



BUILT TO LAST

RJS Construction Group, LLC | RJS Industrial Services Group, LLC | RJS Real Estate Group, LLC | RJS Transportation Group, LLC, Building Logic | Fraser Shipyards | Lake Assault Boats | Johnson Materials Company (JMC) | Northern Engineering Company

December 2010: Volume 12, Issue 2

Highway/Heavy Division had a very busy year

The RJS Construction Group's Highway/Heavy Division is wrapping up a busy construction season that included a variety of projects in a variety of communities:

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Our Omaha IDEA man

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New web and email addresses

Billings Park and South Superior storm sewers – The City of Superior hired us to do \$6 million of storm water collection work in these two neighborhoods, installing 12" to 60" storm sewer pipe totaling 25,000 lineal feet. All major components have been completed, with some minimal finishing work to come next spring in Billings Park.

CN Railroad projects in Superior and Hayward – We are now concluding grading and ditching work for CN in two Superior locations and one near Hayward.

Poplar wastewater treatment facility expansion – We built an expansion to the Village of Poplar's existing facility, including earth work and new piping, to accommodate increased capacity for the Northwestern elementary and middle schools.



South Superior storm sewer work



Preparing for paving in Billings Park

Superior landfill – We excavated 200,000 yards of clay from the landfill to make room for a new "cell" – a new, environmentally-safe area for waste. In effect, we dug a large bowl shape and prepared it for a 1-foot sand drainage layer which will be covered by a 4-foot compacted clay liner in the spring. Prior to this cell of the landfill being used, we will also place a geomembrane liner over the clay to further prevent leaching into the ground. Our work on this project also includes building a new lift system and leachate piping system.

Parkland Township sanitary sewer – In this community just outside of Superior, we installed a large collection system that included mainline sewers and pressure sewers, as well as major lift stations. In 2011 we will put in 300 "grinder stations" – pumps that will allow individual property owners to discontinue use of their septic tank or mound system, and have pumping go directly to the Superior treatment facility.

Why are Sheriff Litman and Police Chief Ramsay so happy?

Because they'll soon be working together in a new law enforcement center being built by RJS. *See page 2 for details.*





RJS begins construction on new Duluth Police Department Headquarters



Ground was broken in early November on the new Duluth Police Department Headquarters, for which the RJS Construction Group is serving as general contractor.

The building will be connected to the existing St. Louis County Public Safety building located at 2030 North Arlington Avenue. This 68,000 square foot addition will offer improved technology compatibility with state databases, increase energy efficiency, provide a more efficient and safe work place for employees, and enhance coordination of services and support with St. Louis County law enforcement agencies.

Todd Koneczny, RJS Project Manager, Building Division, says some of the building's interesting aspects are an unusual roof structure, an abundance of day lighting, and that it will be made of architectural precast concrete, giving its exterior an upgraded finish. RJS is also doing extensive earth moving and site work.

The design team for the project is comprised of LHB of Duluth, and SRBL of Deerfield, Illinois. The \$10.3 million project is expected to be completed by December 2011, at which time the Police Department's central operations will be relocated from Duluth City Hall.



Omaha colleague named 'Person of the Year' by International District Energy Association

David Woods, vice president and general manager of Energy Systems Company, has been named "Person of the Year" by the 1,200-member International District Energy Association (IDEA), based in Boston. Energy Systems Company is our heating and cooling thermal energy company in Omaha, which provides those services to more than 70 percent of public and commercial buildings in downtown Omaha.

Dave received the prestigious Norman R. Taylor Award, the highest distinction IDEA can confer on an individual, in recognition of his career achievements and contributions to the association, and to the district energy and combined heat and power industries.

"The customers of Energy Systems Company have long benefited from Dave's 42 years of dedication to reliable operations and customer service, so we're honored that his peers in the industry gave him this well-deserved recognition," said Todd Johnson, Chairman and CEO of Reuben Johnson & Son, Inc.

Under Dave's leadership in 1994, Energy Systems Company received IDEA's "System of the Year Award." He also shared his district cooling experience worldwide as a panelist at IDEA's International District Cooling Conference in Dubai in 2008.



David Woods



Final phase of First Lutheran Church construction now complete

The final phase of a two-year construction project on Duluth's First Lutheran Church, a 6,000-square-foot addition on the east side of its sanctuary, was completed in November. Greg Jarvis was our Project Superintendent.

Since the addition was built into the side of a hill, the RJS Construction Group first needed to do major work to shore up four stories from the basement to the roof. We also needed to take into account stormwater issues regarding runoff into nearby Lake Superior.

A new entryway now welcomes parishioners with three 10' tall exterior lights, a gull-wing canopy and new plantings.



Installation of this large, new church organ was the centerpiece of First Lutheran's renovations. Photo reprinted with permission from the Duluth Budgeteer News.



Tracy Shober, Gail Hansen, Karen Kubala

Meet the glue that keeps us together

When you see the RJS logo on a hardhat or some heavy equipment, it's easy to overlook that many of the most valuable people in our organization – just as in most organizations – are the ones you may never see. So, beginning with this issue, we'll introduce you to them, starting with these three.

Tracy Shober has been our accounts receivable and job cost specialist for nearly six years, as well as organizer of our annual Dragon Boat picnic. Tracy likes watching sports and classic movies, and especially likes spending time with her husband, Tom, and their two daughters.

Gail Hansen, our accounts payable specialist, has been with RJS for 15 years. She and her husband, Mike, have two adult children and three grandkids. When she's not keeping track of our money, she likes fishing and traveling.

Karen Kubala, who likes gardening and volunteering with Superior's Animal Rescue Federation, has been doing payroll general accounting for Chris Jensen and Son for 12 years. She and her husband, Jim, have three children and one grandson.



Fraser Shipyards building large barge and rebuilding Wisconsin DNR vessel

Fraser Shipyards (www.fraser-shipyards.com), our affiliated company founded in 1890, is nearing completion of a 60' x 120' barge being built in Number 1 Drydock. The barge, which will be capable of carrying a 225-ton crane for harbor work and other heavy applications, is the latest of more than 460 different vessels that have been built by the shipyard in the past 120 years.

Fraser has also begun work on the *Hack Noyes*, a Wisconsin Department of Natural Resources research vessel. Fraser will do major rebuilding to include steel work, repowering, improvements to the cabin interior, electrical systems and more. Work will be completed in spring 2011.

ON THE JOB

We love a parade!

For the first time ever, RJS had a "float" in this summer's Fourth of July parade in Superior that highlighted several of our companies. Our John Deere 764 High-Speed Dozer was followed by our Building Logic van, which was towing a Lake Assault Boat. We were tempted to also toss rock candy to kids along the route, but we decided against it.



Todd Johnson judges business plan competition



Johnson

RJS Chairman & CEO Todd Johnson recently participated as a judge for the Minnesota Cup, a statewide competition that seeks out Minnesota's entrepreneurs with the newest and most innovative business ideas.

This year's competition offered more than \$130,000 in prizes across multiple award divisions. Finalists in each division were awarded \$20,000 and next competed for a \$20,000 grand prize. Last year's finalists took their Minnesota Cup experience and went on to secure more than \$8 million in capital. Since 2005, nearly 4,000 participants from across Minnesota have entered the Minnesota Cup competition.

Business Analyst Mark Friederichs joins RJS



Friederichs

Mark Friederichs has joined the expanding RJS Real Estate Group to assist with financial valuations and other analysis related to our companies' acquisitions and sales. Prior to joining us, the St. Cloud, Minn., native and graduate of UMD's financial markets program worked for three years with Stolat Partners, a Duluth hedge fund.

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A FAMILY OF COMPANIES

New logo, web and email addresses better reflect our companies

On the cover you'll see "A Family of Companies" as the new tagline on our logo, to better reflect the diverse ways in which Reuben Johnson & Son has grown over the years. We've also updated our web address to now be www.rjscompanies.com, with our email addresses now being the person's first initial and last name, followed by rjscompanies.com. For example: jdoe@rjscompanies.com

Lake Assault Boats building 3 new public safety boats

Lake Assault Boats is currently building three public safety vessels, one each for the Minneapolis Emergency Preparedness Team, the Jeffersonville (Indiana) Fire Department and the Clarksville (Indiana) Fire Department. All will be completed by January 2011.

Lake Assault Boats (www.lakeassault.com) has built nine mission-specific boats, ranging in size up to 35 feet, since being acquired by Fraser Shipyards in February 2010.

ON THE JOB

Over 250 attend company picnic, dragon boat race

Warm August temperatures and more than 250 people at our employee picnic made the ninth annual Lake Superior Dragon Boat Festival at Superior's Barker's Island a special day. Many employees and their families from Charter Films, Chris Jensen & Son, Fraser Shipyards and Reuben Johnson & Son gathered for fun and to cheer on our 22 paddlers and one drummer who brought the RJS Dragon Wagon in for a first-place-in-division finish.



St. Luke's using Building Logic

St. Luke's Hospital has assigned Building Logic the maintenance and service responsibilities for their satellite clinic properties throughout the area, joining many other commercial and residential customers who hire us for 24/7 property care and repair. For more information, log on to www.RJScompanies.com/BuildingLogic or give us a call at 218/279-5300.



THE RJS COMMITMENT

- We conduct business honorably
- We conduct our work safely
- We manage our work to be consistently profitable
- We contribute to the well-being of our employees
- We contribute to the betterment of our community
- We provide innovative solutions to our clients' challenges
- We earn a reputation for dependability and exceptional performance



www.rjscompanies.com
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Reuben Johnson & Son was founded in Superior in 1956 as a regional construction services firm specializing in commercial, industrial and highway/heavy projects. The company's diverse holdings now include the RJS Construction Group, LLC; Building Logic; RJS Industrial Services Group, LLC; RJS Real Estate Group, LLC; and RJS Transportation Group, LLC; Johnson Materials Company; Fraser Shipyards; Lake Assault Boats; and Northern Engineering Company, all located in Superior. It also owns Energy Systems Company of Omaha, Nebraska.



Our leadership team includes (front row, left to right) **Lance Lindahl** – Vice President Field Operations; Highway/Heavy Division; **Todd Johnson** – Chairman & CEO (Reuben Johnson & Son, Inc.); and **Dan Markham** – Senior Vice President of Corporate Development (Reuben Johnson & Son, Inc.). In the back row, left to right, are: **David Lemke** – Vice President Highway/Heavy Division; **Scott Brantley** – Controller (Reuben Johnson & Son, Inc.); **James Korthals** – Fraser Shipyards President & Chief Operating Officer; and **Mike Murray** – Executive Vice President (Reuben Johnson & Son, Inc.).