

Ingersoll Rand

Patrick J. Shannon and John D. Soriano have been elected vice presidents of Ingersoll Rand.

Shannon was elected vice president, strategy and business development, with overall responsibility for corporate strategy, mergers and acquisitions and investor relations. Previously, he was executive director, strategy and business development. From 2002 to 2005, he was vice president of finance for the company's Construction Technologies Sector. Prior to joining Ingersoll Rand, Shannon was senior vice president and chief financial officer for OneCoast Network Holdings and, before that, he was senior vice president and chief financial officer for AGCO Corporation. Shannon started his career with Arthur Andersen. He holds a Bachelor of Business Administration degree from the University of Georgia and an MBA from Mercer University. He also is a Certified Public Accountant.

Soriano was elected vice president – compliance and deputy general counsel. In this role as Ingersoll Rand's chief compliance officer, he will be responsible for the company's ethics and compliance program. Previously, he was deputy general counsel, litigation, having been promoted to that role in 2004 after four years as assistant general counsel, litigation. Prior to joining Ingersoll Rand in 2000, Soriano was a corporate attorney with Becton Dickinson and, before that, Johnson & Johnson. He began his career at Simpson Thacher & Bartlett. He holds a Bachelor of Arts degree from Princeton University and a Juris Doctor degree from Harvard Law School. ingersollrand.com

Terex

Terex Corporation has been listed as the No. 4 best performing company on the 2007 *Barron's* 500 survey, according to a statement released by Ronald M. DeFeo, Terex chairman/CEO.

"We have successfully taken disparate product lines and weaved them into a well-rounded product portfolio. There is, however, more work to be done in this process and, as we have said before, the best is yet to come. We are pleased to be considered one of the top five performers along with Goldman Sachs Group, Franklin Resources, Apple and Paccar," DeFeo said.

The *Barron's* 500 survey provides a ranking of U.S. and Canadian Standard and Poor's 500 Index companies based on the basis of one- and three-year cash-flow returns on investment sales growth and stock price performance. (203) 222-7170, terex.com

TERRA

FAGAN's Lehigh Equipment, Mays Landing, NJ, is the exclusive TERRA distributor for the U.S. Celebrating 25

years as business partners, Tom Fagan, owner and director of FAGAN's Lehigh, and his son, Dr. Tom Fagan visited Munich, Germany during the Bauma Convention.

FAGAN's Lehigh distributes piercing tools and TERRA-HAMMER steel pipe rams, TERRA MINI-JET Series D HDD machines, in addition to pipe renewal systems – the TERRA-EXTRACTOR cable burster and TERRA-HYDRO-CRACK rod burster. +41-62-751 24 52, terra-eu.eu

Krylon Products

Krylon Products has redesigned a new user-friendly Web site at www.kpg-industrial.com. The site features products from all of their trusted brands, including Krylon Industrial, Sprayon, Tri-Flow, White Lightning, Rubberset, Dupli-Color, Quality Care, Carroll, Purdy and Bestt Liebco. The easy to use navigation allows visitors to browse based on brands, product categories or market segments, enabling the user to narrow a search while eliminating the hassle of clicking from page to page. The "search the site" feature provides instant information about specific products and keywords, while the interactive product finder illustrates product applications for various markets. The "Source All" tool identifies the ideal products for facility maintenance. In addition, users can view an interactive digital version of the 2007 product guide as well as reference tools, testing data and literature for their broad range of products. (800) 777-2966, KPG-Industrial.com

Midwest Mole

Shelley Kirkham has joined Midwest Mole as an assistant estimator. Previously, she worked at Gradex as a project assistant and accounting assistant. Ryan Barkdull also was hired as an estimator. Previously he worked at Fontaine Truck Equipment Company. (317) 545-1335, midwestmole.com

Interplastic Corp.

The recipients of Interplastic Corporation's 2007 Scholars Award sponsored by Interplastic in affiliation with the American Composites Manufacturers Association (ACMA) have been announced.

The five high school graduates and their company affiliations are: Laura Chrostobek, Lewis Center, OH (Ashland Inc.); Julie Conway, Bedford, PA (Bedford Reinforced Plastics); Alec O'Neal Daily, Arthur, IL (Carstin Brands Inc.); Bradly Parker, Caro, MI (Pro Set Inc.); and Jessica Ann Underwood, Locust, NC (Tarheel Marble Co.). Each winner receives \$2,000 to be used towards their studies at a four-year college or university of their choice. (651) 481-6860, interplastic.com

United Rentals,

GTI Hires Strategic Account Manager



Brian Mattson has joined Gas Technology Institute (GTI) as a Strategic Account Manager. He will serve as the sales, marketing and customer service contact for GTI's energy customers in the Midwest, West and Southern regions.

"We're very excited to have Brian joining our team," says Ron Snedic, vice president of Business Development. "He'll play a critical role as we strive to develop high-impact projects that provide significant value and truly make a difference in the marketplace. Brian's extensive experience in working with utilities will allow us to strengthen our communication and cull important feedback from our customers, to ensure that we're addressing the key needs of the industry."

For the past 15 years, Mattson has been a national sales manager for T.T. Technologies Inc. Prior to that, he was a sales representative for J.I. Case Company and Vibra King Inc. He has an established working relationship with the GTI team, having partnered with the organization over the past 12 years.

Mattson has been a member of the American Water Association, the American Gas Association, and the National Utility Contractor Association for the past 20 years. He studied business marketing at Montana State University. (847) 768-0867, gastechology.org

Ditch Witch Of West Texas President Celebrates 35 Years

It's not unusual for someone who grows up in Perry, OK, to go to work for the town's flagship company, The Charles Machine Works, manufacturer of Ditch Witch underground construction equipment.

Lenny Sadler seemed destined for the same fate. His father, J.D., worked there for 32 years, eventually retiring as chief financial officer. So, in 1968, while enrolled at Central State College in Edmond, OK, Sadler began working at the Ditch Witch of Oklahoma dealership in Oklahoma City, where his uncle, Russell Sadler, was the owner.

After college, he moved to Tulsa to help open a new Ditch Witch of Oklahoma dealership. And that's when his career with the Ditch Witch organization almost ended.

"I was getting old – I was all of 23 – and needed a change," Sadler jokes. "I called the [Ditch Witch] plant in Perry to tell them I wasn't all that happy with the way things were going. They told me about an opening in Amarillo. I didn't know anything about Texas, but we packed up and went. It was August 16, 1972."

Sadler's Ditch Witch of West Texas, was a one-man operation for the first year.

"When I started out, I borrowed \$25,000, and I paid it back in 10 months," he says. "That's when things really started to take off." Sadler steadily grew Ditch Witch of West Texas each year. By 2005, it was the number-three Ditch Witch dealer in the world, a ranking based on parts and equipment sold, customer satisfaction, and other factors. The next year saw a 50-percent increase in business, with Sadler's dealership ranking number seven.

Family is a recurring theme in this dealership. Sadler's son, Jake, who has been working with his father for six years, is the dealership's sales manager; Sadler's brother Tony, manages the parts department and has been with the dealership for 30 years; and son-in-law Phillip Rodriguez, is manager of the rental department. Ron Ford manages the service department. (806) 353-6683, ditchwitch.com

Ingersoll Rand To Sell Bobcat, Utility Equipment & Attachments Business Units

Ingersoll Rand Company announced that it has agreed to sell its Bobcat, Utility Equipment and Attachments business units to Doosan Infracore for cash proceeds of approximately \$4.9 billion. The sale is subject to customary closing conditions and is targeted to close early in the 2007 fourth quarter.

The combined businesses manufacture and sell compact equipment, including skid-steer loaders, compact track loaders, mini-excavators and telescopic tool handlers; portable air compressors, generators, and light towers; general-purpose light construction equipment; and attachments. For 2006, these businesses collectively generated approximately \$2.6 billion in revenues. The sale includes manufacturing facilities in Gwinner and Bismarck, ND; Carrollton, GA; Litchfield, MN; Petersburg, VA; Wujiang, China; Dobris, Czech Republic; Lyon and Pontchateau, France; Slane, Ireland; and Tredegar, Wales. The businesses employ approximately 5,700 people worldwide. ingersollrand.com

ADS Opens HDPE Plant

Advanced Drainage Systems (ADS) the world's largest manufacturer of high-density polyethylene pipe is opening its largest U.S. manufacturing plant to help meet the growing demand for HDPE products in highway construction projects and to better serve customers throughout the Eastern U.S.

The \$12 million, 68,000-square-foot facility opening in Gloucester County, NJ, will bring 100 new jobs to the area and will serve ADS customers in New Jersey, New York, Pennsylvania, Delaware, Maryland and Washington, D.C.

The plant will produce HDPE pipe for use in the development of local and federal highway projects and will serve construction projects in agriculture, mining, forestry, recreation and civil-engineered underground drainage applications.

"We're seeing an enormous demand for HDPE pipe following the Federal Highway Administration's specification changes last year, and we want to ensure our customers continue to receive the very best in customer service," said Joe Chlapaty, president and chief executive officer of ADS. "By manufacturing pipe as close to our customers as possible, it will significantly reduce the time and cost of delivery. The combination of our on-going national expansion program coupled with new changes to regulations on Federal-aid highway projects means ADS's customers and tax payers across the U.S. will see significant savings on the increasingly expensive public infrastructure projects."

ADS chose the Gloucester County area for its strategic geographic location and access to a skilled labor market. ADS also will pursue future expansion opportunities for this facility based on the growing demand for its products. The first public open house for the new manufacturing facility is scheduled for Sept. 18. ads-pipe.com

Cerberus Capital

United Rentals announced that it has signed a definitive merger agreement to be acquired by affiliates of Cerberus Capital Management, L.P., in a transaction valued at approximately \$6.6 billion, including the assumption of approximately \$2.6 billion in debt obligations. Under the terms of the agreement, United Rentals stockholders will receive \$34.50 in cash for each share of United Rentals common stock that they hold. The purchase price per share represents a 25 percent premium over United Rentals' closing share price of \$27.55 prior

to the company's announcement on April 10, 2007 that it had commenced a process to explore a broad range of strategic alternatives.

The board of directors of United Rentals has approved the merger agreement and has recommended the approval of the transaction by United Rentals stockholders.

Completion of the transaction is subject to customary closing conditions, including approval of the transaction by United Rentals' stockholders and regulatory review. Stockholders will be asked to vote on the proposed transaction at a special meeting that will be held on

a date to be announced. Holders of the company's preferred stock, including affiliates of Apollo Management, L.P., which represent approximately 18 percent of the voting power of the capital stock of United Rentals, have agreed to vote their shares in favor of the merger. (203) 622-3131, unitedrentals.com, cerbuscapital.com

Midwest ENERGY Association

Pierre LeBrasseur, vice president of marketing for Michels Companies, received the Midwest ENERGY Association's (MEA) first Life Time Achievement Award at the MEA's Spring Board of Directors Meeting.

The award, for providing outstanding support to MEA for more than 20 years, was presented by MEA Board Chairman Bill Doty, executive vice president, Energy Delivery, Vectren. The award plaque featured a piece of wooden gas main originally put in service in 1879 and recovered this past year in Ottawa, IL.

LeBrasseur has served in many volunteer capacities for the MEA, including a five-year term on the MEA board. His member recruiting efforts, leadership of the Associate Taskforce on Sponsorships, and the 100th Anniversary Committee are just a few of the recent contributions.

LeBrasseur began his career with the Operating Engineers Union as a business representative. He then embarked on a 20 year career with Mueller Pipeliners (currently InfraSource), working his way from a field manager to vice president until his current position as vice president with Michels. (651) 289-9600, midwestenergy.org

Herrenknecht AG

Herrenknecht AG, the manufacturer of TBM, Shield and Mixshield tunneling machines, microtunneling systems, shaft sinking machines and horizontal directional drilling rigs has appointed Julian O'Connell to the position of North American sales manager.

Prior to joining Herrenknecht, O'Connell worked at James Fowler Co. of Dallas, Oregon, OR, as Tunneling Manager. In his new role, O'Connell will be responsible for the company's Business Unit Utility Tunneling covering the U.S., Canada and the Caribbean. (253) 804-6511, herrenknecht.com

Volvo CE

Plans for a new Volvo CE North America Customer Center include the building of a 20,000-square-foot Training and Event Facility for the company's dealers and customers and the development of a new equipment demonstration area that will encompass approximately 25 acres. The demonstration area will be landscaped to match actual job sites for job-simulation demonstrations of the equipment. Ground breaking of the new site is scheduled for January 2008 with completion of the new center to be in

the fourth quarter of 2009.

"The acquisition of this property and the planned construction of the new Volvo Construction Equipment North America Customer Center demonstrate Volvo's continuing commitment to the construction equipment market in North America," said Dan Snedecor, manager-sales training, Volvo CE North America. "This facility will combine the functions of technical and sales training with customer and company dealer visits, as well as large scale events such as the industry-acclaimed Volvo Days."

It is expected that as many as 3,000 students will be trained each year at the new complex; visits by customers and dealers will probably reach more than 1,000 per year as the company's business grows. (828) 650-2000, volvo.com

American Augers

Dan Sharpe has been appointed to the position of vice president of marketing and sales at American Augers. Prior to his appointment, Sharpe worked with Astec Underground in the position of International Sales Manager, a capacity he will continue in his new role, but also as the American Augers Director of Sales, working with both domestic and international markets.

Before joining Astec Underground in 2004, Sharpe worked for Charles Machine Works from 1998 - 2004 in many roles. He also worked in sales and marketing positions for the Ramsey Winch Co. and Bronco Mfg.

Sharpe is a graduate of the University of Central Oklahoma with a bachelor's degree in Communications and a Masters degree in International Relations. (800) 324-4930, americanaugers.com

Thompson Pump

Thompson Pump & Manufacturing Co., a full-service manufacturer and provider of pumps, pumping equipment and engineering expertise, has achieved ISO 9001:2000 quality certification for their Port Orange, FL, manufacturing facility.

The globally recognized certification was granted following independent testing and assessment of the company's quality management systems and manufacturing capabilities. ISO 9001:2000 recognizes companies that meet strict criteria for manufacturing standards and is considered the highest standard for quality assurance. To achieve certification, companies must have a comprehensive quality management system that addresses all areas of its operation.

In other news, the company has hired Gary Marshall as a sales representative for the public works department. Marshall has 25 years industrial equipment sales experience with pumps, instrumentation, controls and valves. He will focus on new business development in the municipal market of south Florida. (800) 767-7310, thompsonpump.com ■