

# Partners in Performance

February 2018

## Final Drive

A big thank you to Fargo Service for all their hard work during the “Final Drive” contest. It was my second time being able to give back to Service during this contest and felt each of the foremen in Fargo should get some of the funds to do as they see fit.

Jason Lefor and Nathan Hennix pooled their funds together for a night of grilling steak and extras. Joe Sahr gave his field technicians cash in hand, as they usually have a busy schedule on the road. Kyle Hanson put his money in the Aggregate Shop grilling fund, and they had a cook out in the shop.

I appreciate everything the Service department does for our customers. Great Job guys and thanks for your hard work! — [Dave Grandalen](#)



Jason Lefor was the grill master, while others enjoyed the grub. Don't worry, Jason had some too!

## In the Field

When you're the only one who sends your photo in for a contest, you WIN!  
Thank you to Joe Wilhelm for taking such awesome photos out in the field.



*Our mission is to provide our customers the highest quality construction equipment available and to protect their investment in us by employing the best people, expertise and technology in the industry.*

## Hoop Dreams

It was another full day of basketball for many of our families. The tournaments were in Fargo, Moorhead, Fergus Falls and Barnesville. All teams did great!



Sales  Rental  Parts  Service

## Our Core Values

### DO THE RIGHT THING:

With all team members, business partners, our customers, vendors and communities.

### HAVE PASSION:

Always, in everything we do.

### BE INNOVATIVE:

Bring ideas, challenge the status quo and think creatively.

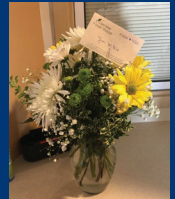
### WORK HARD:

Put in the time required to get our work done, on time and right.



#### When Being There Matters Most

I would like to extend a great big thank you to General Equipment & Supplies for the flowers that were sent to my father's hospital room when he was at Essentia to repair a blockage in his inner carotid artery. As well as the Shakopee branch for covering for me as I left in a hurry to get to Fargo to be there for his procedure. It is great to work somewhere that cares not only for the employees, but their families as well! Thank you to everyone! — Jason Wilkie



#### Technical Team Work

I got a huge kudos from Dave Pauly at Comstock today! It sounds like it was a team effort by Joe Sahr who took the call, and Landon Caughey aided by intern Spencer Christianson handled the job without any issues. They pulled the engine on below 160-ton KOBELCO crane, replaced rear main oil seal and re-installed engine, all in two days, so the customer could be up and running for their deadline. Dave very much appreciated the call after the work was done and said you don't get that kind of service anymore. Nice work, guys! — Ryan Muehler

## CORE VALUE CHAMPIONS

### Chris Woodwick (CSSR, Shakopee) ▲ Work Hard

I want to acknowledge Chris Woodwick for exemplifying the Work Hard core value. Since I have been in Shakopee, he has went above and beyond to help get service work for our shop. Yesterday we had a discussion about trying to get more crane work by targeting new customers with inspections. Just two hours after sharing this idea with him, Chris was sending me information on a customer's new crane and requesting quotes for an annual inspection. This is just one of the times that he has worked hard to get any service work he can for the company. Thanks for all you do, Chris! — Neil Werlinger

### Thor Morales (Powermation)

We can be hard on our reps sometimes. Our expectations are high and at times can take them for granted. Well, here is an example of one of our key suppliers, Powermation and rep Thor Morales exceeding a few of our core values.

**Do the Right Thing:** Understood the importance of customer uptime

**Have Passion:** Has passion on our success and customer productivity

**Work Hard:** Left in the middle of his day, dropping everything for GES

Kramer in Eau Claire, WI had a scheduled blast on 2/21/18. A piece of shot rock hit the Drive Keypad and Mount on a 3650 Jaw Feeder knocking it out of commission. Kramer could not crush or continue to produce until the problem was fixed. Understanding the urgency of our customer, our supplier stepped up and agreed to meet the customer halfway between his office in St. Paul and Eau Claire, cutting their downtime to about two hours. We had a planned on sending someone from Shakopee Parts, but this would have added two more hours of downtime due to traffic and distance. This urgent problem solving was coordinated with Chris Coffin, Ben Hilck and ultimately, Thor. We did thank Thor with lunch and a GES sweatshirt too. — Steve Berdan





## Happy Anniversary!

Jon Christianson Sales Representative, Williston	25 years 2/1/93	Gary Lane Crane Sales/Branch Manager, Shakopee	6 years 2/13/12
Bonnie Galvin Service Assisant, Minot	25 years 2/1/93	Benjamin Hilk Parts Counterperson, Shakopee	5 years 2/18/13
Bill Power Aggregate Parts Manager, Fargo	25 years 2/1/93	Amy Hartze Credit Analyst, Fargo	4 years 2/19/14
Dan Heskin Western Branch Manager, Minot	25 years 2/15/93	Layne Kittelson Resident Field Technician, Fargo	4 years 2/28/14
Alex Klein Service Manager, Bismarck	17 years 2/26/01	Jayne Pederson Receptionist, Shakopee	3 years 2/9/15
Shelli Elverud AP Specialist, Fargo	11 years 2/28/07	Loren Pierson Parts Lead, Williston	3 years 2/16/15
Eric Josephson CSSR, Sioux Falls	10 years 2/11/08	Marti Jensen HR Manager, Fargo	2 years 2/15/16
Ronald Zemlicka-Hayes Field Service Technician, Fargo	10 years 2/11/08	Justin Smith Parts Counterperson, Bismarck	2 years 2/15/16
Matt Magrum Parts Counterperson, Fargo	7 years 2/28/11	Gregory Bodon Apprentice Electrician I, Shakopee	1 year 2/13/17
Ryan Hokenson Sales Representative, Minot	6 years 2/13/12	Jake Potter CSSR, Shakopee	1 year 2/13/17

## Feeling Green

GES and GAES have been hit hard by the flu bug this year. This has caused us to run short in the parts department, meaning extra hours, skipping breaks and lunch. I appreciate all the effort by everyone to fill in for those who have been hit with the bug. Let's hope we are past this and bring on the busy construction season!

— Steve Berdan



## Nothing But Net!

We had two 1st place wins with teams we sponsor! Congrats to the SPARTANS who worked hard in Sioux Falls, SD and to the LIGHTNING who had passion in Grafton, ND.



## Welcome New Team Members



**Nick Olson**

Sales Representative (Fargo)  
*Enjoys woodworking, hunting, fishing and tinkering with mechanical items.*



**Jenica Wittich**

Receptionist (Fargo)  
*Loves music and festivals, snuggling with her daughter, and being at the lake with family and friends.*

## In Style in Argyle

The week of February 19th, representatives from GES, including Ed Branquihno, Don Kern, Erika Peterson and I, attended the annual Iowa Limestone Producers Association (ILPA) event in Coralville, Iowa.

The event is focused on connecting with Limestone producing industry partners, to establish and create relationships, as well as unwind with a bit of fun and camaraderie. Educational sessions take place throughout the duration on limestone processing (crushing, washing, material handling), drilling/blasting, managing operations as well as safety and environmental topics.

GES hosted a hospitality suite with drinks and hors d'oeuvres, which proved successful with numerous current and potential Iowa customers stopping by for a visit. The event welcomes 300 plus industry professionals, and a great time to connect with like-minded individuals.

The week closed out with a themed "ball," where this year's theme was Caddy Shack. It's encouraged to be creative with the theme, and join in the fun that is had by all! — Micah Tysver



Ed Branquihno, Don Kern and Micah Tysver posing in their best golf attire.



Erika Peterson and Micah Tysver taking a selfie before the ball.

## Happy Hearts

GIVING HEARTS DAY was a big day for our community and we showed our love in 5 areas of need! So, our 1st donation went to the F5 Project, because we believe in second chances and know that when given the right resources and support, all things are possible.

2nd, we gave to Imagine Thriving as Mental Health matters! Depression, anxiety, PTSD, OCD, ADHD and other mental illnesses affect our families, friends, co-workers and those in the community, daily. It's why we support an organization who empowers people to get help and provides them the resources to do so, starting at an early age.

We know that today's youth are our future. Our 3rd donation went to ND FFA & Foundation. We are big believers in education and fostering a leadership mindset, as both set students up for career success.

Food is a necessity. Unfortunately, there are individuals in our community who often go hungry. With that, we decided Great Plains Food Bank would be our 4th recipient. When people are nourished, their minds and bodies thrive, allowing them to work hard, have passion and live life to the fullest.

There are individuals in our community that cannot get to important appointments without assistance. That's why our 5th and final donation was given to Handi-Wheels Transportation. They provide safe and affordable transportation to the disabled, elderly and those who live below the poverty line.

