

On The Mark Utility Locating Services, Inc. 9/30/2019

Edition 1, Volume 13

THE ONE TWO PUNCH



Mike Twal

On Tuesday, September 10, Mike Twal, Orange & Rockland Damage Prevention Vehicle (DPV) inspector called Alex Metiche, Orange & Rockland One-Call Locating Field Supervisor, asking him about a ticket that a contractor had called in that past Wednesday. The locating company, not OTM, had apparently delayed the ticket. When Alex looked it up, he could not find it. So, he contacted John Flynn, Damage Prevention Manager, Orange & Rockland Utilities. John asked Alex how he knew about this ticket as it was not assigned to OTM to locate. Alex informed him that OTM's DPV

inspector provided it as the contractor was about to dig but he stopped him. Alex asked if the ticket could be re-assigned to OTM so that we could locate it prior to the excavator working. John moved this ticket and thanked Alex/OTM for both ensuring the contractor did not jump the ticket and getting the ticket marked out, so the contractor did not have to wait any further to start their work.



Alex Metiche

This situation shows the power of both 811 Underground Utility Locating AND Damage Prevention Vehicles and how these services complement each other in the arena of a client's damage prevention efforts. They represent the perfect one-two punch! It also shows the excellence in service provided by both Mike Twal and Alex Metiche. Mike was vigilant and took the time to check with our locating team to see if this was ours and what we could do, if anything. Alex didn't take the mindset of *'this is not our problem'*. Instead, he asked for more work and sought to help both the client and the excavator. A sincere thank you to both of these gentlemen in doing an excellent job and *'delighting our client'* and highlighting our value proposition of *'service excellence without exception'*. Great job guys!

He Has Arrived!

Adam and Cass have welcomed into the world their new baby boy, **Eli Adam Banks!** He was born on September 17th at 12:03 a.m. Eli weighed 8 pounds, 3 ounces, and was 21 inches long. Big and Tall like his Daddy for sure.

Cass did an amazing job and the entire family is doing great. Congratulations to Adam, Cass, and the entire Banks family.





TO OUR NEW EMPLOYEES



Chase Cone
DPV Avangrid



Eddie Everett
DPV Avangrid



Veronica Humiston
DPV ConEd



Daniel Sasu
DPV Avangrid

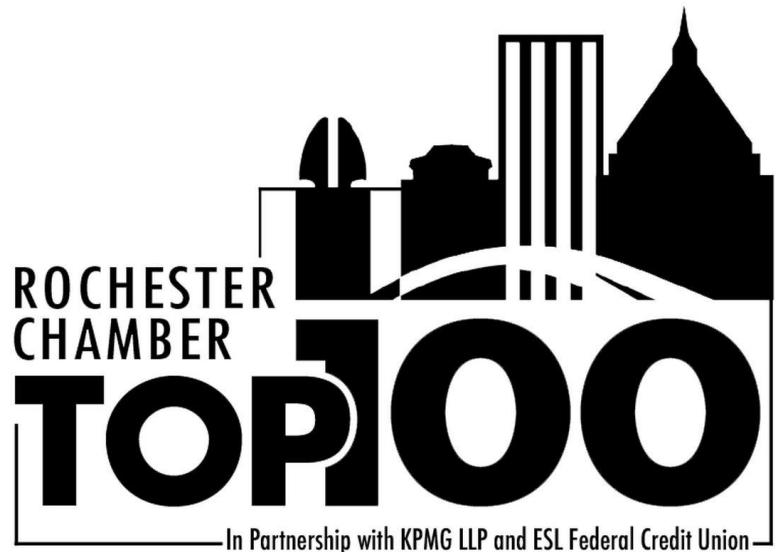


Jon Oswald
DPV Avangrid

- Jose Lacen, DPV ConEd
- Maureen Miles, DPV Dispatcher

Welcome to the OTM! We are very excited to have you as part of our family!

OTM has been named to the 2019 Rochester Chamber Top 100! This is a list of the fastest-growing, privately owned companies in the Rochester New York and Finger Lakes region. To be eligible for the Rochester Chamber Top 100 program, companies must be privately owned, headquartered in the nine-county Rochester region, and have earned at least \$1 million in revenue in each of the three most recent fiscal years. The



Rochester Chamber Top 100 rankings are calculated based upon revenue, considering both dollar and percentage growth. Individual company revenue information is held confidential.

YOUR VOICE MATTERS!

Our greatest resource at OTM are the dedicated employees whose daily efforts help OTM succeed. Because of what you do for OTM, it is worthwhile to ask how well OTM is doing supporting you. While no workplace is perfect, OTM strives for an organizational culture of integrity, trust and respect. You as employees will have an opportunity to share your thoughts in our Employee Survey - **Tell Us What You REALLY Think**. All of us at OTM have a voice and important role shaping our workplace as a place of excellence and integrity. We encourage you to take the time to complete this survey.

COMING SOON!!!!

OPEN BENEFITS ENROLLMENT IN NOVEMBER

More information to come . . .

OTM Staff Christmas Party

Can you believe that Christmas is only 3 months away?!
Keep an eye out on your e-mail.
Details coming soon on our Staff Christmas Party.





EMPLOYEE REFERRAL BONUS

Working in construction zones can be hazardous safety first everyday

How dangerous is concrete dust?

Hazard: Exposure to cement dust can irritate eyes, nose, throat and the upper respiratory system. Skin contact may result in moderate irritation to thickening/cracking of skin to severe skin damage from chemical burns. Silica exposure can lead to lung injuries including silicosis and lung cancer.

Fine particles created by cutting and grinding can get deep into the lungs. Most concrete and masonry products contain large amounts of sand. When you inhale the dust, silica particles scar your lungs, causing a disabling, irreversible, and incurable lung disease called silicosis.

Prevention: On site please avoid saw cutting dust. Remember **Safety First**

by Chris Lofton, DPV Supervisor

OTM is always looking for great people, and you can help. If you know someone who you think would be a great addition to our organization and they meet the qualifications for an existing job opening, it will be worth \$500.00 if you refer them for employment and they are hired. Please contact our HR Manager, Julie Varela, jvarela@otmlocating.com, to learn more about this program.

If you know of someone needing a job and you think they would be a good fit refer them to our new Jobs page on the OTM website. You never know, you may get a referral bonus or two out of it!

Open Positions:

- Sr. Private Utility Locator (Rochester, NY)
- Utility Locating Technician O&R (Orange County, NY)
- Damage Prevention Vehicle Inspector (Orange & Rockland County, NY)
- Damage Prevention Vehicle Inspector, Seasonal Part Time & Full Time (Rochester, NY)