

Volvo CE

Volvo Construction Equipment announced that in 2006 it reached several all-time highs in its financial performance. Sales increased by 17 percent, while operating income jumped by 41 percent. Operating margin strengthened significantly, rising to 9.6 percent, up from 7.9 percent in 2005. Finally, the company reached an all time high of machines sold in a 12 month period – more than 37,000 in 2006; representing an 11 percent increase from the previous year.

These record figures were helped by a strong set of fourth quarter results. Net sales in the fourth quarter were up 4 percent. When adjusted for currency movements net sales increased further, to 12 percent. Operating income increased by 35 percent. This boosted the operating margin in the quarter to 9.2 percent, up from 7.1 percent in the fourth quarter last year. (828) 650-2000, volvo.com

Coble Trench Safety

Coble Trench Safety Inc. (CTS), a Greensboro-based company specializing in the rental and sales of trench safety equipment, as well as OSHA-compliant training classes, and the rental and sales of traffic safety equipment has opened a new branch in Manassas, VA, which is in the Washington D.C. area.

"We are very excited about our new Washington D.C. operation," said Tom Coble, president of CTS. "The Manassas branch is our third expansion outside the state of North Carolina, and will be the sixth fully-staffed operation of Coble Trench Safety in the United States."

The new branch will be managed by Chris Allen, who has more than five years experience in the trench and traffic safety industry. Allen will be responsible for the Washington D.C./Baltimore market areas for CTS.

Additionally, Coble Trench Safety announced that it has relocated its corporate headquarters and Greensboro, NC, branch. The offices will reside on the same campus and will allow Coble Trench Safety to more efficiently serve its customers. The new address for the campus will be 3137 Cedar Park Road, Greensboro, NC.

In maintaining the objective of building a network of trench and traffic safety branches, CTS plans to open at least one to two other new branch operations in the second half of 2007 with additional branches to follow. For strategic reasons, Coble declined to comment on the location of the additional new branches. (336) 398-3000, cobletrrenchsafety.com

New Holland, Kobelco



New Holland and Kobelco Construction Machinery America Co. Ltd. have named Tom Green director, North American marketing. Green will be responsible for defining and implementing the marketing and communications strategies for the New Holland and Kobelco brands in North America, reporting directly to Terry Sheehan, president of Kobelco Construction Machinery America and vice president of New Holland North America. New Holland has a joint venture arrangement with Kobelco to produce and distribute excavators in North America through each brand's existing sales channels.

A marketing veteran with more than 20 years of industry experience, Green's career includes 15 years with Ford Motor Company, where he held roles of increasing responsibility leading marketing activities for the commercial and consumer truck businesses. His work at Ford also included international assignments in Asia. (630) 260-4000, newholland.com; kobelcoamerica.com

North American Green



North American Green has hired two new regional sales managers to better serve the sales and distribution of erosion and sediment control solutions through their worldwide distributor network.

Bob Gerding was hired as east central regional sales manager. He will be responsible for the states of Indiana, Ohio, Michigan, Pennsylvania, Tennessee and Kentucky. A graduate of Northern Kentucky University with a bachelor's in sales and marketing, Gerding brings more than 15 years of sales management experience in the construction industry.

Clyde Windham will serve as south central regional sales manager, serving the states of Alabama, Arkansas, Louisiana, Mississippi, Oklahoma and Texas.

Windham graduated from Stephen F. Austin State University with a degree in business. He brings more than 20 years sales and management experience working for national consumer products. (800) 772-2040, nagreen.com

Gehl

Gehl Co., which makes and markets equipment for the construction and agriculture industries, saw fourth-quarter profits fall 27 percent, as price hikes

New Manufacturing Plant for PSL North America

PSL North America (PSL NA) is building a new manufacturing facility at Port Bienville Industrial Park near Bay St. Louis, MS. Designed to serve the large diameter line pipe market, the mill will manufacture, coat and line API grade line pipe up to and including X80 that ranges from 24 to 60 inches in diameter and lengths up to 80 feet. Annual plant capacity will ultimately be 300,000 short tons, depending on order mix.

PSL NA strategically located the facility on the Gulf Coast to minimize overall freight costs and to allow easy barge, railroad, and truck transportation.

Owners say the state of the art facility will utilize the latest technology available in terms of the Helical Two Step, Submerged Arc Welded (HTS SAW) pipe manufacturing process. They expect to begin commercial operations in the second quarter of 2008.

PSL NA is a recently created joint venture controlled by PSL Limited, an Indian company based in Mumbai, with Indian and American partners. PSL Limited is among the largest spiral pipe manufacturers in the world with annual installed capacity of over one million metric tons. Expansion plans are being executed to increase capacity to 2 million metric tons by 2010. For information, phone: (913) 438 2981 or visit www.pslna.com.

Insituform To Close Tunneling Business

Insituform Technologies announced that its board of directors has approved the company's plan to exit the tunneling business in an effort to align operations with its long-term strategic initiatives. Insituform will not bid on any new tunneling projects and expects to complete work on its existing contracts by mid-2008. Insituform will seek a buyer(s) for its tunneling business and associated assets.

As a result of the tunneling business exit, Insituform will recognize cash and non-cash pre-tax charges of up to approximately \$21 million, with a majority of the charges to be recognized in the first half of 2007. The company expects a liquidation value of as much as \$20 million in cash from the disposal of the business and its assets, including working capital.

"During the last four years we have transformed Insituform into a leaner company with an improved cost structure, a sharper strategic focus and significantly better financial results. We regard our decision to exit the tunneling business at this time as one of the last steps in this transformation process," said Thomas S. Rooney, Jr., president and chief executive officer. "While we have remained committed to the turnaround of this operation to this point, the tunneling business is not a core business segment for us and continues to report losses despite its improved performance. Exiting this business segment at this time will enable us to increase our focus on our core business of rehabilitation, particularly in light of the current U.S. rehabilitation market issues. We expect to be able to use cash garnered from the liquidation of the tunneling assets and the ongoing cash collected from projects as they are completed to make strategic investments and to grow our core business more quickly." (800) 234-2992, insituform.com

on its products could not offset weaker demand. Earnings decreased to \$4.5 million, or 36 cents per share, from \$6.2 million, or 50 cents per share during the same period in 2005.

Results included a charge of \$700,000, or 6 cents per share, related to a customer account currently in collection and a charge of \$200,000, or 2 cents per share from new accounting standards. Excluding special items, quarterly earnings fell 14 percent \$4.9 million, or 40 cents per share in the quarter, compared with \$5.8 million, or 46 cents per share during the same period a year earlier.

Revenue rose 1 percent to \$103.6 million from \$102.4 million during

the same period in 2005.

Gehl raised prices and trimmed manufacturing spending in the quarter, but a 22.9 percent slide in skid loader sales and an 11.6 percent drop in telehandler demand slowed revenue growth.

Annual earnings fell 11 percent to \$19.5 million, or \$1.57 per share, from \$21.8 million, or \$1.97 per share in 2005. Excluding special items, the company said its annual earnings rose 27 percent to \$28.1 million, or \$2.26 per share, from \$22.1 million, or \$2 per share in 2005.

Revenue grew 9 percent to \$486.2 million from \$447 million. Gehl shares fell \$2.29, or 8 percent, to \$26.42 in

morning trading on the NASDAQ Stock Exchange. (262) 334-9461, gehl.com

Spalding DeDecker Associates

Spalding DeDecker Associates Inc., Detroit, MI, is a finalist in the American Council of Engineering Companies' 41st annual Engineering Excellence Awards competition for providing survey services for the construction of the East Side Water Main between the City of Toledo and Perrysburg Township in Ohio.

ACEC is the Washington, D.C.-based engineering industry association representing the business and political interests for owners and principals of approximately 5,500 independent engineering companies throughout the United States.

Spalding DeDecker performed construction layout services for 1,600 feet of 96-inch diameter tunnel beneath the Maumee River. To minimize the potential for error, the project team used a 1960s-era piece of mining surveying equipment called a gyrocompass. The direction of the tunnel measured from true north was first measured precisely on the ground surface with the gyrocompass and a theodolite survey instrument.

The orientation process was then repeated in the shaft to determine the actual bearing of the survey baseline, and set a line for the drilling machine to follow. By helping expedite construction of the East Side water main, area residents are assured of having safe, reliable service well into the future.

The project is among 180 engineering projects from across the nation and the world that are being recognized by ACEC as preeminent engineering achievements for 2006. Winners of 24 specific engineering categories will be announced at the Engineering Excellence Awards Gala, to be held May 8, 2007, at The Grand Hyatt Hotel in Washington, D.C. (313) 967-4700, spaldingdedecker.com

The Toro Company

The Toro Company, in partnership with Aquascapes Design, announced that Dylan Arlotta of Garden State Koi in Warwick, NY, won a Toro Dingo TX 420 compact utility loader and bucket attachment at the Aquascapes Pondemonium 2006 event held in Chicago.

Arlotta is the manager of the installation division at Garden State Koi, the tri-state area's Master ProPond Distributor for Aquascape Designs and NurseryPro. Garden State Koi's installation division consists of nine employees who install 50-70 ponds per year. Arlotta has had the TX 420 since August 2006 and already has plans to add more compact utility loaders to his fleet in the future.

Featuring simple controls and a powerful track drive, the TX 420 compact utility loader is ideal for applications such as pond building, tree planting, material hauling and handling, preparing seedbeds, constructing decks and fences, demolishing structures, and installing irrigation systems. By using the Toro Dingo system, landscape professionals like Arlotta can complete work more productively and profitably by maximizing manpower, minimizing hand labor, and finishing jobs faster.

The compact Toro Dingo TX 420 is 34.5 inches wide and offers zero-turn capability, allowing operators to easily maneuver the unit into tight areas and pass through 36-inch gates or openings. The unit's dedicated track drive features dual Kevlar reinforced rubber tracks that provide full ground engagement in all conditions for optimum digging power, yet minimize damage to existing grounds and work surfaces. The Dingo

TX 420 model's compact design provides operators with 360-degree visibility, ensuring maximum productivity and enhancing operator and job site safety.

In other news, Toro has named Scott Cornwell national sales manager for its Toro Dingo compact utility loader product line. In his new position, Cornwell will focus his sales leadership skills on the continuing growth of Toro Dingo's extensive lines of compact utility loaders and attachments.

For the past three years, Cornwell served as a national account manager in company's corporate

accounts group, where he focused on developing strategic landscape contractor accounts and alliances. Prior to joining Toro in 2003, he managed national sales and marketing teams for several high-growth technology ventures located across the United States.

Cornwell holds a bachelor's degree in business administration from The Citadel in Charleston, SC, and in May 2007 will graduate from the University of Minnesota's Carlson School of Management Executive MBA program. (800) 344-8676, toro.com/dingo ■