



The Latest Dirt...

You won't have a pain from the neck up when you work with us from the ground down!

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A great new adventure.

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Please send us your picture. If you don't, next month my brother will be showing off his new lazy-boy chair!

Curtis, Marla, and Mary make up the team that records daily events, photographs C&E crews, shares history, and makes sure it's all error free.

We at C&E Trenching offers this monthly publication free of charge to our premier customers. We hope you enjoy reading about the real moments that molded the lives of our customers and crew. If you would rather not receive the exclusive offers we give to our premier customers, send an email to news@candetrenching.com and we will stop sending you our newsletter.

May 2016

Adventures in the Deep, Hot, and Humid South!

Recently, Jake and I hopped on a plane bright and early and flew off to Jacksonville, Florida. By late afternoon, we had arrived and a car soon deposited us downtown at the Hyatt Regency located right on the shore of the beautiful St. John River. (Beautiful unless you look close; it was the muddiest, nastiest water I have ever seen.) After we had deposited our luggage in our room, we headed out for some dinner. Walking along the river in search of food, we noticed a small ship tied up to a dock that we were walking by. The ship caught our eyes being that both of us are Clive Cussler fans, especially of the Oregon series. It had a decent sized crane mid deck with two 20 to 25 foot speed boats cradled on the deck. This fired up our imaginations as we walked by and looked it over. After a nice burger at an American Grill along with some sweet tea (the best thing about the South is that it's more likely the restaurant serves sweet tea than water), we headed back towards the hotel. As we passed by the ship again, there was one of the crew kicked back near the rail in a deck chair. Being the curious and somewhat brash guys we are, we said "Howdy" and began a conversation. He told us that unlike The Oregon in the Clive Cussler books, their ship's purpose wasn't spy work, but research. For the last several years, they have been going all over the world supporting various scientists by catching sharks. They catch a shark, bring it on board with a special lift, gps and radio tag it, and take various samples (blood, tissue, etc.) before releasing the shark. If you are interested in that aspect, you can scan this or go to <https://www.youtube.com/watch?v=7N5BJJESKYU> and watch a short video on that process. You can also download Global Shark Tracker App which is an app that tracks all the shark's locations that are tagged. I was more interested in the ship itself. It was originally a crab ship working the Bering Sea but was turned into a private yacht. I have to wonder who looks at a crab ship and thinks yacht! But the owner found out that spending 1,200 gallons of fuel to go a whopping 200 miles at the blistering pace of 8 miles an hour just wasn't the best investment so he sold the ship. The new owner was unsure what to do with it. Maybe he was a Clive Cussler fan as well? The ship's colors did strangely match the Numa ships in Clive's stories. At any rate, he decided to donate it to shark research and now you know the rest of the story. If you ever happen to be where the Oearch ship is docked, I recommend you stop and chat. I guarantee you will enjoy it.



We had fun watching this ship dock. As you can see, it is only 10 feet from hitting the bridge. Behind it is the Oearch ship, talked about in this article, with a gap of about 20 feet. Amazing!



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TRENCHING, LLC



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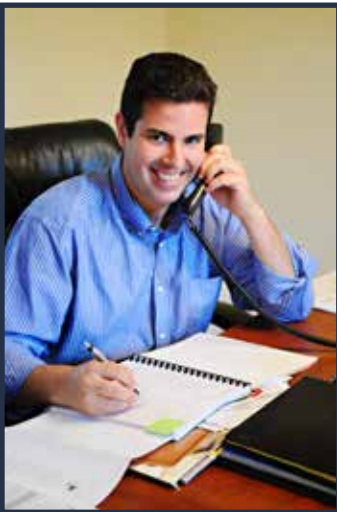
First Haul - July 1st!



AnchorHauling^{LLC}

Why did C&E choose to spin off Anchor?

C&E has played with and debated this idea since 2008 when Aaron came to work with us as our transportation manager. When he came on board, we started trucking for hire. Up to that point, it had been hit or miss. The two old trucks we had were there to support our lack of planning for gravel deliveries more than for any type of profit center. As we started trucking for hire, the name C&E Trenching really didn't fit a trucking company, but it wasn't worth it to set up a new company at that time. Over time, as both our excavating and trucking has grown to support the needs of our customers, more and more reasons have presented themselves to make some changes.



Marketability:

Anchor Hauling hopefully makes a lot more sense if you are looking for trucking.

Insurance: There are a lot of companies out there that insure trucking for hire, a lot that insure excavating contractors and some that do both. By specializing, we hope

to open up more options and help save cost. Liability: We all know the saying, "Don't put all your eggs in one basket." With the single focus of Anchor, we hope to make it easier to continue to be competitive in the market place, and hopefully offer even more value to our customers.

What is your focus for Anchor?

Our focus will be local freight, most of which will be picked up and delivered within 200 air miles of our shop just outside of Pasco. More specifically, we are here to support the local economy with providing and/or delivering gravel products and sand and helping to mobilize their equipment. Some of our best customers include those in the agriculture and contracting fields along with rental companies and home owners.

What differences should the customer expect?

Anchor will still have the same great people on their team and will provide the same great customer service. C&E routinely receives customer comments that complement our drivers on politeness and great rock spreading. Which explains why most of our new customers come from the referrals of their friends. A customer recently shared that she asked her friends on Facebook who to buy gravel from and three of them instantly told her to go to C&E. That fires us up! And that is why our focus is to continue to provide a great experience for our customers. We hope the only change you notice is a new logo on the truck door.

What makes your services unique?

That's a good question. It's one call and the job is done for hauling services. For example, we don't expect our customers to be experts regarding the type of rock every public or private pit has available for sale. That is our job. You call us and we will find a rock that matches your current look and is the best value considering your location. We work with all the gravel pits in the area. We feel that the biggest difference is our staff. Our team is a great, clean cut, respectful group of guys and gals that really are interested in providing a great overall customer experience.

If you had to leave your organization for a year and your only communication was a paragraph, what would you write?

For me, condensing anything down to a single paragraph would require a miracle! Maybe, "Here's the bank routing number. Please send me money!" Or, "Please get me out of this place. I'm bored." But seriously, Action Coach (a great business coaching group we have done some work with) defines a business as a commercial,

Continued on next page





profitable enterprise that works without you. That is the goal that we are working for. Not because Jake and I don't want to work, but if something happened to us, we would like the business to be able to continue servicing you and for our team to continue on.

What do you stand for or what are you against?

Romans chapter 12 pretty much summarizes the basis for our core values as we work in a business setting. These three simple values are what we hold ourselves accountable to when we are making the tough decisions that face us all. Our three core values are:

- Conducting business with an eternal focus.
- God is the ultimate leader of our lives and business.
- C&E and Anchor are called to a higher standard of business safety, practice, ethics, and performance.

When we look at jobs, we're not groaning at meeting regulations. Instead, we're looking at how we can exceed them. These are our core values at C&E and they will carry right on into Anchor Hauling.

Why did you pick your name?

We like the idea of being anchored into our Rock and after considering what seemed like hundreds of options, this is the one that stuck...if you will pardon the pun. In reality, most of the discussion was around what it was not going to be. Mainly, it was not going to be initials! We have fought initials for 23 years and we were united as a group that it was not going to be that again. We also wanted a name that would not be tied to current owners if ownership changes over the years.



Congratulations to Estee



We wish you the best, Estee!

When you call the office, you may have talked to Estee. Estee helped answer the phones and did loads of paperwork around here. She accomplished all this while attending CBC's Running Start program. This month, Estee graduates from high school. Congratulations, Estee! We know you have spent many hours of time and loads of energy passing all those classes and getting to work on time.

Starting in June, Estee is embarking on a summer adventure. She will be traveling around the country enjoying a bit of free time while visiting friends and helping others. We appreciate your time at C&E and wish you the best.



We didn't park here. This is our crew using big equipment for delicate up-close work. Skilled guys!



Come Join Our Team

Now is your opportunity to join the C&E team. We are seeking two operators and two technicians. At C&E we keep busy 11 plus months a year with a combination of public and private work. We are a family-like company that views our team as our most important asset. As a part of our team, we strive to offer you both professional and personal growth.

Equipment Operator:

Goals & Objectives of the Position:

1. Operate multiple pieces of excavation equipment safely and productively.
2. Be at work and prepared to work on time, every day.
3. Lift and carry up to 70 lbs

Employment Requirements:

Minimum two years of experience with construction, excavation, and equipment operation. A CDL is a plus but not mandatory.

Essential Abilities, Behaviors & Motivators:

- Principals of excavation and site work from a leadership position
- Verbal and written communication skills
- Reliable and ethical with high moral standards
- Skill in the construction industry as related to pipe work and earth work
- Enjoy competing against oneself in quality and production

Hours: 40 to 50

Office Location: Eastern, WA



How to Apply:

If you can accomplish the goals and fit the requirements of this position, follow the directions below:

Step 1: Write us an e-mail with your resume attached. If you don't have a resume, go to www.candetrenching.com and fill out an application under "The Company / Careers".

Step 2: Call 800-984-8360 and answer the recorded questions.

Do you need trenching between crops? ----- Call us at 509-545-6940 to get it scheduled.

Adventures...Continued from page 1

There are quite a few more small adventures I could tell you about but due to space and Mary's commitment to keep this newsletter as interesting as possible, I will leave you with how we met the swanky panhandler. We were once again strolling towards the hotel on our final evening there when a nicely dressed, trim, black man made his approach. He was holding a small, cheap flip phone and it just never hit my mind that he was going to ask for money. I thought he might need directions or advice on where to get a certain type of food, which had happened several times as we had walked along the river. But he said, "Hey, guys! I was wondering if you could help me out?" He had quite the story of how he had been out of work. He had a job now,



You can just see the blue Ocearch 20 feet off the stern, past the cruise ship.

but just hadn't received his first paycheck. "I hope you guys can see I'm not a bum. I just need a little help buying a new razor. I need to shave my head." He then gave it a little rub. (It looked pretty smooth and shiny to me.) I asked him where he worked and he told me at a call center. Then I inquired how long he had been on unemployment after his

last job that he had lost four months ago. He blinked at that one, but quickly recovered and said about a month. So, we broke our rule of not giving away money, gave him a small amount, shook hands and walked off. The next morning as our car was headed to the airport, there was our well-dressed pan handler walking down the street a couple blocks from our hotel at 4:30 AM still dressed in the same shirt and pants, making me wonder. Was he heading to work? Or more likely, walking away the night trying to stay safe? Nonetheless, we enjoyed talking about him a bit and frankly, I think he is wasting his talent. He knew his target audience, knew the right story to tell us and probably could sense that we would be more impressed with someone still trying to work than someone that had given up. Deep down inside of us all, I think there is a little bit of fear that through circumstances out of our control we will end up on the street someday. There go I, but for the grace of God. Have a great month!

Laborer:

Goals & Objectives of the Position:

1. Read plans, calculate grade, operate laser
2. Be at work and prepared to work on time, every day.
3. Lift and carry up to 70 lbs.

Essential Abilities, Behaviors & Motivators:

- Verbal and written communication skills
- Reliable and ethical with high moral standards
- Skill in the construction industry as related to pipe work and earth work
- Enjoy competing against oneself in quality and production

Hours: 40 to 50

Office Location: Eastern, WA



Thanks to Eric Flora for sending us a chuckle that many of our readers will totally relate to.



We couldn't resist. A rule of etiquette -- in business, at the dinner table, at the barbershop and elsewhere -- is to never talk about religion or politics. These subjects are highly contentious and usually result in heated arguments instead of general agreement. "Never discuss religion or politics with those who hold opinions opposite to yours," has been cited in print since at least 1840. Thanks, Google, for the advice, but we're breaking the rules!

"I was impressed how well trained he [Jack] was with the equipment." -Zach M.



Congratulations to 5 Star Trucking who is about ready to move into their new shop and offices!

Career Challenges

There was once a young man who, in his youth, professed his desire to become a great writer.

When asked to define "great" he said, "I want to write stuff that the whole world will read, stuff that people will react to on a truly emotional level, stuff that will make them scream, cry, howl in pain and anger!"

He now works for Microsoft, writing error messages.

A 21-year-old is hired by a hardware store. He shows up for his first day of work at 8 AM sharp.

The boss welcomes him, then hands him a broom. "First, sweep out the store. Then I'll show you where the window cleaning equipment is."

"Sir," the young man protests. "You can't be serious. I'm a college graduate."

"Oh, sorry," says the manager, pointing to the broom. "No problem. I can show you how that thing works."

It was graduation day and Mom was trying to take a picture of their son in a cap and gown, and posed with his father.

"Let's try to make this look natural," she said. "Junior, put your arm around your dad's shoulder."

The father answered, "If you want it to look natural, why not have him put his hand in my pocket?"

Graduation Quips

- One good thing about graduation is that you get to wear a funny hat that makes your brain look larger than it actually is.
- After twelve years of carrying books to school, you're well prepared for a career in backpacking.
- You cannot get to the top by sitting on your bottom.
- It's tough out there, but if you take your education and apply yourselves, you will eventually succeed in finding.....an unpaid internship! - Dan Wasserman
- Graduation: where you trade the agony of writing term papers for the agony of writing resumes. - Greg Tamblyn
- The road to success is dotted with many tempting parking places.
- Graduation is when you separate the students from the athletes.
- You have committed the grave tactical blunder of acquiring enough university credits to graduate. So now you're leaving college and embarking on the greatest adventure - and the biggest challenge - of your young lives: moving back in with your parents. - Dave Barry



More irrigation piping going in for the vineyard project on top of Red Mountain that we have been working on for awhile.

We offer a lifetime warranty on your septic system. ----- Call us at 509-545-6940.

Our House Rules

As written by my daughter, Paige, age 7

RULES FOR HOME
DO NOT PUNCH!
DO NOT LIE.
DO NOT BE ~~BEING~~ BAD PEOPLE
DO NOT SAY BAD WORDS.
DO NOT HURT PEOPLE.
DO NOT FITE!
DO NOT GIVE EVIL.
LET OTHERS HAVE GOOD.
LET OTHERS GO FIRST.
DO NOT BE ROBERS!
DO NOT STEEL!
PRAY TO GOD.
GIVE THANKS TO GOD.
BE NICE!
DO NOT KILL!

Welcome to C&E

Alexandreia Nicole Cellars
David Douglas
Desert Sons Produce
Duane Coffin
Isidro Herrera
James Gojenola
Jeff Burroughs
Marjen Dunn
Phoebe Johnson
Ramona Vallee
Ray Richerdson
Roger's Potato Service
Rowland Zavaleta
Seaport Steele
Sharron McDaniels
Tate and Sons
TRICO Company
Vicky Palmer
William Emsinger Construction



Elvin paused while being loaded to snap this photo of the progress at Kennewick's newest fire station. Their parking lot will be done soon!

Nice To See You, Again!

5 D Farms LLC	Doug VanBatavia	Jeff Albin	Sage Hill NW Inc
Ag Development Group	Dwight Ropp	Legacy Landscaping	Stemilt
AgriNorthwest	Easterday Farms	Liebing Farms	T Tap
AquaTech Irrigation	EK Construction	Mac's Garden Center	Three Monkeys LLC
Bagley Landscaping	Emerald Farms	Meridian Construction	TR Farms
Bart Hawkins	Franklin Co. Public Works	Middleton Orchards	Trevor MacKay
Benton County	Garden Gate Nursery	Middleton Six Son's	Two Rivers Terminal
Bonina Inc.	Genesis Construction	Miller Contracting	Valmont Northwest Inc.
Carlisle Enterprises, Inc	Gesa Credit Union	Mil-Ray Inc.	Van Rijn Farms
Chad Langford	Gourmet Farms WA LLC	Mullen Farms	Washington Fruit
Columbia Valley Family Farms	Hertz Equipment	N's Feedlot	Western States (CAT) Equip.
Curtis Wray	Jack Etter	RDO Equipment	Wooded Island Orchard
Dan Voss	Jake Higley	Rotschy Inc	Zinido Martinez
Daniel Garcia	Jamie Rumble	RPC	
Desert Oak Cherries, LLC	Jarrod Bailey	Ryan Theroff	

Need some service roads smoothed out? ----- Call us at 509-545-6940.

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MORE INSIDE!!!



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"Life has no remote. Get up and change it yourself." -Mark A. Cooper

Photo Contest

WE'VE GOT

EXCITING

(Can't hold it anymore)

NEWS!

Introducing....

AnchorHauling^{LLC}

It's coming July 1st. [See page 2](#) for some details.

Send Us Your Picture

P.S. Right after you read about Anchor Hauling, take a picture of yourself with this newsletter and send it to us. Your picture is so much more fun to see on this back page than stuff about us!

Get that camera out and snap some pictures, then send them to us. The catch? Every picture submitted must show a copy of our newsletter. So when on vacation, sitting around a cozy fire, jumping out of an airplane or pulling an Evil Knievel stunt, hold a copy of our newsletter and take a photo. Then send it in to us and you will be entered to win one of our custom C&E dump trucks loaded with C&E prizes. Send your picture to news@candetrenching.com.

