



5300 Stinson Ave
PO Box 3068
Superior, WI 54880

715.394.7771
800.910.7771

www.rjscompanies.com



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

Spring 2011



Building Logic: Anniversary marked by Growth and Expansion!

Dan Green, General Manager of **Building Logic** is leading the company into its second year of operation. The Company's success thus far has been due to Dan's 40+ years of experience in construction and facilities management, along with the expertise of our highly trained service technicians, John Overfors and Dean Line. With our customer list expanding, there is plenty of work to be done, and we are happy to do it. Adding to the team's success, Jens Torgrimson has taken on sales and marketing efforts to increase brand awareness and company growth. The company tagline, "One Call Solves All," continues to be a salient aspect of our success, and represents the value our customers have come to know and appreciate.



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.

Safety First>>>

With the arrival of Spring, RJS Construction hosted all employees at our annual Safety meeting in April. All of our Supervisors who attended the two-day event earned an OSHA 10 certification. All of our Laborers, Carpenters, Teamsters and Operators participated in a one-day session tailored to the specific issues of each project type. Our Safety Committee presented the evidence of improved safety performance due to the diligence of each team member. Total man-hours increased more than 10% over the last year, while the number of reportable incidents fell!
We are very proud of our field and supervision teams and their dedication to safety!

RJS Innovation & Safety Highlighted

Working within the stringent guidelines of US Army Corps of Engineers (USACOE) safety and quality requirements, RJS Superintendent Tom Belanger and his crew impressed the USACOE Construction Manager at the Wahalla, ND site. Brian Anderson, RJS Project Manager, and his team brought safety and productivity to new heights by fabricating roof sections for the new Land Port of Entry building and lifting them into place with our recently acquired 45-ton Grove Truck Crane.

The USACOE Construction Manager recognized RJS in their monthly Safety Award publication. They were impressed with assembly of the roof on the ground, then lifting it into place to minimize workers' exposure to fall hazards. Normally site workers would be working 30 feet off the ground, and exposed to frequent high winds for sustained periods of time. Factoring in the wind delays, this method actually increased productivity by approximately 35% by utilizing less manpower and man-hours. Fall hazards were significantly reduced.



The New Look of RJS Real Estate:



Newly rebranded from RJS Real Estate Group, the AtWater Group has taken on a new name, new faces and expanded their scope of business. Dan Markham is the president of AtWater Group, and Brian D. Forcier, CCIM joined the Company in January to establish the area's foremost provider of commercial real estate services. Specializing in Asset Management, Development Consultation, Investment Strategy, as well as brokerage and leasing, Forcier brings unparalleled experience and expertise to the Group. To assist the AtWater Group's transformation into a full-service commercial real estate provider, Jens Torgrimson and Marva Beckman have also been added to the team. Jens provides sales and leasing services to clients,

while Marva 20+ years of experience in commercial property management and organizational strategy will add a wealth of experience to the area's newest provider of commercial real estate services.



From left: Jens Torgrimson, Brian Forcier, Dan Markham, Marva Beckman

RJS Visits ConExpo>>

In late March, Todd Johnson led a team of 18 RJS/FSY employees where they saw all the latest and greatest in the construction industry at ConExpo 2011 in Las Vegas. Trading the cold, wet rainy Northland for warm and sunny Vegas, the team spent several days perusing the largest display of construction equipment in the US. They also took advantage of the opportunity to learn about the latest technological advances and innovations in the construction industry. Not to worry, they got in a trip to Hoover Dam, one of the greatest displays of construction innovation in the country!



Members of the group listen to a presentation on John Deere innovations at ConExpo 2011. D. Bakken, R. Johnson, D. Lemke, E. Polkoski, B. Anderson, D. Whitehead, M. Podgorek, C. Jerome, N. Grayson, S. Picha, L. Lindahl, B. Benes. Not pictured T. Johnson, D. Shepersky, N. Minardi, P. Senst, L. Johnson, B. Nelson.

Viant Crane...a new member of the RJS Family

Viant Crane, formerly the RJS Industrial Services Group, unveiled itself in March 2011. Viant Crane specializes in bare rental crane leasing, lift consultation and logistics. Nick Minardi, previously a Project Manager in the commercial division of RJS, was named Operations Manager for this new company. "With a fleet of 17 cranes, and growing, we felt that it was time to take our fleet and services to the next level", Minardi says. The Viant fleet consists of Rough Terrain Cranes ranging from 30 to 90 tons, a Crawler fleet reaching up to 300 tons, and a 45-ton Truck Crane.

Viant will once again expand its fleet in the third quarter when a 2011 Grove TM 9000 (110-ton) Truck Crane is delivered. Dave Lemke, Viant Vice President, says, "We're excited about the growth of our fleet. It gives us capabilities in the construction, mining, and energy industries, and also allows us to serve metro areas throughout the region. We have created a very diverse and user friendly fleet". With years of experience under their belt, Viant has positioned themselves to satisfy the needs of the immediate area, the region, and the upper Midwest. Viant is committed to excellence, demonstrated by a matching fleet of state-of-the-art Manitowoc and Grove cranes. "We feel that by owning a matching fleet of cranes from a respected and proven manufacturer, we expose our customers to our commitment to excellence in our equipment and our business.

Our fleet is young, with most units younger than 5 years old, which means productivity, dependability, and safety; in today's economy, those three issues are at the forefront of every contractor's mind."

For more information on Viant Crane contact 715-39-CRANE or by email at nminardi@viantcrane.com.



Project Spotlight

Duluth Renovations: Work has begun on two revitalization projects in the heart of Duluth: Vonjaro's Building at 9 West Superior Street and the demolition of the old Duluth Spring site. Vonjaro's project will make tenant space with access to the new skywalk. Remediation of the contaminated Duluth Spring site has opened opportunity for the owners to develop a Brewpub in the ever-popular Canal Park area.



Progress continues on the new Police Headquarters building off of Arlington Avenue in Duluth. Up and out of the ground now, progress is very noticeable with walls going up at a quick pace. (See photo at left) The combination of RJS' Heavy Construction and Commercial Teams efforts are highlighted in this highly visible project for the City of Duluth.

ON THE JOB

New Year, New Titles

A congratulations to Lance Lindahl for his promotion to Senior Construction Officer for RJS Construction Group. Also, Chris Graczyk was promoted to Division Coordinator for Commercial and Highway Heavy projects.

Nick Minardi heads up crane division...

This spring, Nick Minardi, accepted the position as Operations Manager with the newly branded Viant Crane Service. Nick will be overseeing all crane rentals and dispatching. Call Nick for any of your crane needs! 715-39-CRANE

Fraser welcomes new Naval Engineer:

Bridget Rossow has joined Fraser Industries in the position of Marine Engineer for Fraser Shipyards and Lake Assault Boats. She is a graduate of the University of Michigan with a degree in Naval Architecture and Marine Engineering. Her past experience spans the globe, bringing unique talents to the team at Fraser.

Lake Assault Boats: First Air Boat!

On top of a record number of boats being manufactured, LAB has contracted for their first AIR BOAT. This addition to the product line also expands their allure to unique customers!