

Major Wire Training

We had Major Wire Training Tuesday, September 12th and 13th, at our Shakopee branch. Chris Woodwick, Shawn Kerr, Kyle Orians, Aaron Van Der Stoep, Jake Potter, Shaun Montgomery, Steve Berdan and myself, all attended. Matthew Armstrong and Serge Raymond put on a great training session with classroom instruction on properly installing screens and the value of the different screens that Major Wire offers. The interaction between everyone truly opened up a lot of discussion on the different issues guys see in the field, good and bad.

We also have a screen plant in our shop and we were able to take the screens out and do the actual install. Matt and Serge also showed us what would happen if you install the screens incorrectly and how much that can cost the customer in the long run.

Our goal is to help our CSSR'S become better screen experts and to partner with our customers to help them with any issues that they may encounter. This is also to help Kyle, out of our Parts Department, to better understand the screening process and product knowledge for internal and external customers. — Jon Nelson



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.

Honkin' & Haulin'

Chad Ransom and Matt Kern represented GES at the Honkin' Haulin' Hands on Trucks event on September 17th at the Veteran's Memorial Arena in West Fargo, ND. Chad even brought his kiddos along for the ride.



Smokin' Hot!

Another big thank you to GES! We were awarded Grand Champion at the Scheel's ND BBQ Championship. Miss Teen ND and Miss ND were also there to present us with our award. This would have been very hard to do this year without the help of this great company! — Dave Grandalen



61 for 61

We proudly supported 61 for 61 with a \$2,500 donation. Our team members Sara Frith, Jessica Mack, Ashley Powlish and Erika Peterson also volunteered. Sara was even on the radio!



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.

CORE VALUE CHAMPIONS

Dave Asleson (Assistant Sales Manager, Fargo) ▲ Do the Right Thing & Work Hard

Dave Asleson got a call about a freight bill in question. He phoned the vendor about the bill and found out more information out on it. Once he did, he discovered it was for Parts, but Dave continued to follow through even though it wasn't for sales. He contacted our vendor who shipped the parts and made sure it was taken care of, which in the end wasn't our bill. He took the situation and ran with it until corrected.

This demonstrates our core values "Do the Right Thing" & "Work Hard" in my opinion. He went above and beyond, even though it was for parts, not sales. He took time away from his work and got it taken care of quickly. This helped me out tremendously, as I wouldn't have known what say to our freight company. —Ashley Powlish

Kris Akervik (Sales, Shakopee) & Jeff Wallis (Parts Counterperson, Shakopee) ▲ All Core Values

See below from Jason Croteau at US Steel. It is fun to wake up on a Friday morning to these types of emails.

"Good morning, I just wanted to drop you line letting you know how GREAT the service was. Kris Akervik got me a hopper/feeder quickly and was very easy to deal with. Then we needed a part for that stacker we purchased from you and Jeff Wallis in parts out of Shakopee worked his magic and had to do some searching but found the part and we had it in the next morning. You are lucky to have a couple great guys like them. Very easy to communicate with and very professional. So, thanks for being a great company to deal with!"

Thank you Jeff and Kris for exemplifying all FOUR of our core values! You guys ROCK!!! Proud of you and love to hear these compliments from our customers. Awesome work guys! You are moving mountains. — Sara Frith

Dan Heskin (Western Branch Manager, Minot) ▲ Do the Right Thing, Be Innovative & Have Passion

So often Dan Heskin is writing about others within the GES family, and how they have been outstanding in their commitment to our customers. We think Dan deserves some appreciation for helping Sundre Sand and Gravel with their WA 500-7 Control Valve replacement. Dan remembered that Komatsu had a Field Campaign that included this machine. He saved our customer thousands of dollars and was living by our core values. He did the right thing and was innovative by thinking outside the box in researching for an older field campaign. Dan puts in the extra time it takes to make sure our customers receive service that sets us ahead of the rest. He has Passion for GES and our customers, and shows this every day. Thank you, Dan for leading by example. —The Minot Team



Stanley Cup Dreams

Not your typical lunch break for Kim Hoppe and Justin Magelky! They got to see the Stanley Cup and get a photo with NHL star, Matt Cullen.

Sugar & Spice...

and everything nice! Welcome to the world Emma Lou! Ron Zelmicka-Hayes and his wife Annie, were excited to announce the birth of their beautiful baby girl.

- ▲ Born on 9/2/17
- ▲ 1:40pm
- ▲ 6lbs 11oz
- ▲ 20 inches





Happy Anniversary!

Kyle Hanson	20 years	9/2/1997	Kurtis Lemar	6 years	9/19/2011
Aggregate Service Foreman, Fargo			Assistant Aggregate Sales Manager, Fargo		
Gerry Fangman	14 years	9/29/2003	Steve Berdan	4 years	9/16/2013
Sales Rep, Fargo			VP of Parts, Shakopee		
Matt Kern	8 years	9/8/2009	Lester Dyer	4 years	9/16/2013
VP of Sales (Rolling Stock), Fargo			Field Service Technician, Bismarck		
Kim Hoppe	8 years	9/14/2009	Trevor McRae	4 years	9/16/2013
Parts Inventory Control, Fargo			Parts Counterperson, Winnipeg		
Jon Nelson	8 years	9/14/2009	Deanna Faller	3 years	9/2/2014
CSSR Manager, Fargo			Receptionist, Fargo		
William Prawl	8 years	9/21/2009	Devin Wadholm	3 years	9/2/2014
Resident Field Service Technician, Fargo			Yard Coordinator, Fargo		
Tim Stone	7 years	9/1/2010	Jesse Blakeway	3 years	9/8/2014
Division Branch Manager, Regina			Aggregate Welder, Fargo		
James Reiss	7 years	9/7/2010	Isaac Boettcher	3 years	9/29/2014
CSSR, Regina			Aggregate Technician, Shakopee		
Chris Coffin	6 years	9/6/2011	Erika Peterson	3 years	9/29/2014
Electrical Service Manager, Shakopee			Marketing Manager, Fargo		
Michael Lair	6 years	9/19/2011	Jason Brennan	2 years	9/28/2015
Sales Rep/CSSR, Shakopee			Aggregate Apprentice, Fargo		
Jeanne Larson	6 years	9/19/2011	Jessica Klimpel	2 years	9/30/2015
Aggregate Sales Assistant, Fargo			Parts Counterperson, Williston		

HEY!

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800-627-8220
www.VillageEAP.com

Welcome New Team Members



Jeremy Osborne
Help Desk Specialist (Fargo)
Enjoys mountain biking, camping, anything outdoors and spending time with his family.



Max Hanft
Systems Administrator (Fargo)
Father to an amazing daughter. Loves to fish, hunt and play video games.



Al Hotten
Shuttle Truck Driver (Fargo)
Enjoys camping and kayaking.



Matthew Ricard
Laborer (Winnipeg)
Likes to work hard and keep busy.

Rice Creek Hunt

We arrived Wednesday evening, hunted pheasants Thursday morning, ducks that afternoon, and a few of us (those like myself that needed extra practice and Alf who needed to practice up on shooting birds instead of shooting people —ME!) ruined a few clays after supper.

We headed back out Friday morning for more pheasants, returned to the lodge for lunch and then headed home. The weather was awesome, birds were falling out of the sky as one would hope and a great time was had by all.

A very good mix of customers – at one point on Wednesday evening, Rob Boyetchko leaned around the corner between the kitchen & living room of the house & said to the Moncrief partners, "if you're thinking about the Kodiak, buy it – they're a good cone." — **Tim Stone**



Standing left to right: Derek Grandbois, Alf Moncrief, Dave Sundmark, Rob Perchuk, Joe Andrews (all from Moncrief Construction), Rob Boyetchko (Nelson River Construction) and Tim Stone

Kneeling in front: Derek Deprez and Don Kern



Friendly Fishing

We didn't catch any fish at the Big Cormorant Fall Classic for FM Walleyes Unlimited, but had fun! Thanks to GES for sponsoring us.

— **Nathan Hennix & Jeff Christianson**



Ready, Aim!

I would like to thank GES for sponsoring our team. I have been sport clay shooting for two years. I enjoy spending time with other shooters, and the exercise I get walking the course. — **Don Meidinger**



Playing Possum

We had a surprise visitor at our Sioux Falls branch — a possum! Terry and Derek captured him with a fishing net, which he quickly chewed through, but he has been safely released back into the wild. Never a dull day at our company!