

## CNH Global

CNH Global N.V. reported first quarter 2008 net income of \$112 million, up compared to net income of \$95 million in the prior year. Results include restructuring charges of \$13 million in the first quarter of 2008, compared with \$10 million in 2007. Net income excluding restructuring charges was \$125 million, up 19% compared to \$105 million in the prior year. First quarter diluted earnings per share were \$0.47, compared with \$0.40 per share in 2007. Before restructuring first quarter diluted earnings were \$0.53 per share, compared with \$0.44 per share in the prior year.

Worldwide heavy and light construction equipment industry retail unit volumes were up approximately 5%, and were up in every region of the world except North America, with CNH's worldwide retail unit sales of total heavy and light equipment up in line with the market. CNH expects both light and heavy construction equipment industry retail unit sales to be above 2007 levels. Increases in Latin America, Rest-of-World and Europe are expected to more than offset the decline in North America. [cnh.com](http://cnh.com)

## Multiquip

After nearly 28 years, Roger Euliss has announced his retirement from Multiquip's management team, effective at the end of 2008.

The new MQ organization will be headed by Mike Howlett who will become president of the MQ General Construction Equipment Group and will report to Tom Yasuda, chairman and chief executive officer. The balance of the core management organization will remain largely unchanged with Mike Ferguson, vice president of MQ GCE sales; Poonam Kapila, director of marketing; and Torsten Erbel, director of product management reporting to Mike Howlett. (800) 421-1244, [multiquip.com](http://multiquip.com)

## New Holland

The New Holland Construction Equipment plant in Lecce, Italy, celebrated the production of its 100,000th construction equipment machine: a 23-ton W270B wheel loader, the flagship model of the series B which became famous through its appearance in the James Bond film "Casino Royale."

The series B completes New Holland's wheel loaders offering, which now consists of a range of eight models covering the 10-to-23-ton segment. Launched on the market last year, the W270B wheel loader is a highly versatile and reliable machine, offering low fuel consumption, high productivity, exceptional stability and outstanding operator comfort.

The Lecce plant serves nearly 70 countries and exports 80 percent of the company's production, according to Giampiero Biglia, New Holland Construction's market manager for Italy.

The Lecce plant produces 20 models of wheel loaders in almost 900 different versions, 26 models of telescopic handlers with almost 1,500 versions, and 10 models of crawler dozers in 120 versions. [newholland.com](http://newholland.com)

## SM&P Utility Resources, Central Locating Services

United States Infrastructure Corporation (USI), a holding company formed by leading private equity firm, Kohlberg & Company, completed the acquisitions of SM&P Utility Resources (SM&P) and Central Locating Services (CLS), forming the leading provider of underground utility locating and marking services in the United States. CCG Securities served as exclusive financial advisor to Kohlberg & Company.

SM&P was acquired from St. Louis, MO-based gas utility company, Laclede Group, and CLS was acquired from Willow Grove, PA-based Asplundh Tree Expert Company. The combination of SM&P and CLS creates the market leader in the U.S. and a significant growth platform with customer, geographic and cultural synergies.

"The acquisitions of CLS and SM&P combine the best management teams and the best systems in the industry, which will lead to providing the best quality service to over 400 utility customers in 21 states," said Mike Stayton, president and CEO of USI. (650) 463-1480, [kohlberg.com](http://kohlberg.com)

## KS Energy Services



Dennis Klumb Sr., president and chief executive officer of East Troy, WI-based KS Energy Services Inc., was one of 10 recipients of the BRAVO! Entrepreneur Award from the Small Business Times of Milwaukee and SE Wisconsin. The recipients were recently honored at an awards luncheon.

KS Energy Services is a leading provider of the installation of natural gas, electric, telecommunication and water services throughout the Midwest. In business for nearly three years the company has grown to more than 400 employees and achieved revenues in excess of \$28 million. In addition, the company has forecasted revenues in excess of \$50 million in 2008.

KS Energy Services' corporate offices are located in East Troy, WI, on a 10-acre parcel with a modern, state-of-the-art office and fleet center. In addition, the company has a satellite office in Madison, Appleton and Denmark, WI, and plan to open other offices as new markets are penetrated.

Led by president and CEO Klumb Sr., the company's principals include sons Dennis Klumb Jr., Shawn, Rick and Mike Klumb and "honorary brother" Tom Schaitel.

KS Energy Services and its employees have donated time and money to more than 25 charities and groups, including more than \$1 million to the Make-A-Wish Foundation of Wisconsin over the past 12 years.

Patti Gorsky, president of the Make-A-Wish Foundation of Wisconsin, said the KS Energy principals treat even their philanthropic partners as family.

"They not only donate, they also give generously of their time and talents to make each group with which they work a better organization overall," said Gorsky, who nominated Klumb for the Bravo! Entrepreneur Award. (262) 642-9200, [ksenergyservices.com](http://ksenergyservices.com)

## Hannay Reels

In 2008, Hannay Reels celebrates its diamond jubilee anniversary, marking 75 years of reel pride for the company.

Since 1933, the Hannay family has owned and operated the world's leading manufacturing facility of hose and cable reels. The formula for over seven decades of success has included continual facility expansion, along with constant product developments

in order to meet market needs and solve customers' unique problems. From founder Clifford Hannay's first manual-crank reel, the company has grown steadily on the strength of its reliable products.

The Hannay production team generated about 3,600 reels a year from a new manufacturing facility in 1952. Today, over 70,000 reels are shipped worldwide from a headquarters that was recently expanded by 44,000-square-feet to accommodate larger fabrication, assembly and shipping departments. Hannay reels have always been constructed using the highest quality materials and manufacturing techniques to ensure their performance and reliability. The Hannay "mass customization" production process along with extensive design experience and quality controls have made their products the leading choice among reel users and original equipment manufacturers alike. (518) 797-3791, [hannay.com](http://hannay.com)

## Hunton & Williams

Energy and transportation lawyer, Brigham McCown, has joined the firm Hunton & Williams LLP. McCown's 20-year career spans both public and private sectors, including service as first Acting Administrator and first Deputy Administrator of the Pipeline and Hazardous Materials Safety Administration for the U.S. Department of Transportation. He was responsible for oversight of all energy and hazardous materials transportation throughout the United States, including oversight of the nation's liquid and natural gas pipelines. McCown will divide his

## Gorman-Rupp Holds "Day On The Lake" Sweepstakes

In celebration of its 75th anniversary, The Gorman-Rupp Company is holding a "Day on the Lake" sweepstakes to give a Gorman-Rupp customer or loyalist the opportunity to win a day of fishing on Lake Erie with company sponsored Elite Bass Angler, Glenn DeLong.

Company research showed fishing as a one of the top pastimes among Gorman-Rupp distributors and customers across all industries served. As a result, Gorman-Rupp formed a relationship and eventual sponsorship with fellow Ohio native and Elite Bass Angler Glenn DeLong to support his 2008 campaign.

The grand prize package includes travel and accommodations to and from Lake Erie on Sept. 3, along with dinner that night with DeLong. On Sept. 4, DeLong and the winner will spend a full day of bass fishing on Lake Erie. Additional prizes include a Gorman-Rupp hat, polar fleece jacket, rain gear, fishing rod, lures and a tackle box.

The first 750 fans to enter will receive a limited edition Glenn DeLong autographed Gorman-Rupp lure. Entries will be accepted through July 11, 2008. No purchase is necessary; and complete sweepstakes details and entry forms can be found at [www.ThinkGormanRupp.com](http://www.ThinkGormanRupp.com) or [www.GRPumps.com](http://www.GRPumps.com).

## Minnesota Ltd. Opens New Headquarters



Minnesota Limited Inc. has opened its new corporate headquarters in Big Lake, MN, located 35 miles Northwest of Minneapolis. The

60,000-square-foot building opened in March 2008 and includes an office, warehouse and equipment repair shop and pipe fabrication facility.

"We are extremely excited to combine all of our facilities in one state-of-the-art, functional and efficient operation," said Christopher Leines, company president and CEO.

The new headquarters includes 35 acres of outside storage, an employee training center, an inventory controlled warehouse storage space and a four bay drive-thru equipment repair shop. Another major highlight is the pipe fabrication shop which will allow the efficient construction of many different types of pre-fabricated assemblies.

Minnesota Limited is a specialty contractor providing construction services to oil and natural gas companies nationwide. (763) 262-7000, [mnlimited.com](http://mnlimited.com)

time between the firm's Washington and Dallas offices. McCown comes to the firm from Winstead PC in Dallas where he was a shareholder. He previously served as the first general counsel of the Federal Motor Carrier Safety Administration, where he was responsible for legal, congressional and environmental oversight of the commercial motor carrier, motor coach and moving industries. While at the Department of Transportation, McCown was heavily involved in issues related to homeland security, liquid and natural gas, hydrogen and ethanol policies, and NAFTA. He oversaw two of the federal government's largest environmental studies, spearheaded restoration of national critical infrastructure following Hurricanes Katrina and Rita, and served on the Secretary's policy committee for public-private partnerships and congestion initiatives. McCown holds the rank of Commander with the U.S. Navy, as a naval aviator. (804) 787-8084, [hunton.com](http://hunton.com)

### CH2M HILL

CH2M HILL, a global full-service engineering, construction and operations firm, announced that Philip Yerby has joined the firm as Texas Civil Infrastructure Director.

In Yerby's new role, he will work with CH2M HILL's transportation and water regional business groups and global leadership to identify, prioritize and lead strategic opportunities as well as help identify and recruit additional strategic staff in Texas projects.

Yerby's 30-year career in the engineering field has given him experience in the planning, design and construction of all phases of engineering projects. He has experience in project assignments from infrastructure development to airport facilities, to light rail transit planning and design.

Yerby received his Bachelor of Science in Civil Engineering from Kansas State University in 1977. He is a registered Professional Engineer in Texas and Oklahoma. (720) 286-3137, [ch2mhill.com](http://ch2mhill.com)

### Redzone Robotics

To better satisfy customer demand, Redzone Robotics has moved to a new, larger facility, hired a national sales manager, and is increasing staff.

Redzone has moved to new 13,000 square feet offices in Lawrenceville, a Pittsburgh neighborhood that is home to Carnegie University's National Robotic Engineering Center (NREC) and a growing number of robotics companies.

Redzone also has hired Gordon Henrich as National Sales Manager to manage the steady increase in customer inquiries, contracts and customer service activities. Gordon brings 25 years of municipal piping system experience to Redzone and understands the inspection requirements for condition-based asset management.

Redzone will have additional delivery capacity in place by the summer of 2008 while its R&D team is on target to introduce an exciting, new inspection technology in the fall. (412) 716-3501, redzone.com

### Ontrac Equipment Services

Ontrac Equipment Services will be changing its corporate name to Nortrax Canada Inc., bringing the company into brand alignment with its U.S.-based sibling, Nortrax. Ontrac (Canada) and Nortrax (U.S.), retailers of John Deere construction, forestry and mining equipment, are both 100 percent owned by their parent company, Deere & Company.

The name change will enable increased market presence and greater competitive advantage in Canada through utilization of Nortrax marketing and advertising resources.

The transition to the new name is expected to be phased in throughout the year and conclude by the end of 2008. No organizational changes are expected as a result of the new name. (519) 686-7544, ontracinc.com ■

## HCSS Receives National Award For Employee Ownership

Construction software developer HCSS has received an Innovations in Employee Ownership Award, administered jointly by the National Center for Employee Ownership and the Beyster Institute. HCSS is one of only three organizations to receive the annual award, which recognizes creative ideas that help make employee ownership stronger and publicizes those ideas so that others may learn from them. HCSS President Mike Rydin accepted the honor during the organizations' 2008 Employee Ownership Conference held in Chicago.

HCSS, which develops construction field management, estimating and resource management software, has been an employee-owned company since 1998. At that time, Rydin sold 25 percent of the company to employees via an ESOP (Employee Stock Ownership Plan) with the goal of motivating HCSS employees to think and act like owners.

HCSS now has a three-tier approach to employee ownership with annual cash profit sharing, Stock Appreciation Rights and ESOP. Through these tools, employees are rewarded financially for the positive impact they have on the company and are able to see how their work affects company performance. For the past 10 years, employees have received substantial profit sharing, both in cash and ESOP stock. (800) 683-3196, hcsc.com

## New Web Site For Skid-Steer Users

John Deere Construction & Forestry has launched [www.skidsteersmackdown.com](http://www.skidsteersmackdown.com), the first part of an integrated campaign for skid-steer users that involves unique head-to-head contests between Deere and competitor machines.



Skidsteersmackdown.com is an interactive site that features competitions captured on video, a discussion forum, buying information and more.

Deere engineers transformed a dirt track in North Carolina into a skid-steer loader proving ground, complete with professional operators and contests, all while cameras rolled and spectators looked on.

The site's interactive components allow users to pick the Deere machines they'd like to see compared to other units. The videos – showing tasks with measurable results –

can then be rated, commented on, and shared with friends and colleagues.

"Viewers can also get dealer and buying information immediately through a link to the main John Deere web site," said Sam Norwood, manager, John Deere Commercial Worksite Products. "We're having some fun, but we're also providing skid-steer buyers with everything they need to know."

The new John Deere 313 and 315 radial skid-steers anchor the action on the site. Introduced in late 2007, the two models, with 1,300- and 1,500-pound rated operating capacities respectively, are the company's first entries into the small frame size class. Deere now offers a full line of skid steer loaders from 45 to 85 horsepower, as well as more than 100 Worksite Pro attachments for jobsite versatility.