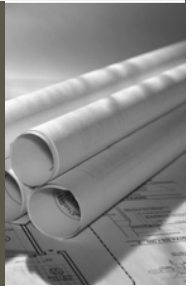




RJS Construction Group | Viant Crane Service | Atwater Group | Building Logic | Fraser Shipyards | Northern Engineering
 Lake Assault Boats | Johnson Materials | RJS Transportation Group | Energy Systems

BUILT TO LAST



Winter 2011

RJS Construction Group:

Project Updates:

- ⇒ **Parkland Sanitary System** is up and running with 335 residential grinders now completed and fully operational. Substantial completion on time!
- ⇒ **Winter Street Industrial Park** began in late August with a unique set of challenges. The RJS team has jumped in and moved 20,000 yards of material. This site is keeping us on our toes due to the industrial history there!
- ⇒ **Duluth Police Headquarters** has moved to interior work, while finishing the majority of the site work and exterior paving while the weather cooperates.
- ⇒ **Citon Office Remodel** is underway transforming 6,500SF of downtown space on West First Street, adding to the revitalization efforts while keeping up to date with new technology.
- ⇒ **Denfeld High School** is complete! The interior carpentry included architectural woodwork, restoring the worn wood floors and installing all new doors and hardware!
- ⇒ **Land Port of Entry** projects in North Dakota have two stations wrapping up and 5 more just starting. Framing and exterior walls will be complete before the harshest weather hits...giving our field crews more happy (warm) thoughts!
- ⇒ **Voyageur Landfill** is about ready to close! Liners and Pipe have been placed, and more cover and fill are coming daily.



Winter Street Industrial Park

Welcome Back:

In August, the Construction Group welcomed back Richard Gann, Project Manager for Highway/Heavy. After a four-year hiatus in Oregon, Rich re-joins the team with fresh ideas, new skills and expertise that will enhance the capabilities of our Highway/Heavy division, including pipeline and infrastructure restoration.

Kudos (Again) from Homeland Security:

Teamwork is the backbone of a successful project and business. Recently, an unsolicited "kudos" from the Government Representative on one of our Homeland Security Land Port of Entry projects noted how well the Field Team worked, *and* the required documentation to keep them working was right in line. The fact that our team works so well together made his job that much easier. Thanks to the *whole* team in the office and in the field.

Safety Picnic: Record Attendance!

An all employee picnic lunch for all RJS & CJS employees was held on August 11, 2011 at the Superior Fairgrounds with Nortrax providing the lunch and refreshments. Dave Lemke spoke to the group, recognizing the following employee's efforts in new technology usage and development: Eric "Ripper" Altman (GPS), Kurt Luoma (New Equipment Operation) and Rick Johnson (New Equipment Design Development). Lance Lindahl reviewed current projects and possible future work projects along with thanking the employees for all of their work hours and efforts. Al Rivord was introduced as the RJS Safety Director: he thanked all employees for their safe work over the past season and reviewed this season's work injuries and hours worked to date. He discussed the need for safe work practices and the increase of OSHA visits regarding our type of work. The new RJS Cell Phone Policy was distributed, signed and explained to the attendees along with the upcoming policy regarding the new Daily Work Site program.

Fraser's Face Lift:

Fraser Shipyards is installing 800 feet of New Dock Wall at the Shipyard

Fraser was the recipient of a grant from the Wisconsin Harbor Assistance Program that is being used to install over 800 lineal feet of new sheet piling with cap, wooden bump block and new bollards. The newly created dock face will allow additional vessels to be serviced within the yard facility while creating a safe travel path and solid work platform for cranes up to 300-ton capacity.



RJS in the Community:

RJS Challenge Benefits the YMCA

RJS has posed a Community Challenge to help the Superior Douglas County YMCA reduce their debt during these difficult times, ultimately putting the Y in a "healthier" financial position. The challenge will award \$1 for every \$3 donated until December 31, 2011. You can visit the Y's website to donate! www.superiorymca.org

10th Annual Dragon Boat Festival

On August 27, Reuben Johnson & Son Inc. competed in the 10th Annual Lake Superior Dragon Boat Festival which benefits local Rotary Clubs and the Essentia Health Foundation. This was RJS Construction's third trip to the show and Viant Crane participated for the first time. It was another gorgeous day for the event. Each boat had 21 crew members but the number of people from the company who attended the event far surpassed those numbers. Family, friends, and coworkers all showed up to cheer the two boats on as they paddled their way into the Dragon Boat Festival history books. RJS' Dragon Wagon finished in 23rd overall and 1st in their division and Viant Crane's Dragon Anchor finished 72nd overall and 20th in their division. Between the festival events and the lunch provided by the company, everyone who attended had an awesome time.



Todd Johnson: Featured Speaker

Todd Johnson will be speaking on "Transforming an Old-World Industry into an Industry Trendsetter" by highlighting how three generations of his family has developed a small construction business into a diverse business which has weathered the recent economic downturn. As part of the Let's Do Lunch Duluth series promoted by the Duluth Chamber of Commerce, RJS's community leadership and involvement will be recognized.

Moving and A-Shaking at ESC>>

Energy Systems Company breaks ground on office expansion.

Energy Systems Company, in cooperation with RJS Construction Group acting as Construction Manager, officially broke ground on the start of construction for a new office expansion at the Howard Street Plant location. The expansion is part of an on-going effort to update and improve the service that Energy Systems Company provides to its customers.

The expansion will consist of adding 3,200 square feet of new office space for the existing staff, and remodeling 2,500 square feet. The additional space, covering two floors, will contain a new conference room, eight offices and a new entrance. This addition will allow Energy Systems Company a new area to greet its customers and provide new working space for its employees, complete with the latest office technology to promote a more efficient work environment.

In addition to the expansion, the existing office space will be converted into a training room. This room will allow the employees to gather for group training sessions or for individual training sessions with on-line access. There are also plans to expand these training sessions to Energy Systems customers for training on how to use the services provided by Energy Systems in a more efficient manner.

The new office expansion is scheduled to be completed by December 2011, with the new training room to be complete by March of 2012.

RJS in the News:

US Builders Review Feature

RJS' ability to weather volatile market shifts through diversification was highlighted in the Summer 2011 Edition of the *US Builders Review Magazine*. From humble beginnings, noted as a "new wheelbarrow and a used pickup truck", the Company persevered into dynamic diversity, securing the future for the family of companies known now as Reuben Johnson & Son, Inc. (www.usbuildersreview.com)

Large Business of the Year

The Superior Business Awards were presented in September and Reuben Johnson & Son, Inc. earned the title of Large Business of the Year. Three simple keys to success were highlighted: work hard, surround yourself with good people and always look for the win-win result in your dealings. RJS is proud of the award and thanks the Superior/Douglas County Development Association for the recognition.

20 Under 40: Highlighting young talent in the Northland

The Duluth New Tribune highlighted young talent in the Northland business community this fall, and our very own Brian Forcier, Executive Vice President of AtWater Group, LLC was among those young and talented! The interview-style article notes his professional and personal accomplishments, highlighting the fact that perseverance and "attitude" can create a great, and unexpected outcome. We are proud to have Brian as a leader in the RJS Family.



Viant Crane: Reaching New Heights and New Markets

This summer, Viant Crane was ranked one of North America's "Top 100 Crane Fleets", according to American Crane and Transport Magazine. Since that publication, Viant has increased their fleet from 16 to 21 cranes, and is expecting number 22 to be delivered late-fourth quarter. Not only has Viant increased their fleet, they've added to their staff. In July, Viant welcomed Eric Gulland to the team as Fleet Superintendent. Eric brings over a decade of knowledge in crane operation, rigging, assembly, and lift planning.

Viant has also extended its service area in the past several months. "We have several cranes working and staged throughout North Dakota, which allows a quick response time and lower mobilization costs than others in the industry", explains Nick Minardi; Operations Manager. A recent relationship with Titan Machinery has helped Viant break into the North Dakota Market. "Titan Machinery is a large company offering sales, rentals and service of heavy equipment. With over 55 locations between Minnesota and the Dakotas, they have a strong customer base that has crane needs; we're helping to fill those", says Dave Lemke, Viant's Vice President.

Viant is also proud to be sponsoring the University of Minnesota Duluth Bulldog Hockey Program. "We felt it was important to get involved in the community and show our support of Bulldog Athletics", says Eric Gulland. Viant is running several videos during each of the Men's and Women's hockey home games; which can also be seen at www.viantcrane.com.

Viant Crane is committed to staying on the forefront of the industry. In September, the crew from Viant attended the Specialized Carriers and Riggers Association (SC&RA) Annual Conference in Philadelphia. "This was a great event to attend because you're networking with people who are experiencing the same things you are. We're learning from each other's experiences- it's an open forum...there's no secrets, it's great!", says Nick Minardi.

"As with every industry, price is a driving factor. Right now in this industry, service is just as, if not more, important. Our customers call us because you can't compete with the quality of service we offer; that's our niche and that's what sets us apart."



Lake Assault Boats: Air Boat Launch

The St. Louis County Sheriff's department has purchased a 19-foot air powered ice boat from Lake Assault boats. The craft is powered by a 450hp marine equipped General Motors engine turning a 3-bladed carbon graphite propeller. The unit's primary mission is ice rescue, however the craft is at home on the ice or in the water. In its current configuration, it will travel on the water at approximately 30 MPH and has an estimated speed over clear ice well in excess of 60 MPH.





5300 Stinson Ave
PO Box 3068
Superior, WI 54880

715.394.7771
800.910.7771

www.rjscompanies.com

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.

Passing the Torch in Omaha

After 43 years at Energy Systems, Dave Woods, Vice President and General Manager, has decided to retire. Dave started his career at Energy Systems Company in February 1968 as the Plant Electrician. Dave developed a reputation as a "go to" guy for operational problems and his strong relationships with customers lead to his promotion to Marketing & Customer Services Specialist and a management position in the Company. Through Dave's marketing efforts, the number of customer buildings grew from 3 in 1968 to 41 by the end of 1978.

Reuben Johnson & Son Inc. acquired Energy Systems in 1985. Dave became Marketing and Administrative Manager in early 1986 and in 1993 Dave was promoted to Vice President and General Manager; the position he holds today. During Dave's tenure as VP/GM the Company has seen major plant expansions, equipment replacements and the construction of a new production facility near the arena & convention center, in addition to 6,000ft of new underground pipeline.

During his career at Energy Systems, both Dave and the Company have received industry recognition and a number of awards. The Company and Dave have been members of the International District Energy Association (IDEA) since 1976. In June 1994, Energy Systems Company received the Industry's highest Award: The International District Energy System of the Year. Dave represented Energy Systems as a speaker at the 2007 International Cooling Conference in Dubai, UAE. At the international Conference in June 2010 Dave received the Industry's highest Individual Award: The Norm Taylor Award, recognizing him as the Industry's Person of the Year.

October 31, 2011 is Dave's last workday. He says it has been a fantastic career, "I have enjoyed coming to work each day, being faced with new challenges and opportunities." Dave went on to say that he, "owes most of his success to the unwavering and high quality support of his fellow employees, and to his wife Kriste for her selfless perseverance of the unknown around every corner". For the last four months, Dave has been concentrating his efforts on a smooth transition of the management of Energy Systems. Dave said, "I am extremely pleased with the Employee & Customer acceptance of our new president. It gives me a great deal of satisfaction to step down and know that Richard Distler and his team will carry on, and build on the Traditions, Relationships and Service Quality that have been established."



New Faces in the Family:

- ☆ Northern Engineering has hired **James Farkas** as its new General Manager of Operations. James comes to us from Barko/Pettibone Hydraulics.
- ☆ Viant Crane welcomes Crane Superintendent: **Eric Gulland**, with experience in crane assembly, rigging, lift planning and as an operator, he brings unique insight to the team.
- ☆ Building Logic grows again, adding **Dan Hallfrisch** as Service Manager. He schedules and manages the day to day dispatch of the Service Techs.
- ☆ Fraser Shipyards welcomed **Heather LaDuke** as their new Payroll Specialist this summer.

Continuing Education:

Dan Markham attended the Executive Integral Leadership program at Notre Dame University.

Mark Friederichs attended the MBA Essentials Program offered by the Carlson school of Business at the University of Minnesota.

Todd Johnson attended the Director Consortium at Dartmouth College, in Cambridge Massachusetts.

Nick Minardi attended Manitowoc Crane School this fall in Manitowoc, WI