

MEET A MEMBER

Meet Mark French!

Business Development, CUES
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Tell us a little about you - how did you end up in this industry?

One of my first jobs was working for my Dad, who was a ditching contractor out of Atlanta. We laid a lot of sewer pipe, all PVC, and it is nothing like today. About 10 years ago I came back to our industry holding various sales positions.

Tell us about your company.

CUES has been in business over 50 years. CUES is the leading manufacturer of the most rugged and reliable CCTV pipeline inspection and repair equipment for the water, wastewater and stormwater industries. CUES provides trenchless technology and underground infrastructure inspection solutions...our GNet software is MACP, LACP, and PACP Version 7 certified and we design grouting truck systems and equipment necessary to meet the challenges in these industries.

Why did you join NASSCO?

NASSCO brings together people from all industries that deal with trenchless technology and those that are dedicated to underground infrastructure condition assessment and repair. NASSCO offers training,

certification and consistency and CUES offers the equipment necessary to perform the CCTV pipeline inspection analysis. We're glad to be part of the team-effort to continue improving and providing solutions for pipeline assessment, condition assessment, and rehabilitation. NASSCO is like ESRI- sooner or later you are going to be a part of it!

What are the top challenges facing our industry?

Unfortunately, it is what we all are aware of: crumbling infrastructure, rates that are too low, loss of institutional knowledge, and slashed budgets to name a few.

How should NASSCO help address this issue?

NASSCO does address these issues, both directly and indirectly. The membership provides a unified approach to solving challenges.

How has being a NASSCO member helped your career or business?

I joined this past Spring and went to the conference in Naples. There I joined the ICGA and manhole rehab committees. I met many of our members and I always gain a new perspective from their experiences.

What else should other NASSCO members know about you? your business?

I was recently asked to be the Product Manager for our Test & Seal equipment. Being a part of NASSCO has helped our company to gain insight from our customer's perspective, the challenges they face and the solutions they are seeking. Being an active member, increasing our presence in advertising and sponsorship opportunities has helped us to grow our business on the contractor side of our industry.

Contact Mark French

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