



Coordinated Land & Right of Way Services

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Since 1958, Universal Field Services has provided highly skilled, experienced people delivering best value land and right of way services to help build America's infrastructure.

We work with dedicated professionals to acquire the land and right of way needed to build transportation facilities, pipelines, electric facilities, bridges, and other infrastructure to serve our citizens.

As the largest, most successful firm in the business, we invite you to discover *the Universal Advantage...*



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Telecom

Printer Friendly

Universal offers the Telecommunications Industry a full range of land and right of way services, including but not limited to the following:

- Project Management
- Site Location
- Title Search
- Right of Way & Site Acquisition
- Coordination of Survey and Mapping
- Settlement of Construction Damages
- Securing Various Permits
- Securing Zoning Requirements
- Expert Consulting
- Building Industry Consulting
- GPS OSP Mapping and Inventory
- Records Management

All of the above services are used to acquire RT sites, CEV sites, wireless communication sites, and right of way for fiber optics and cables.



Specialized Field Services

In addition to Coordinated Land and Right of Way Acquisition Services, Universal furnishes specialized field services in related areas provided through subcontracts with our many engineering partners.

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Alternative Dispute Resolution (ADR)

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There are many ways to resolve conflicts. Unfortunately, it has become most common to pursue a form of win/lose war that we call "litigation." Going to court is seen by most people as the only way to end a dispute, other than simply giving up. There are better ways.

There are *alternatives to litigation*. Some of these include negotiation/facilitation, mediation, and arbitration. Each approach to conflict resolution has different attributes, benefits, and limitations. What these alternatives to litigation have in common is that they will leave the disputing parties with a better relationship than if the conflict is settled in Court, and they are usually faster, less expensive and more user friendly.



Having *a better relationship is important* because people who are in conflict will often remain in some continuing relationship. When an agency or utility company or pipeline company acquires an easement from a property owner, the two parties are locked into a long-term relationship. If they are in conflict about the terms of that easement and the dispute is not resolved, the parties must deal with the results of that conflict for a long time.

Universal's ADR staff has extensive experience in land and right of way acquisition work and has been trained in the process skills needed to conduct different kinds of Alternative Dispute Resolution services. Individual staff members have developed ADR programs for the Counselors of Real Estate and for the National Association of Securities Dealers (NASD), and have served on various ADR neutral panels nationwide.

Through *Facilitation*, a neutral third party can assist with a negotiation by working with the parties to develop settlement ideas and by helping them communicate with each other. By helping each of the participants better understand the other party, an ADR specialist can help them see the perspectives of the other party and expand the potential settlement options.

Building understanding will reduce the level of hostility and clarify the intent of the parties.

Mediation is a more formal process in which there is an organized agenda of meetings between the mediator and the parties, exchanging information, and setting deadlines for results. The ADR specialist operates as a neutral third party to help facilitate the negotiations, leaving the parties in control of the settlement.

Arbitration is another process that can be "binding" or non-binding, depending on the choice of the parties. Arbitration is similar to the procedures in a Court, with the production of evidence and even the requirement of testimony under oath. The arbitrator(s) receives all the evidence and testimony from the parties and makes a decision regarding the settlement.

If the parties have agreed on a "binding" process, the arbitrator's decision is final. If the parties agreed on a non-binding process, the decision is not final and the parties can pursue their claims in another forum (such as Court).

Compared to the courtroom alternative, the ADR approach to right of way settlements can be accomplished with these **benefits to you:**

- Faster
- More Efficient
- At Lower Overall Cost
- With Better Public Relations

Universal Field Services Can:

- Design a mediation or other ADR process for your property acquisition program and provide trained, experienced mediators and neutral parties for mediation and other ADR services.

Contact us for more information on how we can help you solve your problems and put more value into your programs.

There is a better way.

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Database Tracking Software

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Universal's web-based database management system is a *useful tool* that can be used in tracking the real estate interests in significant projects. The geographically expansive or complex nature of some projects and the interface versatility of our database system will allow project staff, subcontractors, and agents in the field to have *real-time status data*. The flexible scalability of the system allows data for projects of any size and multiple projects to be easily accessed from any internet connection.



The database management system is a web-based Microsoft® SQL Server program

- with greater flexibility over conventional computer-based database systems
- it can be customized to fit the needs of the project from conception to completion
- it can be used after completion of the project to maintain the project information
- it can easily track multiple projects simultaneously
- it can track progress on all or individual parcels, agent activity, title work, surveying both civil and environmental, appraisals and acquisition along with other items of interest.

Reports can be prepared to fit most every reporting situation from general status reports for the entire project to tracking a specific parcel or item on the project. *Documents* may also be scanned and made a part of the parcel details in the notes section and then accessed or viewed by clicking on the corresponding thumbnail. The documents can be printed if needed. Because it is web-based, it can *easily be connected to a GIS database* so staff can share information, and progress can be tracked on mapping.

There is an old but true saying that *"information is power."* Universal's database management system, internet-accessible and customized to serve each client's needs, *gives our clients the power* of having the timeliness and degree of information they desire for the decisions they need to make.

Engineering Partners

Printer Friendly

When your projects need land, it is time to call Universal. We have extensive, successful partnering experience with engineering firms of all sizes, including:

- Master Services Agreements
- Sub-consultant Services
- Task Order contracts



With nearly 50 years of providing professional land and right of way acquisition work all across America, you can be assured of a proven team at your service. As the largest firm in our industry, and with extensive other resources, we can provide the right people at the right time.

In just the pipeline industry, Universal has worked on over 230 projects with more than 50 engineering companies in the last 10 years. In the last 5 years, Universal's skilled staff has acquired over 6,000 parcels for highway projects. We've also acquired over 6,000 parcels for municipalities in that same period.

There are differences between service providers in every industry, and Universal has become the most successful for good reasons. We would be pleased to put those qualities to work on your next project. You and your clients will benefit from our services.

Contact us for more information

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Links

- LEGAL REFERENCE

- [Uniform Act](#)
 - [Code of Federal Regs.](#)
 - [FAA Land Acquisition](#)

- GOVERNMENT

- [General Government Access](#)
 - [FHWA Office of Real Estate Svcs.](#)
 - [US Dept. of Energy](#)
 - [US. Dept. of Interior](#)
 - [US Bureau of Land Mgmt.](#)
 - [US Army Corps of Engineers](#)
 - [US Dept. of Defense Search](#)
 - [US Dept. of Defense Real Property Acquisition Policy](#)
 - [US. Bureau of Indian Affairs](#)
 - [US Dept. of Housing and Urban Development \(HUD\)](#)
 - [US General Services Admin. \(GSA\)](#)

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>> [Click here to find us on Google Maps](#)



- OIL/GAS INDUSTRY

- [American Petroleum Institute](#)
 - [Independent Petroleum Assn.](#)
 - [Interstate Natural Gas Assn.](#)
 - [Southern Gas Assn.](#)

- ELECTRIC INDUSTRY

- [Southeast Electrical Exchange](#)
 - [American Public Power Assn.](#)

- INSTITUTES & ASSOCIATIONS

- [IRWA](#)
 - [American Landmen Assn.](#)
 - [Canadian Assn. of Landmen](#)
 - [Appraisal Institute](#)
 - [Appraisal Institute/Canada](#)
 - [AASHTO](#)
 - [American Public Works Assn.](#)
 - [American Society of Civil Eng.](#)
 - [American Council of Eng. Comps.](#)
 - [American Land Title Assn.](#)
 - [National Assn. of Counties](#)
 - [National League of Cities](#)

- MOTIVATION/INSPIRATION

- [Motivational and Inspirational Quotes](#)
 - [Daily Motivator](#)



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Application

GENERAL OFFICES:

PO Box 35666, Tulsa Oklahoma 74153, (918)494-7600, (800) 447-9191

We are pleased that you have decided to apply for employment with UNIVERSAL FIELD SERVICES, INC. In accordance with federal and state laws, we have established a policy of providing EQUAL OPPORTUNITY EMPLOYMENT for all qualified employees and applicants for employment without regard to race, religion, national origin, sex, age, disability not related to job requirements or previous military service.

Your email address:

First Name

Last Name

SSN

Birthdate

Permanent Tax Base Residence:

Temporary Address

Street

Street

City

City

State & Zip

State & Zip

Tel. & A/C

Tel. & A/C

Birthplace (optional)

U.S. Citizen?

Yes

No

If no, are you legally able to work in this country?

Yes

No

Foreign Language?

In case of emergency contact

Professional Organizations

IR/WA Membership:
 Chapter
 Senior Member Number

EDUCATION

School	Name City, State	Major	Years Compltd	Year Grad.	Degree
High School or Preparatory	_____	_____	1 ▾	_____	***
	_____	_____			
Business School	_____	_____	1 ▾	_____	_____
	_____	_____			
College or University	_____	_____	1 ▾	_____	_____
	_____	_____			
Graduate School	_____	_____	1 ▾	_____	_____
	_____	_____			

REQUIRED REFERENCE LIST

Please list up to three (3) references who are familiar with your work. List the CLIENT R/W Supervisor (not the Contract Supervisor). List the CLIENT company (not the Contract Company). Give a brief description of the project and the year. PLEASE LIST ADDRESS, CITY, ZIP - PHONE NOT NECESSARY.

Client Supervisor

Name:

Client Company

Address

City

_____ State & Zip

Project

_____ Year

Salary

Client Supervisor

Name:

Client Company
Address
City State & Zip
Project Year
Salary

Client Supervisor
Name:
Client Company
Address
City State & Zip
Project Year
Salary

VOLUNTARY SURVEY

Government agencies at times require periodic reports on sex, ethnicity, handicap, veteran and other protected status of employees. This data is for statistical analysis with respect to the success of the Affirmative Action program. SUBMISSION OF THIS INFORMATION IS VOLUNTARY.

Select one of the following ethnic origin:

- White
- Black
- Hispanic
- American Indian/Alaskan Native
- Asian/Pacific Islander
- Other

Check if any of the following applicable:

- Vietnam Era Veteran
- Disabled Veteran
- Handicapped Individual

By submitting this form:

I Certify that answers given herein are true and complete to the best of my knowledge.

I authorize you to contact any reference in this application for employment as may

be necessary.

I hereby understand and acknowledge that unless otherwise defined by applicable law, any employment relationship with Universal Field Services, Inc. is of an "at will" nature, which means that the Employee may resign at any time and the Employer may discharge Employee at any time without cause.

reset

Submit

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Key Personnel

Our People Make the Difference

As one of the largest Coordinated Land and Right of Way Acquisition Firms in the nation, Universal offers unrivaled professional personnel. The following is a list of our key personnel and their area of responsibility. Click on the individual's name for their detailed biography. To contact, please click on the e-mail address.

Corporate Office Staff

R. Tom Benson, SR/WA	Chairman of the Board	rtbenson@ufsrw.com
Gene A. Land, SR/WA	President	galand@ufsrw.com
Steve T. Benson, SR/WA	Executive Vice President	sbenson@ufsrw.com
Diana W. Stucky, CPA	Senior Vice President-CFO/Controller	dstucky@ufsrw.com
Clark E. Andrew, III, SR/WA	Senior Vice President-Human Resources	candrew@ufsrw.com
Tamara G. Benson, SR/WA	Corp. Projects Manager-Area Manager-OK	tbenson@ufsrw.com
Edward D. Opstein, SR/WA	Director, Business Development	eopstein@ufsrw.com

Regional Office Staff

Leonard B. Boschetti, SR/WA	Senior Vice President-Gulf Coast Region	lboschetti@ufsrw.com
James H. Finnegan, SR/WA	Senior Vice President-Western Region	jfinnegan@ufsrw.com
Philip S. Cottone, SR/WA	Vice President-Northeast Region	pcottone@ufsrw.com
Cheryl W. Bennett, SR/WA	Regional Manager-Texas	cbennett@ufsrw.com
John R. "Randy" Huston	Area Manager-Gulf Coast	rhuston@ufsrw.com
Leslie D. Benckendorf, SR/WA	Regional Manager-Lower Northwest	lbenckendorf@ufsrw.com
Mitchell C. Legel, SR/WA	Regional Manager-Upper Northwest	mlegel@ufsrw.com
Joe B. Neighbors, SR/WA	Regional Manager-Southeast	jneighbors@ufsrw.com
Larry D. Risinger	Regional Manager-Rocky Mountains	lrisinger@ufsrw.com
John J. Dutch	Regional Manager-Arizona	jdutch@ufsrw.com
Thomas Evatt	Area Manager-Northern California	tevatt@ufsrw.com
Linda K. Peck, SR/WA	Area Manager-Gulf Coast	lpeck@ufsrw.com
F. Larry Stover, SR/WA	A	lstover@ufsrw.com



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Offices



CORPORATE OFFICE 6666 Sheridan Road, Suite 230
Tulsa, Oklahoma 74133
Telephone: (918) 494-7600, (800) 447-9191
Fax: (918) 494-7650



Gene A. Land, SR / WA
R. Tom Benson, SR / WA
Steve T. Benson, SR/WA
Clark E. Andrew III, SR/WA
Diana W. Stucky, CPA
Tamara G. Benson, SR/WA, R/W-RAC
Edward D. Opstein, SR/WA, R/W-NAC, R/W-RAC

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Employment

If you are currently employed in the right of way industry or have prior experience or wish to pursue a career in right of way, Universal Field Services, Inc. is always seeking qualified right of way personnel to work on projects throughout the United States.

Though not required, a current Real Estate License and a Bachelor's Degree can be beneficial to establishing a career in right of way. We encourage you to click on the application button above and complete our on-line application. In addition, you should also submit a detailed resume by clicking on the resume button above and attaching your resume.

Universal is currently seeking right of way personnel in the following areas:

- Project Managers Throughout United States
- Supervisors Throughout United States
- Acquisition/Relocation Agents Throughout United States

If you would like to personally speak with someone at Universal Field Services, Inc., about any of the above positions please contact:

CLARK E. ANDREW, III
Senior Vice President - Human Resources
(800)447-9191 or (918)494-7600
candrew@ufsrw.com

Benefits

Universal Field Services, Inc. offers a competitive salary and benefits package including: Health Care with Prescription Benefits, Cafeteria Plan, 401(k) Savings Plan, Workers Compensation Insurance, Life Insurance and Accidental Death & Dismemberment, Short Term Disability, Long Term Disability, Vision and Dental, Paid Time Off, Paid Holidays, Health Savings Account, Flexible Spending Accounts, and Other Employee Voluntary Benefits.

For more information regarding our benefits please contact:

STACEY COOK

Benefits Administrator

(800)447-9191 or (918)494-7600

scook@ufsrw.com

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Our mission is to provide the best land and right of way services in the industry. Through leadership, knowledge, innovations, and integrity, we will serve the best interests of our clients, employees, and those affected by land and right of way projects.

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The Universal Advantage

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- Experienced Firm

Since 1958, Universal Field Services, Inc. has provided Coordinated Land and Right of Way Services for Government Agencies and the Pipeline, Telecommunications, and Electric Utility Industries. Universal performs all services for our clients in conformity with Federal and local laws and regulations. Since the Firm's inception it has grown into a Nationwide organization with the ability to handle any size project in a professional and cost effective manner.



- Highly Qualified Personnel

Our professional staff is thoroughly trained and experienced in providing Coordinated Land and Right of Way Services. We provide individuals with proven records on similar projects. Also, Universal conducts in-house training programs to ensure that our personnel are familiar with current applicable laws and regulations.



Our support of and involvement with the International Right of Way Association (IRWA) is unparalleled within our industry. We encourage our personnel to further their education and take advantage of the excellent education courses offered by the IRWA. In addition, Universal has approximately 245 employees of which sixty-five (65) are members of the IRWA, including twenty-five (25) with the SR/WA designation, five (5) past Presidents of the IRWA, and numerous regional and chapter officers.

- Quality Process

Universal's extensive quality control program is the distinguishing feature that reflects our commitment to excellence on any project undertaken and sets us

apart from the rest of the industry. Over the years, Universal has become synonymous with quality and it is a reputation we are proud to have earned. Our commitment to quality is a constant and integral part of our ongoing effort to offer the best services in the industry. We commit our full corporate resources to achieving and maintaining this goal.

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Government Agencies

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The company's staff of experienced personnel is capable of handling the simplest or most complex Land and Right of Way Acquisition Program, including Relocation Assistance Services, in an efficient and professional manner. Coordinated Services offered by Universal to Government Agencies Include:

- Appraisal
- Appraisal Review
- Cost Estimate
- Relocation Assistance
- Negotiation/Acquisition
- Property Management
- Project Management
- Utility Relocation
- Records Management
- Document Preparation
- Condemnation Support
- Closing
- Settlement
- Quality Assurance
- Title Services

- Highway Widening
- New Alignment
- Extensions

Local Public Agencies,
School Districts

Airports

- Airport Improvement Programs
- Noise Mitigation Programs
- Expansion Programs

Transit Agencies



- Street Widening/New Alignments
- Redevelopment Projects
- Public Utilities- Water, Sewer, etc.
- School Sites
- New Alignments and Extensions
- Site Acquisition (Stations, Parking Lots, etc.)

Flood Control Agencies, Water Districts

- Fee Acquisitions
- Flowage Easements
- Flood Mitigation Programs
- Reservoir Sites

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Pipeline

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From initial line locations through land and right of way acquisition, Universal has performed and coordinated all project activities except the actual construction. A typical pipeline project might require Universal to provide the following:

- Feasibility Studies
- Rights of Entry
- Permitting
- Right of Way Negotiation
- Project Management
- Appraisal Services
- Route Selection
- Title Search
- Records Management
- Settlement of Construction Damages
- Condemnation Support
- Coordination of Surveying and Mapping



Specialized Field Services

In addition to the Coordinated Right of Way Services listed above, Universal furnishes specialized field services in related areas of activity including Due Diligence for mergers and acquisitions.

Clients also call upon Universal to acquire site locations and other related facilities, often in conjunction with other projects. Among these include:



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Electric Utilities

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Universal has a wealth of experience and knowledge in the acquisition of rights of way for electric utility companies throughout the United States.

Universal can perform all Coordinated Land and Right of Way Services including, but not limited to the following:

- Feasibility Studies
- Route and Site Selection
- Title Search
- Project Management
- Right of Way Valuation
- Right of Way and Site Acquisition
- Document Preparation
- Rights of Entry
- Damage Claims
- Permitting
- Property Management
- Condemnation Support
- Records Management



Specialized Field Services

In addition to Coordinated Land and Right of Way Services, Universal furnishes specialized field services in related areas of activity. Included among these are coordinating and assisting other entities in locating their facilities within the utility corridor or on existing structures. Clients also call upon Universal to acquire site locations and other related facilities, often in conjunction with other projects. Among these are: