

# Testimonies

## APWA-NC

We at the APWA-NC understand that municipalities need to make hard decisions concerning travel expenses and time away from work. Each year we put together programs with this in mind! We believe that this is an investment in your employees and your municipalities. Below are testimonies provided by folks who can attest to the value of APWA & our conferences.

*"Our conferences offer great topics, the ability to fellowship with peers & discuss similar issues (as well as meet new faces), informational programming, & chance to meet with numerous exhibitors"*

Taken from surveys of Street & Fleets Joint Conference

*"I am always impressed with the value of our APWA dollar through these events."*

Keith Pugh, Engineering Services Director, City of High Point

*"APWA has brought me so much value. I have met some amazing individuals at these conferences, which have led me to new products, better pricing, new techniques, new technology, & great problem solving ideas. It's been a great tool to help me see what has already worked for others, or even failed for them."*

Magda Holloway, Street Superintendent, City of Sanford

*"APWANC consistently produces the best programs at the lowest possible cost. The question is in these tough economic times how can anyone afford not to attend these cost effective training and network opportunities. I learn something valuable at each one I attend."*

Russell W. Byrd, P.E., Building Projects Engineer, City of Winston-Salem

*"I was introduced to Precision Safe Sidewalks through APWA-NC. We have recently used their services in an historic neighborhood in Raleigh. The residents were quite pleased with the results and the cost savings was more than \$50,000. What a great way to make connections."*

Christopher W. McGee, P.E., Transportation Field Services Manager, City of Raleigh

*"APWA is our industry leader in providing all levels of information and support for any public works related matters, and remains the premier one-stop shop for a variety of initiatives, including education, peer networking, and monitoring regulatory and legislative actions. In even greater capacity, APWA, collectively and through its individual members, are one of the key components in the core network of first responders in dealing with local, state, and national infrastructure emergencies."*

Flip Bombardier, Assistant City Manager, City of Gastonia

*"APWA membership provides a lot of opportunities for personal, professional, and business growth. I work for a private sector employer serving local government, and I have been a member of APWA for over 15 years. This membership has allowed me to meet and get to know key people in organizations that would have been difficult to do otherwise."*

Bob Wilson, P.E., US Infrastructure of Carolina, Inc., Charlotte, NC

*“Asheville utilizes APWA for a myriad of things: we use the conferences as tools to maintain our PDH’s, network with peers, and keep up with vendor happenings; we utilize the library to enhance our knowledge and assist with training; and we utilize the National Public Works week as a marketing tool to recognize our staffs through our elected officials and educate our customers through our own events.”*

David Foster, Assistant Director of Public Works, City of Asheville

*“APWA has been a wonderful group to work with. The people I have met and the stories we have shared have helped me in everyday situations. I look forward to connecting with older and newer peers to see how they are coping with today’s needs.”*

Blake Brown, Public Works Director, Town of Boone

*“One of the greatest benefits of APWA is the networking and the resources that are provided by the people you meet. These folks become lifelong friends and part of a resource base that can enhance your knowledge and make you even more successful in what you do. Meeting the vendors and using their products keep you on the cutting edge of technology and gives you a wealth of information about products that can make you more successful at your work. APWA is the biggest bang for your buck and brings a lot of satisfaction for self and your business. Great Organization!!”*

Ken Martin, Deputy Superintendent for the Streets Division, City of Charlotte

*“Participation in APWA has provided me with an opportunity to meet other professionals throughout the state that face many of the same challenges that I face locally. Participation in the conferences has also afforded me a chance to learn more about approaches and techniques that have been utilized and evaluated by other jurisdictions. It is also a great opportunity to meet many of the vendors in the industry and learn about products that can help my department address the needs of our community.”*

Jonathan Boone, Director of Public Works, City of Rocky Mount

*“I have done 6 APWA Product Demo Classes throughout North Carolina and all of them were well worth my time. Aquaphalt is a new product and this was a great way to help bring it to market. With the APWA's network I was able to get multiple customers all in the same place and show off my product. It was a great success and I plan on doing more of them.”*

Michael Wertheim, Sales Manager, Aquaphalt

*“I wanted to share the positive experiences I have had as a vendor and member of the North Carolina APWA. As a sales representative for hot mix asphalt and EZ Street cold asphalt, I spend a considerable amount of time visiting municipalities throughout the State of North Carolina. The APWA-NC state conferences held at various locations each year have become an invaluable resource for networking, presenting the products and services that we have to offer, and gaining perspective on varying markets throughout the state. Exhibiting our products and services at the conferences allows me to reach a number of potential customers quickly and economically. The exhibit hall also provides an opportunity to review the products and services of other vendors that could possibly benefit our operation. Membership in APWA has provided me with a new perspective on the challenges that those in public works face on a daily basis. Being an APWA member has also afforded me the rare privilege of providing input on public works policies and procedures. I look forward to watching and hopefully contributing to the growth of the APWA-NC . I encourage any company or individual who has not joined APWA or attended an APWA event to do so soon.”*

Jeff McGee, Sales Manager, S.T. Wooten Corporation

*"APWA provides an excellent opportunity for networking with colleagues in the various fields of Public Works. Networking provides great contacts to public works staff for sharing information, requesting assistance, and developing fundamental relationships that assist public works professionals in performing their duties more effectively and efficiently. As a Director of Public Works, APWA also provides great resources such as seminars, conferences, etc. to its members to enhance and broaden their educational and professional knowledge base. Most of these opportunities provide necessary PDH's for professional engineers and WTP/WWTP operators."* Mark A. Stephens, PE, Director of Public Works, City of New Bern

*"My first experience with the NC Chapter of the APWA was the Street Conference in Greensboro in 1992. With the welcoming atmosphere, I was quickly put at ease as I found a diverse group of like-minded professionals from field workers to directors and engineers. I felt like I had found an inclusive organization which truly encouraged fellowship and learning as core principles. I left that conference with a network of colleagues, many of whom attend these conferences today and remain as friendly and supportive as ever. Over the years, I have made many more friends and contacts through attendance at APWA functions. Being a small town with limited resources, participating in APWA-NC events has allowed us to hear others' experiences which helps us make the best decisions when it comes to getting the most "bang for the buck." Our Town and Department have benefitted many times over by utilizing the knowledge gained through participating in educational sessions and networking with fellow public works professionals. In an increasingly complex world, it has become increasingly important to stay abreast of the best practices in your field. Participation in a professional organization is the best way I know of to accomplish that. For Public Works, it's the APWA."* Paul Cox, Public Works Director, Town of Garner

*"I have been a member of the APWA for a few years now, and have attended classes and other functions with ITRE. One thing I like is the networking aspect with others in my industry. I have met many folks over the years that have passed along knowledge, and offered to help me out whenever I am in need. For example, this past winter we were running dangerously low on roadway salt. As many of you are aware, the hard winter did not just hit the south. Areas to the north saw record snowfalls, which led to a high demand for salt. As our town finished cleanup from one snow storm, another one was on the horizon, and I was down to 2 tons of salt left. I reached out to one of my peers, and without hesitation, they offered to restock my supply. Without their help, I may have been in a bad situation. It's examples like this why I am proud to be a member of the APWA community that helps each other out when it counts the most!"* Chad Dusenberry, Street Superintendent, Town of Carrboro

*APWA-NC Fleet Board overpowered "Hump Day's Chime"! "Hump Day" had almost passed as I was sitting in my office chair planning out the next day's work. I had just scanned my emails that I had received for the day to ensure that I had responded to everyone when all of a sudden I heard a "chime" that I was not expecting. This chime was the last email for the day and included a Calendar Invite to a meeting the following Monday morning. Before my eyes could adjust on the Topic, they were distracted by the attendees of the invite. This meeting was bringing my Supervisor, my Supervisor's Supervisor, the Assistant Town Manager, Police Chief, Police Lieutenant and Budget Analyst. As I started coming back to my senses, I noticed the discussion was going to be on the budget recommendation for our new Police vehicles that would be presented to our Town Council.*

*In preparation of the meeting, I found myself in excellent shape with our Town's current fleet data but I did not have hard data on the other new Police vehicles that were on the market. My mind started to accelerate with the many thoughts on how I could get the data until I had a distraction at my office door. As I turned in*

my office chair to look at the distraction, I saw my Supervisor waiting with anticipation. It was already time to go home by now but I could tell he wasn't ready to wish me a good evening. As my eyes met his eyes, he instantly started a conversation about the invite and made several suggestions on information that would be a must for the meeting. By the end of the conversation, I understood that this was time sensitive and was going to demand a lot of time for preparation. Just before walking out of the office, I checked my Calendar for the remaining week's schedule and noticed that I was going to be traveling on Friday. This meant that I only had Thursday and a few hours on Monday to gather the information and prepare for the meeting.

As I was driving home from work on Wednesday afternoon, I started "letting down my hair ... lol ... I barely have any left" but nevertheless, my mind carried my thoughts back two years. I remembered sitting at a table with Fleet Managers, Supervisors, etc. on the last day of the Fleet and Streets Joint Conference. This gathering's purpose was for the "Round table Discussion". The meeting started out slow with little feedback. A few probing questions was asked from the Moderator and the discussion started to open up. This is when an idea was brought up about networking with the group. Another suggestion was made ... "How about some kind of list serve"? A few more comments were "how can we do that?" "Will our IT departments allow us to do it?" By the end of the discussion, we had passed a piece of torn paper around and we all jotted down our email addresses. Within a few weeks, the group started networking by asking questions to the group. Wow! Before I realized it, I was pulling up to my house with my family outside ready to greet me. I realized that I was going to be able to face my family without worrying about the meeting. I was already confident that I had a plan by utilizing the list serve!

The next morning, I sent out a request to the list serve group explaining briefly that I had a meeting and that I was requesting any hard data on Police vehicles, especially the newest ones on the market. I sat patiently thought the day Thursday knowing that I would receive what I needed as I continued to run my own reporting. By the close of the day, I started to become a little nervous ... I only had a few responses and most of them were wanting me to share information if someone provided it. I started to realize that the data might not be out there yet since the vehicles were so new. I continued my travels on Friday and reviewed my emails that afternoon upon arrival. As I reviewed my emails, I had another "chime" sound off again. This chime was alerting me of an email that had just arrived ... and there it was. I fleet Analyst had responded with an attachment. I couldn't open the attachment quick enough. It was exactly what I needed for the meeting. I left work Friday afternoon excited that my APWA friends had responded. I was very humbled over the weekend as I continued to gather responses with data on their personal time.

I stepped into my office Monday morning to my phone ringing. It was yet another Fleet Manager providing information that was also crucial. I attended the "BIG" meeting later that morning with confidence. I was able to share facts and data that had been provided. By having this kind of networking and resources, our meeting turned out to be a success for our Fleet team. Our Town Council approved our recommendation with very little discussion and our Police Department will be getting some reliable vehicles. I am so grateful to be a part to the APWA family! I hope that you find yourself networking with your Divisions. If not, please join your local APWA family and explore the many benefits that it brings. In this network, you cannot be too big to receive information nor too small to give information. By sharing information, we can become more powerful finding solutions and solving problems. Tyson Langdon, Fleet Superintendent, Town of Garner

All my experiences over the past 15 years as a APWA member has been Great!!  
APWA has helped me build relationships with other people in my field of work that I normally wouldn't have had the opportunity to interact. Networking gives you instant access to multiple platforms of information and resources, that, without APWA, you may not have been able to utilize. Now that the Streets conference is combined with Equipment Services, it gives me the opportunity to look at several types of equipment, speak

*with different manufacturers and get advice from our fleet manager on the pros and cons of maintenance on certain equipment . I have been able to get questions answered about street maintenance that normally I would've had to do extensive research on: For example , Greg Ling streets supervisor for the Town of Chapel Hill and I were interested in learning about Full Depth Reclamation (FDR). We were able to talk to other managers from various Cities/Town's at an APWA conference that had already had much success with FDR. They were able to tell us their stories and give names and numbers of contractors that they highly recommended for this type of job. APWA's educational workshops and speakers are some of the best. Every year I learn something new at these conferences.*

Shelton Burnette, Street Superintendent, Town of Chapel Hill

*I attended my first 2016 APWA Street Division Annual Conference in Wilmington last fall. The event occurred only a few days after Hurricane Matthew had passed through the area. The volunteers and staff of NC APWA were not phased by the hurricane at all. Some members, understandably so, were not able to travel, to attend the event. The event, sessions, vendors, socials, networking opportunities were all on schedule, staffed, and accommodating. It appeared by the roundtable discussions that the leaders conducted, that they really want input on how to use the Association to better equip PW personnel across NC. The entire event was worth my time and the money invested for registration and travel. So much so I have budgeted for three individuals to attend the same event in Hickory for 2017. I enjoyed myself, made some valuable contacts, learned a great deal from the vendors, and returned better equipped for the City of Statesville.* Derek Slocum, Assistant Public Works Director, City of Statesville

*The APWA is a powerful organization. Ever since I joined I have not had a bad experience. The conferences that are held are truly exceptional and well organized. The interaction you get by going to just one APWA event is something you will never experience anywhere else. There is just a range of knowledge walking around everywhere and anyone that you talk to will share information with you or their experiences. I have made some great friends along the way by attending these conferences and I look forward to meeting new ones each year I attend. If you have not attended a APWA event I recommend that you give it a shot, you will not be disappointed.*

Frank LoPresti, Public Works Supervisor--Concrete/Sidewalks, Town of Matthews

**We at Streets & Fleets Boards believe these are events for your employees should attend! These testimonies along with countless others prove this is the best "bang for the buck". The networking, exchange of ideas, and technical sessions provided will prove to be invaluable!**

**Sincerely:**

**Steve Lander & Blanche Harrison**

**Division Presidents-2012**

**APWA-NC Streets and Equipment Services Divisions**