

FROM THE TRENCHES

NUCA Iowa Newsletter

June 2017

A Message From Your Chapter President

Jason Clark, Andy Fox and myself recently returned from the Washington Summit. This was my second time attending and like last year, it was an incredible learning and networking opportunity. National puts on a great event.

Day one consisted of speakers, training and discussion of the hot topics in Washington relating to our industry. Day two is the big

day on the hill, allowing us to meet with our Representatives and Senators. We are fortunate that almost all of our Iowa Lawmakers make

time to meet with us in person – not just staff. Although there seems to be somewhat of “Wait and See what the Trump Administration Offers” attitude, we were still able to voice our concerns and needs in regards to infrastructure (water and wastewater – not just

roads and bridges), workforce development and job-killing regulations such as the Silica Rule and Buy American. Day three is the wrap-up day ending with a board meeting. I encourage you all to attend this event in the future.

Back in Iowa, we recently held the NUCA of Iowa I-Cubs Outing with a great turnout. The Suites at Principal Park are a great way to mingle with



our fellow NUCA members and take in ball game. It’s even better when the Cubs win. Thanks to everyone involved with putting on this event.

The golf outing is quickly approaching. The new location at Bos Landen in Pella looks to be a beautiful course. If you haven’t signed up yet, please do so. I also want to encourage you to

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trenches

NUCA of IOWA EVENTS CALENDAR

I know everyone is busy, please remember to enter these dates into your calendars now...

Thursday, July 13: Golf Outing

Thursday, Sept 7: Trap Shoot

Friday, Feb 9: Annual Banquet

HAVE YOU UPDATED YOUR CALENDARS WITH OUR 2017 EVENTS, YET ?

NUCA IOWA NEWS !!

Annual Banquet 2018

The date for next year's annual banquet has been set for **Friday February 9, 2018**. We will again be holding the event at Prairie Meadows Hotel & Casino in Altoona,

Trap Shoot Sponsorships

We still have Gold Sponsorships available for the September 7 event. Each Gold Sponsor receives 2 free entries and sponsor board recognition.



Cemen Tech was founded in 1969 by Hugh and Eileen Tobler as a marketing company to sell the Irl Daffin Company "Concrete Mobile". The Concrete Mobile was the original and only mobile or volumetric concrete mixer at that time. The Concrete Mobile's concept was simple. It was designed to hold the materials necessary to produce concrete separately and to measure by volume and mix the materials as needed on site. The Concrete Mobile provided customers good fresh, high quality concrete on demand when and where it was needed.

After doing business in the Minneapolis, Minnesota area for a few years, the company relocated to Indianola, Iowa. The move allowed the company to be more centralized in their territory. The Iowa facility provided the space needed to rebuild used mixers and to house a growing parts business.

Cemen Tech immediately expanded their services to sell loaders, tree spades and cement silos, as well as replacement parts for the Concrete Mobile. During the late 70's, Cemen Tech started experimenting with producing volumetric mixers. The first models were stationary models. In later years, truck and trailer-mounted mobile mixers were added. The new machines were originally called Concrete Dispensers. Because of a strong commitment to customers, focus on innovation, and continuous improvement in design, Cemen Tech earned respect as the most efficient and productive mixers in the market.

During 1989, Cemen Tech became an Employee Stock Ownership Plan (ESOP)

company. Late in 1991, Gary Ruble succeeded Hugh Tobler as President and CEO and Cemen Tech began to grow. The company began to buy the stock owned by the outside shareholders and in 1994 Cemen Tech purchased the remaining shares to become 100% employee-owned.

Cemen Tech diversified its product lines in the 1990s. The company's technological background with augers helped develop a method of waste treatment and Alka-Tech was formed. Alka-Tech's products provided systems for the treatment of wastewater biosolids.

In 1997, Cemen Tech acquired Mobile Tech of Tulsa, Oklahoma and the mobile concrete division of C. S. Johnson Company of Champaign, Illinois. Johnson had previously purchased rights to the former Daffin Concrete Mobile from Barber-Greene.

During the 1970s the United States Army had acquired a fleet of Concrete Mobiles. In 1997, Cemen Tech and Oshkosh Truck Corporation were awarded a five-year contract to develop and produce the Rapid Deployment Concrete Dispenser (RDCD), a replacement for the earlier machines. The RDCD is a self contained mixer built on the concept of Oshkosh's Palletized Load System that can be deployed as either a stationary or as a truck mounted mobile mixer. The contract called for over 100 machines to be produced for the Tank Automotive Command.

Cemen Tech products were received well in the United States and around the world. Sales grew in Europe, the Caribbean, Canada and other locations around the world. Today, Cemen Tech operates in over 52 countries around the world and supplies equipment to the military branches of several countries.

Cemen Tech has grown rapidly during the past thirty years. This is primarily due to the dedication and commitment of the employee owners. The product line has been extensively engineered and fine-tuned to become what it is now: the most durable, most advanced, and most accurate volumetric mixer line in the world.



Allegra Marketing, Print, Mail is your local, single source for strategic marketing communications with measurable results. Allegra’s promise is to make our clients look good. Our full-service approach offers:

- **Marketing:** Brand Strategy, Data Profiling, ROI Metrics
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- **Mail:** From design to production to delivery, you’ll save time, hassle and money when you work
 - with one source to get your mail campaigns out the door. Successful direct mail starts here with: Address Verification, Mail List Purchase and Management, Postal Discounts
- **Design:** Call on our deep bench of award-winning talent for: Company Branding, Logo Development, Print and Web Design
- **Web:** Integrate your digital presence with: Email Campaigns, Local Search Marketing, Social Media Integration, Web Design with Mobile Optimization
- **Signs:** Advances in wide format printing technology mean more creative options than ever before for: Pop-Up Banners, Trade Show Exhibits, Window and Floor Graphics
- **Promo Items:** There is no better way to keep your message in front of your customers for months on end than with promotional products. Increase name recognition with: Pens, Magnets, Shirts, Can Coozies, Bags, Post-It Notes, Table Throws

Allegra is locally-owned and our experienced team has been active in the Des Moines community for 37 years. We’re also a member of a top-200 franchise organization with nearly 500 member locations across the U.S. and Canada. Learn more at www.allegradsm.com.



"I'M SORRY, MR JONES HAS JUST STEPPED AWAY FROM HIS DESK."

STEVE CORELL SCHOLARSHIP GUN RAFFLE NOTICE !!

I have received many requests for tickets to be sent out, but so far have not received that many back yet.

The stubs with contact details **MUST BE** mailed back to me. Please mail stubs and money to:

Andy Fox
1368 Old Portland Rd
Van Meter, IA 50261

In order to pick the winners, we need the stubs with contact details...

FROM MY DESK.....

Monthly message from your Executive Director

Greetings to All,

Well summer is in full swing and it has been a few months since that last newsletter. There are a few reasons for that. The most pressing is the promotional article helps pay for the newsletter. Sometimes, finding a sponsor tends to be challenging.

Please, Please... if sponsoring the promotion article is of interest to you, please reach out to me. The feedback from those who have sponsored the promotional articles has been quite positive.

Another reason for delay in producing a newsletter, was the annual NUCA of Iowa membership directory. By now all of you should have received your membership directory. If you did not receive one, or would like additional copies please let me know, I will mail one out to you.

My work on the directory has made it quite apparent the dire need for NUCA of Iowa to increase membership. We have updated our membership benefits brochure and our application forms, which has now been posted on our web page. If you know of any potential new members, let pass me their contact details, so I can follow up with them.

New Membership: The work that Jim Dressen and I have been doing on membership is slowly paying off. We are pleased to announce two new associate members, and we hope to announce more by the end of the summer.

DC Summit: I was fortunate enough to attend the NUCA Washington Summit in DC. What a great learning experience. The national issues that affect all of us was an eye opening experience. More important was learning how to present these issues to our congressman in DC. Scott Ritchie, Jason Clark and I attended the DC summit and were able to sit down with all Iowa members of the House and Senator Joni Ernst. All of the elected officials we met with expressed a strong desire to visit job sites and

construction suppliers.

Congressional Visits: How would you like help NUCA of Iowa support the important issues that face us here in Iowa? A visit from your congressman makes a huge impact. This is more than a publicity stunt, this is an opportunity to sit one on one with your congressman and share your concerns and the issues facing NUCA. I have been in contact with congressional aides and will work with them to make that happen. I have already received replies to my emails on this from many of you. If you are still thinking about it, let's chat about it. I need to respond to the congressional aides by the end of June.



Web Page: The web page has been completely updated. All aspects have been reviewed and brought up to date. The calendar of events now includes write-ups on the events and links to registration forms

Newsletter: The promotional articles continue to be favorable received. We are currently looking to fill next month's issue of the newsletter if anyone is interested.

Please contact ASAP if interested.

NUCA IOWA Mailing Address: I have discovered that members are still mailing their checks to Callie at her address. Then Callie has to forward them to the CPA. Please check with your accounting department and ensure that your checks are being mailed to the CPA at 10550 New York Avenue. I would hate to have your check to get lost in transit.

As always...those of you who find yourselves on RT169 between Winterset and De Soto, you are more than welcome to turn off on 130th Street and visit me. I am always free for some iced tea or a cold beer. For the rest of you, the number is 515-802-1369. Please feel free to reach out to me and let me know your thoughts, suggestions, etc.

Regards,

Andy

Company News from our NUCA members

Altorfer - 2017 Spring & Summer Rental Flyer – Now Available -

View our latest specials at Altorfer Rents! Find the best deals at your Altorfer Rents location! From high vis. jackets to reduced-rate lifts for sale and rent – you can find it at Altorfer Rents. Download our latest flyer below, or visit catrentalstore.com to view our equipment and request a quote.

Forterra Announces Its First Quarter 2017 Results

IRVING, Texas, May 15, 2017 (GLOBE NEWSWIRE) -- Forterra, Inc. ("Forterra" or "the Company") (NASDAQ:FRTA), a leading manufacturer of water and drainage infrastructure pipe and products in the United States and Eastern Canada, today announced results for the quarter ended March 31, 2017.

HD Supply - Sale of Waterworks Business Unit

HD Supply said it entered into a definitive agreement to sell its Waterworks Business Unit to Clayton, Dubilier & Rice for a purchase price of \$2.5 billion in cash. The transaction is expected to close in HD Supply's third fiscal quarter of 2017.

Joe DeAngelo, HD Supply Chairman, President & CEO said, "We determined that a sale of our Waterworks business unit to Clayton, Dubilier & Rice is in the best interests of our Waterworks associates and HD Supply stockholders."

Martin Marietta Materials, Inc. (NYSE:MLM) today reported strong results for the first-quarter ended March 31, 2017.

Record consolidated net sales of \$791.7 million increased 7.9% compared with \$734.0 million. Record Building Materials net sales of \$728.4 million compared with \$674.5 million, an increase of 8.0%, and record Magnesia Specialties net sales of \$63.3 million compared with \$59.5 million, an increase of 6.4%. Record consolidated gross profit of \$147.1 million compared with \$145.3 million. EBITDA of \$147.7 million. Aggregates product line pricing increase of 5.3%; volume relatively flat. Returned \$126.6 million to shareholders through the repurchase of 458,000 shares and dividends

New Murphy Tractor facility now serves SENNEBOGEN customers in western Pennsylvania region - June 1, 2017

Harmony, PA – Constantino Lannes, President of SENNEBOGEN LLC, recently named Murphy Tractor as an authorized distributor for the green line material handlers in western Pennsylvania and West Virginia's northern panhandle.

According to Bill Buckles, Vice President of Sales at Murphy Tractor, the firm will now represent and service SENNEBOGEN from Erie, PA in the north to the Wheeling, WV area and from the Ohio River to a 50-mile radius of Pittsburgh.

Road Machinery & Supplies Co.

Congratulations Diesel Technology Graduates! We are proud to announce that we have three additions to our team of technicians.

Dylan Nelson and Theron Miller graduated from North Dakota State School of Science, May 12th, with an Associate in Applied Science degree. Their focus was Diesel Technology with an emphasis on Komatsu. Dylan and Theron started full time at our Savage, MN branch.

Brian Burdine recently graduated from Dakota County Technical College with an Associate in Applied Science degree in Heavy Construction Equipment Technologies. Brian is working full time as a Shop Technician at our RMS Rentals branch.

RTL Equipment -The Machines Behind Our Wind Farms Division

Wind energy is an important factor in creating much more than power—it can create jobs. This is why we're proud to work with several wind power construction contractors in the United States. Just as jobs and money don't grow on trees, wind farms don't grow on their own. Quality rough terrain and crawler cranes are needed in order to properly handle the load of wind turbines. Even before they're erected, a lay down yard is needed for contractors to safely store the wind turbine components and our Mantis crawler hydraulic cranes provide the strength and stability to unload and load them properly. Our equipment is integral to the continued safety and reliability standards required in the construction of wind turbines and we take it very seriously.

United Rentals and Rahal Letterman Lanigan Racing Renew Support for SoldierStrong Through Turns for Troops Charitable Program

STAMFORD, Conn., May 11, 2017 (GLOBE NEWSWIRE) -- SoldierStrong, a nonprofit organization dedicated to providing advanced medical technologies to veterans, today announced that United Rentals, the world's largest equipment rental provider, and Rahal Letterman Lanigan Racing have renewed their partnership with the charitable organization for a second year. Through its Turns for Troops program, United Rentals will donate \$50 to SoldierStrong for every lap Verizon IndyCar Series driver Graham Rahal, driver of the #15 Honda, completes during the 2017 season.

Vermeer Ultimate Crew Semi-Finalist: Martin Hildreth Company, Inc.

If you haven't heard, Vermeer Ultimate Crew contest is between members of the HDD community for a chance to compete at ICUEE. The winner of Vermeer's Ultimate Crew will win the use of Vermeer D24x40 Series II Navigator, horizontal directional drill for a year. Martin Hildreth Company, Inc. has been a customer of Vermeer Iowa & Northern MO, we are proud to support them to as we have for many of years. Voting is open until August 30, and you can vote daily. Please help support our local small business, follow the link to voting

ZIEGLER CAT Donates Used Skid Steer To County Habitat Group

The North St. Louis County Habitat for Humanity has a new piece of heavy equipment to help the nonprofit in its new facility. It was a group effort to make it happen. Ziegler CAT officials joined the staff and board members of the NSLCHFH on Monday at a celebration of the company's donation of a slightly used skid steer to Habitat.

NUCA of Iowa — Events Calendar

July 13	Annual Golf Outing	Bos Landen Golf Club, Pella, IA
September 7	Trap Shooting Event	Searsboro, IA
February 9, 2018	Annual Banquet	Prairie Meadows, Altoona, IA

Presidents' Message continued

bring some non-member/potential members to this event. This is one of the best opportunity we have for recruiting new members - lets take advantage of it. Please let Andy know if you are bringing someone so he can follow up after the event.

Additionally, if you know of a company that would be a fit for NUCA, please let us know so we can reach out to them.

Hopefully, many of you will be participating in the Trench Safety Stand Down. Taking a little time to stop what we doing and recognize the dangers that are all around us shows our commitment to safety and reinforces the safety culture that is needed to survive in this industry. For those participating- good work- and please send us photos that we can include in future newsletters.

As always, be safe. Scott

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Contact Us

Give us a call for more information about our services and products.

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