 469-3610  
Contact Cell: (260) 43-3738  
Contact Email: [jboger@terrashieldllc.com](mailto:jboger@terrashieldllc.com)  
Company Website: [www.terrashieldllc.com](http://www.terrashieldllc.com)  
Company Information: Terra Shield's proprietary means and methods technology substantially reduces costs by requiring less man-hours and material. Terra Shield incorporates cutting edge automation and control systems to all but eliminate potential errors by creating a three dimensional exclusion zone around the utility. Site safety is enhanced by reducing the need to place workers in the trench. Crew operations are reduced to a small team. Support projects which typically take 3-4 days to complete now can be accomplished in 4 to 8 hours.



United Rentals Trench Safety

Primary Contact: Eric Juhl, Branch Manager  
Company Address: 4010 SE Capitol Circle, Grimes, IA 50111  
Phone : (515) 986-5944  
Fax: (515) 986-5945  
Contact Cell: (515) 979-4480  
Contact Email: [erjuhl@ur.com](mailto:erjuhl@ur.com)  
Company Website: [www.ur.com](http://www.ur.com)  
Company Information: United Rentals, The Underground Equipment Specialist, is the leading supplier of trench safety services and the one source capable of meeting all of your underground construction needs. With over 600 rental locations throughout North America, there is no job too big or too small that we cannot help you with. We offer over 600 different types of equipment for rent or sale, provide professional training & assistance, and the exceptional service you expect from a leader. We're here to help you complete your job. Consider it done!



Reception

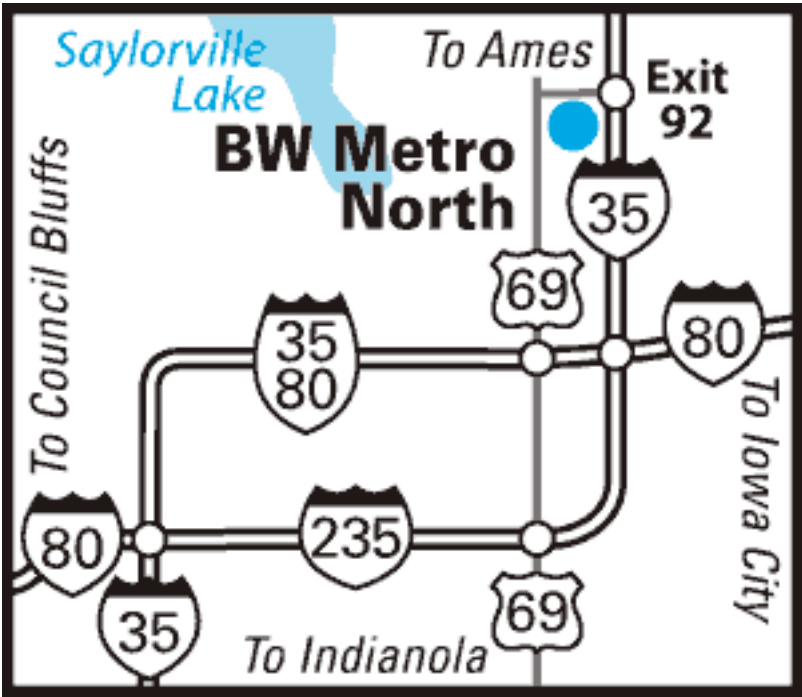
August 10, 2011  
5:00 - 8:00 p.m.

Appetizers and refreshments sponsored by



Best Western Metro North Ankeny

133 SE Delaware Avenue, Ankeny, IA 50021  
(515) 964-1717



Directions to hotel

From the Interstate take Exit 92 off of I-35.  
The Best Western Metro North is on the West side on I-35.

Iowa One Call

Primary Contact: Ben Booth, Manager, Public Relations/Communications  
Company Address: 9001 Hickman Rd, Suite 220, Des Moines, IA 50322  
Phone: (515) 278-8700  
Contact Cell: (515) 707-3998  
Contact Email: benbooth@netins.net  
Company Website: www.iowaonecall.com  
Company Information: Iowa One Call provides contractors, homeowners, and others who may be excavating, digging or trenching with a single toll-free number to call for locating and marking underground facilities.



The toll-free Iowa One Call number is 1-800-292-8989

Iowa law states that if you are excavating, including digging, you must call Iowa One Call at least 48 hours in advance (of your digging) in order to minimize the risk of damaging any type of underground facilities (electric, gas, telecommunications, cable television, water and sewer). The service is free, and so is the phone call. Making the phone call can help eliminate the risk of disrupting service, and greatly reduce the potential risk of serious personal injury.

Iowa’s One Call Center is located in downtown Davenport, Iowa. It operates 24 hours a day, seven days a week, and is staffed by a team of 40 customer service representatives under the direction of the Iowa One Call manager. The Center has 34 incoming toll-free telephone lines, 14 outgoing lines, 5 direct lines and an 800-fax line.

Iowa Pipeline Association

Primary Contact: LuAnn Allar, Compliance & Operations Support Specialist  
Company Address: 200 1st St SE - 18th Floor, Cedar Rapids, IA 52401  
Phone: (319) 786-4056  
Fax: (319) 786-4638  
Toll-Free: 1-800-Alliant  
Contact Cell: (319) 551-6452  
Contact Email: luannallar@alliantenergy.com  
Company Website: www.iowapipelinesafety.com



Company Information: The purpose of the Iowa Pipeline Association is to develop and enhance communications and establish a working liaison between pipeline companies in Iowa. IPA introduces emergency responders, public officials, excavators, and the affected public to the basics of pipeline recognition, and encourages everyone to use the state one-call underground damage prevention program. IPA also focuses on providing Iowa emergency responders with the information they need to protect our nation’s critical assets and ensure the safety of the communities they serve.

There are some 41,410 miles of hazardous liquid and natural gas pipelines in Iowa. That figure compares with a national average of 51,765 miles. These pipelines include large-diameter lines carrying energy products to population centers, as well as small-diameter lines that may deliver natural gas to businesses and households in your neighborhood. The energy products carried in pipelines fuel our lives and our livelihoods. They heat our homes, and schools, power our industrial base and enable our daily commutes.

Pipelines are by far the safest method for transporting energy products. Nevertheless, they can and sometimes do rupture, posing serious risk. That’s why we encourage everyone in Iowa to learn about pipelines and the products they carry, as well as a few simple steps you can take to help us ensure pipeline safety in your community.

|          |                                                                                                                                                                                                                                                                                                                                                                                                |
|----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 8:30 AM  | Registration/Free Breakfast/Networking Opportunity/Vendors (large tent)                                                                                                                                                                                                                                                                                                                        |
| 9:00 AM  | Summit Opening Remarks                                                                                                                                                                                                                                                                                                                                                                         |
| 9:10 AM  | Opening General Session (IAMU Auditorium):<br>“PHMSA Damage Prevention Programs” Speaker: Ann Marie Robertson, PHMSA (Pipeline & Hazardous Materials Safety Administration)                                                                                                                                                                                                                    |
| 10:10 AM | Break - Networking Opportunity / Vendors (Large Tent)                                                                                                                                                                                                                                                                                                                                          |
| 10:30 AM | <b>Locating Roundtable</b> (IAMU Auditorium)<br>Moderator: Mike Parilac, Staking University<br>Excavator Representative: Jeremy Feldmann, J&K Contracting<br>Locator Representative: Brian Hanna, Consolidated Utility Services, Inc.<br>Facility Owner Representative: Pete Vielhaber, CenturyLink                                                                                            |
| 11:50 AM | Lunch (provided)/Networking Opportunity and Vendors (Large Tent)                                                                                                                                                                                                                                                                                                                               |
| 12:30 PM | Keynote Speaker “9 Ways to End Up in a Digging Dangers Video” (IAMU Auditorium)<br>Mike Parilac, Staking University                                                                                                                                                                                                                                                                            |
| 1:40 PM  | Hands-On Field Demonstrations (choose one)<br><br><b>Vacuum Demo</b> (Ditch Witch)<br><b>Trench Safety &amp; Shoring Equipment</b> (United Rentals)<br><b>Work Zone Safety new MUTCD rules</b> (IAMU)                                                                                                                                                                                          |
| 2:10 PM  | Break - Networking Opportunity and Vendors (Large Tent)                                                                                                                                                                                                                                                                                                                                        |
| 2:30 PM  | Choose Hands-On Field Demonstration or Speaker Presentation:<br><br><b>Sewer Laterals and Cross Bores</b> (IAMU Auditorium)<br>Speaker: Tom Prew, MNOPS (Minnesota Office of Pipeline Safety)<br><br>Hands-On Field Demonstrations:<br><br><b>Vacuum Demo</b> (Ditch Witch)<br><b>Trench Safety &amp; Shoring Equipment</b> (United Rentals)<br><b>Work Zone Safety new MUTCD rules</b> (IAMU) |
| 3:00 PM  | “Trench Cave-in” (IAMU Auditorium)<br>Speaker: Jon Rech, Fire Marshal, Urbandale Fire Department                                                                                                                                                                                                                                                                                               |
| 3:30 PM  | <b>CGI and Door Prizes</b> (IAMU Auditorium)<br>Common Ground Iowa                                                                                                                                                                                                                                                                                                                             |

Adjourn.

**Travis Beran, President; Subsurface Solutions****Advanced Locating Workshop Instructor****August 10 9:30 AM - August 11 10:30 AM**Email: [travis@subsurfacesolutions.com](mailto:travis@subsurfacesolutions.com)Website: [www.subsurfacesolutions.com](http://www.subsurfacesolutions.com)

Phone: (402) 577-0227

Cell: (402) 203-4415

Personal Bio: Travis Beran of Subsurface Solutions has represented Radiodetection utility locaters for 12 years. In addition they distribute GPS mapping equipment, ground penetrating radar, fault locating equipment and sewer cameras. Travis is an authorized locator training specialist and was previously employed by Great Plains Locating Service in Omaha, Nebraska.

**Ben Booth, Manager of Public Relations & Communication; Iowa One Call****Advanced Locating Workshop****August 10, 2011 9:30 AM - 4:00 PM**Email: [benbooth@netins.net](mailto:benbooth@netins.net)Website: [www.iowaonecall.com](http://www.iowaonecall.com)

Phone: (515) 278-8700

Cell: (515) 707-3998

Personal Bio:

Ben oversees all aspects of public relations, communications, and marketing of the state's one-call damage prevention system. Acts as the company spokesperson, media relations and public relations point person, and liaison to Iowa underground facility operators and excavators, the Iowa One Call Board of Directors and the Iowa Attorney General's office.

Education and professional background:

B.A. Marketing / Public Relations, Drake University, Des Moines, Iowa

Ten years experience in the excavation-related damage prevention industry

Twenty-five years experience in the public relations and marketing sector.

Thirty years experience in the construction industry.

**Mike Broshous, Consolidated Utility Services, Inc.****Advanced Locating Workshop Hands-on Activities****August 11, 2011 9:00 AM**Email: [mike.broshous@cusinc.com](mailto:mike.broshous@cusinc.com)

Phone: (515) 98-8971

Fax: (515) 987-8975

Cell: (515) 745-3866

Personal Bio:

Employed by at Consolidated Utility Services, Inc. (CUS), Mike Broshous currently holds the position of is the Business Development and Client Relations Manager. Mike has been with CUS (formerly known as Great Plains Locating Service) since 1997 and is enjoying his 19th year in the damage prevention industry. Originally from northern Illinois, Mike was previously employed by Underground Technology, Inc. (UTI) from 1992 until 1997, holding a number of field and mid-management positions. Within CUS today, Mike works with the identification of new clients, retention of existing clients and customer service support. Active damage prevention industry involvement includes; initial and past Chairperson of Common Ground Iowa (CGI), past Class C Director/Board Member for Iowa One Call, current Vice-President/Contract Locator for JULIE, Inc. (Illinois One Call), current Electric Steering and Associate Advisory Committees team member at MEA (Midwest Energy Association) current CGA Regional Partnerships Region 5 Coordinator, and recent 2011 inductee into the prestigious MEA Hall of Fame.

**Consolidated Utility Services, Inc.**

Primary Contact: Michael "Mike" A. Broshous, Business

Development and Client Relations Manager

Company Address: 85 SE Plumwood Lane, Waukee, IA 50263

Phone: (515) 987-8971

Fax: (515) 987-8975

Toll-Free: (888) 868-6195

Contact Cell: (515) 745-3866

Contact Email: [mike.broshous@cusinc.com](mailto:mike.broshous@cusinc.com)Company Website: [www.consolidatedus.com](http://www.consolidatedus.com)

Company Information: The operating companies under the Consolidated Utility Services, Inc. (CUS) umbrella provide a full spectrum of world-class damage prevention process services and solutions, including underground utility locating, one-call center management, damage investigations/claims management, and ticket/locate request management systems. Company-wide, CUS employs over 1,500 individuals during the peak excavation and construction season, and across our service area footprint, we partner with over 400 customers in 25 US States and Canada. The primary core of our business is to provide underground utility locating services to a variety of electric, gas, telecommunications, government, state and municipal operated companies. As an organization, CUS personnel will perform accurate and on-time field markings on nearly 8,000,000 locate requests annually.

**Contractor Solutions Trench Shoring**

Primary Contact: Dave

Company Address: 4665 NE 16th St. #B, Des Moines, IA 50313

Phone: (515) 265-7368

Contact Email: [dave@cs-shoring.com](mailto:dave@cs-shoring.com)Company Website: [www.cs-shoring.com](http://www.cs-shoring.com)

Company Information: Contractor Solutions is a rental and sales company that specializes in products for the underground construction industry. Founded in 2006, Contractor Solutions was started to offer contractors a quality product with knowledge, support, and service behind the product.



The customer is the most important part of our business. Our goal is to offer you the best product at the most economical price possible to help your business stay successful. We are here to get you what you want and what you need to get your job done right!

**Ditch Witch-Iowa**

Primary Contact: Ken Hamilton, Sales Manager

Company Address: 1000 W 6th Ave, Slater, Iowa 50244

Phone: (515) 685-3521

Fax: (515) 685-3042

Contact Cell: (515) 291-8636

Contact Email: [Ken.hamilton@ditchwitch-iowa.com](mailto:Ken.hamilton@ditchwitch-iowa.com)

Company Information: Ditch Witch-Iowa was established in 1967 in Slater, Iowa. We currently have 2 locations, Slater, Iowa and Davenport, Iowa. We have sales, parts and service (both dealership and road service) for the complete line of Ditch Witch equipment, trenching, plowing, boring and locate electronics. Our sales department does hands-on demonstrations and training of Ditch Witch equipment at customer locations. Our service dept. has gold certified technicians, and can complete repairs in the Ditch Witch dealership or on your jobsite.



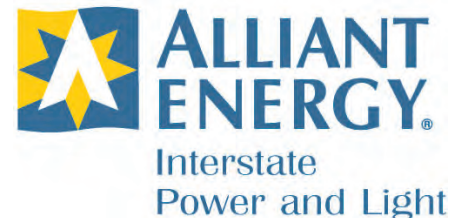
### Alliance Pipeline

Primary Contact: Sally Fossum, Public Awareness Coordinator  
 Company Address: 6385 Old Shady Oak Road, Suite 150, Eden Prairie, MN 55344  
 Phone: (952) 944-3183  
 Fax: (952) 944-9166  
 Toll-Free: (877) 733-3183  
 Contact Cell: (612) 281-7845  
 Contact Email: sally.fossum@alliancepipeline.com  
 Company Website: www.alliancepipeline.com  
 Company Information: Alliance Pipeline began operations on December 1, 2000, transporting natural gas through a 2,311-mile pipeline system that collects gas in northeastern British Columbia and northwestern Alberta, running underground through Saskatchewan, North Dakota, Minnesota, Iowa and terminating in Illinois, the heart of the U.S. Midwest. Alliance delivers more than 1.6 billion cubic feet per day of rich, high-energy natural gas to the Chicago market, enough to fuel the needs of seven million homes every day.



### Alliant Energy

Primary Contact: LuAnn Allar, Compliance & Operations Support Specialist  
 Company Address: 200 1st St SE - 18th Floor, Cedar Rapids, IA 52401  
 Phone: (319) 786-4056  
 Fax: (319) 786-4638  
 Toll-Free: 1-800-Alliant  
 Contact Cell: (319) 551-6452  
 Contact Email: luannallar@alliantenergy.com  
 Company Website: www.alliantenergy.com/pipelinesafety  
 Company Information: Alliant Energy-Interstate Power and Light (IP&L) is a subsidiary of Alliant Energy Corporation. Alliant Energy is a public utility holding company headquartered in Madison, Wisconsin, serving approximately 980,000 electric and 412,000 natural gas customers throughout its four-state service territory. The company's primary focus is providing its customers in the Midwest with regulated electricity and natural gas service.



Alliant Energy-IP&L natural gas transmission pipelines deliver gas directly to customers and to local distribution system stations, often referred to as gate stations, where pressure is lowered for final distribution to end users. Our distribution systems consist of mains, which are usually located along or under city streets, and smaller service lines that come off the mains and distribute natural gas service to homes and businesses.

As an energy provider, we are committed to aligning our business and environmental objectives. Alliant Energy-IP&L operates in a manner that helps preserve the environment and greatly reduce the risk of harm to human health, safety and welfare. Through periodic assessments, we can ensure conformance to environmental regulations and internal policies and procedures.

### Common Ground Iowa (CGI)

Primary Contact: Cynthia Munyon, Chairperson  
 Company Address: 2727 SW Snyder Blvd., Ankeny, IA 50023  
 Phone: (515) 725-7338  
 Contact Cell:  
 Contact Email: cynthia.munyon@iub.iowa.gov  
 Company Website: www.commongroundiowa.com  
 Company Information: Through shared responsibility among all stakeholders, the CGI works to reduce damages to the underground infrastructure ensuring public safety, environmental protection, and the integrity of services by promoting effective damage prevention practices.



### Jeremy Feldmann, President; J&K Contracting

**Roundtable Panel: Contractor Representative August 11, 2011 10:30 AM :**

Phone: (515) 233-5500

Cell: (515) 450-6815

Personal Bio:

Jeremy Feldmann has been involved with the construction industry for many years and is currently the President of J&K Contracting L.L.C located in Ames, Iowa. J&K contracting was established in 2007 and has annual revenue of \$2.5 - \$5 million dollars annually and employs approximately 20-49 people throughout any given year. Being involved with large construction projects like trunk sewers with cross country routes and deep installations, utilities have a 'make it or break it' affect on the outcome of a project, not to mention the more important safety aspect of their daily work.

J&K Contracting is an underground construction company that installs sanitary sewer, storm sewer and water mains throughout the midwest for private facilities and developers and government agencies.

### Mark Green, Safety & Training Coordinator; Consolidated Utility Services, Inc.

**Advanced Locating Workshop hands-on activities**

**August 10 3:00 PM & August 11 9:00 AM**

Email: Mark.Green@cusinc.com

Phone: (402) 216-0007

Cell: (319) 329-3015

Personal Bio:

Born in Cascade, Iowa

Cascade High School class of 1977

Civil Engineering degree from Morrison Institute of Technology class of 1980

Illinois DOT 1980 thru 1988

U.S. Army 1988 thru 1991

MMS consultant engineering 1991 thru 1993

Cascade Telephone Company 1993 thru 1997

GPLS / Consolidated Utility Services, Inc. 1997 to present



### Ken Hamilton, Sales Manager; Ditch Witch

**Hands-on Field Demonstration: "Vacuum Demo"**

**August 11, 2011 1:40 PM & 2:30 PM**

Email: Ken.hamilton@ditchwitch-iowa.com

Phone: (515) 685-3521

Fax: (515) 685-3042

Cell: (515) 291-8636

Personal Bio:

Sales Manager, Ken Hamilton, has been with Ditch Witch-Iowa for 16 years, and covers all training on directional drills, as well as all other Ditch Witch products.



Company Information: Ditch Witch-Iowa was established in 1967 in Slater, Iowa. We currently have 2 locations: Slater, Iowa and Davenport, Iowa. We have sales, parts and service (both dealership and road service) for the complete line of Ditch Witch equipment, trenching, plowing, boring and locate electronics. Our sales department does hands-on demonstrations and training of Ditch Witch equipment at customer locations. Our service department has gold certified technicians, and can complete repairs in the Ditch Witch dealership or on your jobsite.



**Brian Hanna, General Manager Western  
Region Operations; Consolidated Utility Services, Inc.**

**Roundtable Panel: Locator Representative August 11, 2011 10:30 AM**

Email: brian.hanna@cusinc.com

Website: www.consolidatedus.com

Phone: (402) 216-0609

Personal Bio:

Brian Hanna is currently the General Manager of Operations for Consolidated Utility Services, Inc. (CUS) Western Region Operations. His damage prevention span of control is currently in the states of Iowa, Illinois, Kansas, Missouri, Minnesota, South Dakota, Nebraska, Colorado and Wyoming. These states cumulatively account for over 2.1 million locates annually. Brian is currently in his 11th year with CUS and entered the damage prevention industry in 1995 with Underground Technology Inc. (UTI) in Ventura, California. He has also lead operations in Arizona, Nevada as well as Northern California in the San Jose area.



**Adam Johnson, Area Operations  
Manager; Cox Utility Services, Inc.**

**Advanced Locating Workshop Hands-on  
Activities August 11, 2011 9:00 AM**

Email: adam.johnson@coxusi.com

Phone: (888) 269-8740

Fax: ((877) 222-8190

Cell: (704) 207-7536

Personal Bio:

Adam Johnson is the Area Operations Manager for Cox Utility Services, Inc. out of Charlotte, North Carolina.

Cox Utility Services provides subsurface utility locating services. We are experienced in locating electric, gas and telecommunications and have 18 years of business experience in the locating industry.

We utilize the latest technology in every facet of our operation. All of our locators operate in a "always on" environment. Our fleet is GPS enabled and we use several types of locating equipment to ensure an accurate locate.

Our dispatch operates 24/7/365 to ensure consistent service and proper attention is given to our clients.

**2011 Damage Prevention  
Summit Vendors:**

Alliant Energy  
Alliance Pipeline  
Common Ground Iowa  
Consolidated Utility Services, Inc.  
Contractor Solutions Trench Shoring  
Ditch Witch  
Iowa One Call  
Iowa Pipeline Association  
KorTerra  
NuStar Energy  
Rhino Marking & Protection Systems  
Subsurface Solutions  
Terra Shield, LLC  
United Rentals

**2011 Damage Prevention Summit  
Lunch, Break and Reception Sponsors:**

Alliant Energy  
Alliance Pipeline  
BP Pipelines  
Common Ground Iowa  
Consolidated Utility Services, Inc.  
Contractor Solutions Trench Shoring  
Iowa One Call  
Iowa Pipeline Association  
Iowa Soybean Association  
KorTerra  
NuStar Energy  
Radiodetection  
Rhino Marking & Protection Systems  
Snyder & Associates  
Terra Technologies, LLC

***Special thanks to the Summit Committee for their hard work  
in making this year's event a success!***

John Barber, Snyder & Associates  
Mike Broshous, CUS  
Josh Doughan, Snyder & Associates  
Sally Fossum, Alliance Pipeline  
Dave Hraha, IAMU  
Kenton Heuertz, MidAmerican Energy  
Adam Johnson, Cox Utility Services  
Dan Maschka, Northern Natural Pipeline  
Cynthia Munyon, IUB

***Join CGI today!***

***Becoming a member is easy and it's FREE.***

Find a membership application at the CGI Booth or go online:

[www.commongroundiowa.com](http://www.commongroundiowa.com)

**Mark Shill, Utilities Regulation Inspector;  
Iowa Utilities Board**

**Advanced Locating Workshop August 10, 2011 9:30 AM - 4:00 PM**

Email: mark.shill@iub.iowa.gov

Phone: (515) 681-2819

Personal Bio:

Mark Shill worked for Alliant Energy since 1973. Mark worked on the gas crew as a Gas Mechanic, Gas Mechanic Welder (both in Ames, IA), Gas Department Foreman (Belmond, IA) until 1992 when Mr. Shill went onto management as Gas Supervisor, Gas Superintendent, Team Leader, District Team Leader, Manager of customer Service - Gas, Gas Compliance and OQ Manager, Gas OQ Manager until 2009 (all in Ames). Mr. Shill worked as a Gas Trainer for classroom and hands on training, in conjunction with all jobs with Alliant Energy from the time he started with the company. 2009 to present - Utilities Regulation Inspector - IUB, located in Des Moines, IA, living in Ames, Iowa.



**Andy Stoullil, Outside Sales  
Representative; United Rentals  
Trench Safety**

**Hands-on Field Demonstration:  
“Trench Safety & Shoring Equipment”**

**August 11 1:40 PM & 2:30 PM**

Website: www.ur.com

Phone: (515) 986-5944

Fax: (515) 986-5945

Personal Bio:

Andy Stoullil started with United Rentals Trench Safety in June of 2009. His current position is Outside Sales Representative and he covers Iowa & parts of Wisconsin & Illinois. Andy holds a Bachelors of Science in Construction Engineering from Iowa State University. He is only a phone call away when you have a problem or question about an excavation & will deliver a cost-effective solution.



**Pete Vielhaber, CenturyLink**

**Roundtable Panel: Facility Owner Representative August 11, 2011 10:30 AM**

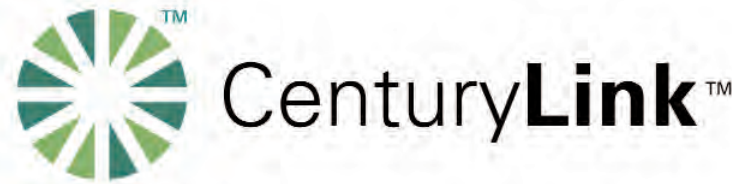
Email: pete.vielhaber@qwest.com

Website: www.centurylink.com

Phone: (515) 965-0039

Cell: (515) 321-9835

Personal Bio: Pete Vielhaber has been with CenturyLink (formerly Qwest & US West) for 16 years. He currently manages contract locating for CenturyLink and is also responsible for cable rehab in the greater Des Moines area. Pete has authored several articles for Damage Prevention Professional magazine and retired from the US Army as a Sergeant First Class in 1995 where he also worked in the telecom profession as a Central Office Manager.



Company Information: CenturyLink is the third largest telecommunications company in the United States. The company provides broadband, voice and wireless services to consumers and businesses across the country. It also offers advanced entertainment services under the CenturyLink Prism TV and DIRECTV brands. In addition, the company provides data, voice and managed services to business, government and wholesale customers in local, national and select international markets through its high-quality advanced fiber optic network and multiple data centers. CenturyLink is recognized as a leader in the network services market by key technology industry analyst firms. CenturyLink's customers range from Fortune 500 companies in some of the country's largest cities to families living in rural America.



IOWA  
ASSOCIATION OF MUNICIPAL  
UTILITIES

**Mary Ann Kinkade, Job Training & Safety Coordinator, IAMU**

**Hands-on Field Demonstration: “Work Zone Safety new MUTCD rules”**

**August 11, 2011 1:40 PM & 2:30 PM**

Email: Mkinkade@iamu.org

Phone: (515) 289-1999

Fax: (515) 289-2499

Cell: (515) 210-6620

Personal Bio:

For the past 19 years, Mary Ann Kinkade has been in Safety Department for the Iowa Association of Municipal Utilities. Mary Ann became a nurse right out of high school, worked as a nurse for a few years, then attended Iowa State University. Upon graduation from ISU, Mary Ann worked for Con Agra Corporation in Safety for twenty years before coming to work for IAMU. She is a board member of the ASSE (American Society of Safety Engineers) and the National Safety Council - Mary Ann received an outstanding volunteer award from Iowa Governors Safety Council. Twenty year certificate American Red Cross Volunteer.



IOWA  
ASSOCIATION OF MUNICIPAL  
UTILITIES

**Steve McLaughlin, Safety Specialist, IAMU**

**Hands-on Field Demonstration: “Work Zone Safety new MUTCD rules”**

**August 11, 2011 1:40 PM & 2:30 PM**

Email: smclaughlin@iamu.org

Phone: (515) 289-1999

Personal Bio:

For the past 12 years Steve has been a Safety Specialist for the Iowa Association of Municipal Utilities, traveling the state of Iowa instructing city and county employees on approximately 35 different OSHA topics. Prior to working at IAMU, Steve was employed as a Safety Instructor for the Laborers' International Union of North America for 6 years. He covered topics ranging from construction safety to EPA required environmental training in Asbestos, Lead, Radiation and Hazardous Waste Clean-up. For the last 3 years, Steve has also taught Work Zone Safety for the Iowa DOT in various locations in the state.



### Mike Parilac, Planet Underground

**Moderator at the Locating Roundtable**

**August 11, 2011 10:30 AM**

**Speaker: "9 Ways to End Up in a Digging Dangers Video" August 11, 2011 12:30 PM**

Email: mike@underspace.com

Website: www.underspace.com

Phone: (815) 468-7814

Fax: (815) 468-7644

Personal Bio:

Mike spent 14 years with a major manufacturer of pipe and cable locate equipment, the first years learning and performing gas leak surveys. His next ten years in sales gave him an opportunity to learn locating through the sales of pipe and cable locators. For many years, Mike worked closely with their contract one-call locating operations as they grew into a sizable provider of services to gas, electric, and telecommunication utilities.

After continuing work in the contract locating business until the summer of 1998, Mike had an opportunity to write a business plan for building a pipe and cable locating training program from scratch. Staking University became the first fixed-based pipe and cable locate training program with year-round scheduled classes. Toi date, Staking University has performed work for over 300 customers including distribution utility companies, corridor utility companies, engineering companies, military bases, manufacturers, contract locating companies, and training companies.

In late 2001, Mike purchased Underground Focus Magazine, the only publication in the US entirely dedicated to underground damage prevention. Shortly after assuming operation of Staking University, the training program was combined with both Underground Focus Magazine and a small contract locating operation to form Planet Underground. Today, in addition to training, publishing and locating underground facilities, Planet Underground produces a series of training events/seminars with a decidedly real-world feel at their facility in Manteno, IL.

### Ron Peterson, President; Utility Consulting Professionals

**Speaker: Damage Investigation Workshop August 10, 2011 9:30 AM**

Email: seeunderground@mchsi.com

Phone: (816) 231-5105

Fax: (816) 231-6484

Cell: (816) 985-4436

Personal Bio:

Ron Peterson is President of Utility Consulting Professionals, a Kansas City based company specializing in damage prevention training and consulting. His experience includes working in all phases of the contract locating industry as well as developing claims processes for utilities and contractors. Mr. Peterson is currently the Executive Director for the National Utility Locating Contractor's Association (NULCA) and serves on the Board of Directors for the National Utility Contractor's Association (NUCA). He is the past Co-Chairman of the Regional Partners Committee for the Common Ground Alliance (CGA) and is the Vice-Chairman of Missouri Common Ground. Mr. Peterson also serves on the Missouri One-Call User's Group advisory committee.

### Tom Prew, Senior Engineer; Minnesota Office of Pipeline Safety

**Hands-on Field Demonstration: "Sewer Laterals and Cross Bores"**

**August 11, 2011 2:20 PM**

Email: thomas.prew@state.mn.us

Phone: (651) 201-7231

Cell: (651) 283-6279

Personal Bio:

Thomas Prew is the Senior Engineer for the Minnesota Office of Pipeline Safety (MNOPS) for the last 1.5 years. Prior to that Mr. Prew was Consulting City Engineer, with over 20 years of experience in municipal infrastructure.



### Jon Rech, Fire Marshal, Urbandale Fire Department

**Speaker: "Trench Cave-in" August 11, 2011 3:00 PM**

Email: JRech@urbandale.org

Website: www.urbandale.org/fire-department.cfm

Phone: (515) 331-6733

Fax: (515) 278-3972

Cell: (515) 208-3556

Personal Bio:

Jon is the Fire Marshal for the Urbandale Fire Dept. (UFD) and is responsible for fire code enforcement, fire and life safety prevention/education activities, and fire investigations in the City of Urbandale. He has been with the UFD since 1995. In addition to numerous Fire and EMS certifications he has an A.S. degree in Emergency Medical Services (EMS) from Mercy College of Health Sciences and a B.A. degree in Law, Politics and Society from Drake University. Jon is a past board member of the Hawkeye State Fire Safety Association and a past President of the Iowa Fire Marshals Association.



Company Information: UFD provides fire, rescue, and advanced life support (LS) EMS services for one of the fastest growing communities in the State of Iowa. Responding to approximately 2,500 calls for service each year, the department strives to provide mission driven and customer focused services to our customers.

### Annmarie Robertson, Program Manager; PHMSA

**Speaker: "PHMSA Damage Prevention Programs" August 11, 2011 9:10 AM**

Email: annmarie.robertson@dot.gov

Website: www.phmsa.dot.gov

Phone: (317) 253-1622

Personal Bio:

Annmarie Robertson joined the US Department of Transportation's Pipeline and Hazardous Materials Safety Administration (PHMSA) in 2009. Annmarie previously worked for the Indiana Utility Regulatory Commission's Pipeline Safety Division. She served as a pipeline safety engineer beginning in 1995 and transitioned to the position of Director of Pipeline Safety in 2003, where she remained until coming to PHMSA. While at the State of Indiana, Annmarie was nstrumental in incorporating changes to Indiana's one call laws and pipeline safety laws and regulations. Annmarie was active in the National Association of Pipeline Safety Representatives, serving as Chair of the organization until her move to PHMSA. She has also been actively involved in the Common Ground Alliance. Annmarie is a Purdue University graduate and resides in Indianapolis. In her position at PHMSA, Annmarie focuses on working with stakeholders across the country with respect to damage prevention issues and other related matters.



U.S. Department of Transportation  
**Pipeline and Hazardous Materials  
Safety Administration**



**Common Ground Iowa**

# Save the Date!

**CGI's 3rd Annual  
Damage Prevention Summit  
August 10-11, 2011**

**August 10, 2011**

10 AM - 4 PM

IAMU 1735 NE 70th Ave.  
Advanced Locator Training  
Damage Investigation Workshop

**Evening Reception**

Best Western Hotel Ankeny  
5 - 8 p.m.

**Event Highlights:**

- Industry Speakers
- Hands-on Training
- Roundtable of Experts
- Networking Opportunities
- Free Food & Prizes

**August 11, 2011**

8:30 AM - 4:00 PM

IAMU Complex  
1735 NE 70th Avenue  
Ankeny, IA 50021  
Damage Prevention Summit



**Know what's below.  
Call before you dig.**

*more information coming soon: [www.commongroundiowa.com](http://www.commongroundiowa.com)*



**Common Ground Iowa**

One voice. One vision. One Iowa.

A stylized illustration of a bright yellow sun with rays setting or rising over a rolling green field under a clear blue sky. The sun is partially obscured by the horizon line of the field.

**2011 YEAR IN REVIEW**

JANUARY

2011

**Eight chapters of  
pertinent information to guide  
you through the “best practices”  
for a safe digging & excavation project.**



2011

MARCH

# HyVee®

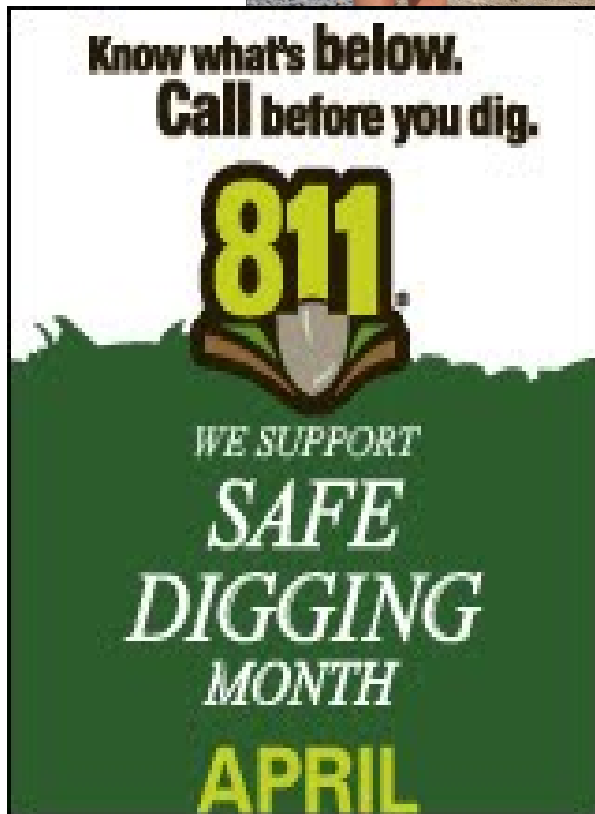


**E A R L  
M A Y**

Nursery & Garden Center  
[www.earlmay.com](http://www.earlmay.com)

APRIL

2011



2011

JUNE



A billboard advertisement for the 'Call Before You Dig' campaign. The billboard features a visual equation: a shovel, a plus sign, a potted tree, a plus sign, the text 'CALL 811' above a red rotary phone, an equals sign, and a yellow smiley face. Below this, a black banner reads 'Be Safe. Call Before You Dig.' and a red banner on the right features the 'cgi' logo and the text 'Common Ground Iowa'.

CALL  
**811**

Be Safe. Call Before You Dig.

*cgi*  
Common Ground Iowa

S  
B  
R  
O  
C

JULY

2011

# :30 SECOND RADIO “CALL 811” COMMERCIAL AIRS STATEWIDE



IA Common Ground-2011-Call 811 Before You Dig.mp3



Common Ground Iowa

# Save the Date!

CGI's 3rd Annual  
Damage Prevention Summit  
August 10-11, 2011

## **August 10, 2011**

10 AM - 4 PM

IAMU 1735 NE 70th Ave.

Advanced Locator Training

Damage Investigation Workshop

## **Evening Reception**

Best Western Hotel Ankeny

5 - 8 p.m.

## **Event Highlights:**

- Industry Speakers
- Hands-on Training
- Roundtable of Experts
- Networking Opportunities
- Free Food & Prizes

## **August 11, 2011**

8:30 AM - 4:00 PM

IAMU Complex

1735 NE 70th Avenue

Ankeny, IA 50021

Damage Prevention Summit

**FREE** for all attendees!  
sponsored by CGI



Know what's below.  
**Call before you dig.**

more information coming soon: [www.commongroundiowa.com](http://www.commongroundiowa.com)

AUGUST

2011



2011

AUGUST





**Common Ground Iowa**

One voice. One vision. One Iowa.

2012



**One Voice. One Vision. One Iowa.**

**Coming up in August:**

**8-11**

**Common Ground Iowa's Third Annual  
Damage Prevention Summit & Expo**

**Visit [www.commongroundiowa.com](http://www.commongroundiowa.com)  
for more information and to register.**

**August 10-11th, 2011  
Ankeny, Iowa**

This year's Summit is a **FREE**, educational event for anyone interested in industry Best Practices and preventing damage to crucial underground facilities. The Summit brings together the best in the Excavation and Damage Prevention Industry to exchange the latest information and technology available to promote work place safety and communication. Attendees will have the opportunity to participate in locating and damage investigation workshops, hands-on field demonstrations, exhibits, and hear from national and regional leaders in damage prevention.

Whether you are an Excavator, Locator, Road Builder, Electric, Telecommunications, Oil, Gas Distribution, Gas Transmission, Railroad, One Call, Public Works, Equipment Manufacturing, State Regulator, Insurance, Emergency Services and Engineering/Design — anyone interested in a reduction of damages — you'll want to register for this **FREE** Summit.

**Don't miss this opportunity  
to network with subject  
matter experts, industry  
professionals and equipment  
manufacturers/vendors to  
review trends in the industry  
and emerging processes that  
will assist in preventing  
damage to underground  
facilities!**

**Follow CGI on**



**Visit [www.commongroundiowa.com](http://www.commongroundiowa.com) for more  
information, register and**

**WIN  
great prizes!**

## Marketing Initiatives

As part of our initiative to educate Iowans about damage prevention, CGI has created a billboard that is on display in downtown Des Moines. Located on Court Avenue, this billboard relays the message to consumers and industry professionals that following the Best Practices for digging means happiness for us all. Across the nation, every sixty seconds an underground utility is hit or damaged. Every year people are injured or killed due to excavation damages. Fortunately there have not been any recent fatalities in Iowa but damages to buried utilities, such as electric, gas, telephone, fiber optics and water, can be avoided and accidents can be prevented.

As a homeowner, farmer or professional contractor, state law requires you to contact Iowa One Call by calling 811 before digging, from the smallest do-it-yourself landscaping to new, large scale construction projects.

The billboard will be in place throughout the summer and Sept. to make sure we reach most of the consumers attending Farmers market downtown.



In addition to billboards, we have also created a :30 second radio commercial that airs statewide. The commercial reads: "It's the perfect time of year to plant a shrub or tree or add a fence to your property. But, as a homeowner, farmer or professional contractor, YOU are required to contact Iowa One Call before you dig...it's one simple call to 811."

Calling 811 ensures your underground utility lines are marked; it's free, keeps you safe and helps prevent undesired consequences. So, whether you're putting up the new mailbox or building that shed...call 811 before you dig. Practice smart digging this summer. Call 811."

We have also attached the radio commercial, please feel free to pass it on to your friends and family — Calling 811 before you dig helps to avoid service interruptions, avoids fines and repair costs and also prevents injuries and deaths. Click on the attached MP3 link to hear the new radio commercial.



 +  +  = 

CALL  
811

Be Safe. Call Before You Dig.



*Front Side*



*Back Side*



Logo length :

1788C /silver arm

 1788C

 Hexachrome Black C

Capacity: 8GB



Call  
**811,**  
we did.



Know what's below.  
Call before you dig.

Common Ground Alliance