

THE YOUNGLOVE CONVEYOR

FOR EMPLOYEES AND FRIENDS OF YOUNGLOVE CONSTRUCTION, L.L.C.

► Leaders in the design and construction of bulk materials handling facilities

Builders of value... Builders of trust... Since 1896

Change: Good or Bad?

“The Field Viewpoint” by Loren S. Field, P.E., Senior Vice President

Over the last election cycle, we heard the word “change” a lot. Prior to the election, we heard that the “old ways” of the past no longer work and that we must change. As a nation, we are getting a lot of change—rapid change. If you’re a Democrat, you like the changes; if you’re a Republican, you don’t like the changes. Change is not something most folks like, but we have to deal with it.

Changes occur as part of life, and we must adapt. With each change, incentives are created that affect our behavior. For instance, in the late 70s/early 80s, certificates of deposit were paying 12% and even higher. A tremendous amount of money was invested in CD’s, as the incentive was a high guaranteed interest rate that was insured by the FDIC.

Many changes have occurred in the construction industry, especially since World War II. For example,

the development of plywood, sheetrock, ready mixed concrete, prefabricated reinforcing steel, prefabricated structural steel, and Styrofoam concrete forms. There was also the development and use of the skid loader. I could go on and on, but you get the point. Each of these developments was the result of an incentive.

In the case of plywood, the forming operation using 4-inch-wide boards was labor intensive. Someone thought, “If a larger piece of wood could be used to replace all these individual boards, we could save time and money.” The building could be built faster at a lower cost. By embracing this new idea, many contractors gained a financial advantage (the incentive). Thus, not only were they able to get *more* work, they were able to get *more profitable* work.

Most companies are currently looking for new opportunities as their normal business has slowed down. Their current smaller revenue stream is the incentive to do this. As companies look for new opportunities,



they will look for things that are similar enough to their core competence that they can adapt successfully without catastrophic results.

One Younglove example would be the tilt-up concrete panels. In 1995, one of our customers requested concrete ancillary buildings for their feed mill. We investigated tilt-up concrete panels. We knew how to do the forming, reinforcing, and concrete placement; however, we did not know how to rig and lift the panel. With some outside help and willing field forces, we learned these techniques. Today, some 20 tilt-up projects later, our company embraces this type of construction. Owners see this as a value-added part of the project, far surpassing pre-engineered metal buildings in long-term value.

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*Changes occur as part of life,
and we must adapt.*

OVERS

By Michael A. Gunsch, P.E.
President



As anticipated, 2009 has proven to be very challenging thus far from a business perspective.

Picking up a newspaper or turning on the television to catch up on the current news takes a good dose of fortitude these days, as there rarely seems to be anything positive going on in the business world.

Certainly housing, real estate, financials, energy, autos, and bio-fuels production have dominated the bad news during the past year or so. However, we are all affected in some way by the troubles in most of these markets, even if we are not directly working in those areas.

So is it possible to be optimistic in this environment? Yes, there is room for cautious optimism—even for someone like me who usually sees the glass half empty as often (or more) than the glass half full.

I do believe the government stimulus money—no matter how inflationary for the longer term—

will soon start to filter through our economy and start to free up capital expenditures for needed new projects in the near term. Although much of the stimulus has been advertised as being primarily to boost infrastructure projects, agriculture will benefit in the near term as well.

Banks that stayed with their core business in the past will have money to lend for projects that make business sense.

While our current work load has diminished during the past six months, we have recently been blessed with a nice new feed mill project for a new customer (see Page 8); and several good past customers have chosen to award us small but timely renovation projects during 2009. We always appreciate their confidence in Younglove.

Our main reason for optimism, though, has been a full and growing prospect list over the past six months. We have been as busy as any time in my memory in preparing and submitting proposals for new projects. The list includes potential projects for every industry for which we like to work and includes both new and repeat customers.

We are trusting that our optimism, as well as our hard work in preparation, will soon be rewarded!

Cell Phone Etiquette

by David A. Toel, Project Manager



With the widespread use of cell phones for business purposes, no person relies on cell phones more than the contractor who stays on the move all day long. With limited time in the office, contractors have come to rely on cell phones as a work tool.

The well-mannered use of cell phones shows respect, and the following are just a few common courtesies to remember when using the cell phone.

Time to Turn It Off

While it's a given that cell phones should always be turned off so voice mail can answer at movies, theaters, libraries, and churches, sometimes business meetings can be tricky. Ideally, all

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FIELD VIEWPOINT (CONTINUED)

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Change will always be with us. Humans will always try to improve and adapt to incentives. That is how we are wired. The zebra must run faster than the fastest lion to survive. The lion must run faster

than the slowest zebra to survive. We must get up each morning and get going so we don't get eaten and we don't starve.

Good luck in the upcoming business year!

Pilgrim's Project Completed on Schedule

New Silo Complex; Pilgrim's Pride Corporation; Dale County, Alabama

Loren Field, Sr. Vice President; Jared Myers, Project Manager; Dave Brodersen, Project Superintendent

A tremendous amount of work has been put in place during the last six months. The schedule was extremely important to Pilgrim's Pride, as their deadline with the railroad was to deliver the first grain to this facility on April 1. Younglove is pleased to announce the facility was checked out, flushed, and ready for receiving operations on March 30.

Since that time, several unit trains of whole corn and soy meal

have been received; and hundreds of truckloads of corn and soy meal have been shipped to Pilgrim's existing feed mill in Enterprise.

This new facility consists of twin 17,500-bushel-per-hour rail receiving lines, an 8-pack of slip-formed concrete silos with a holding capacity of 700,000 bushels of whole corn and 2,175

tons of soy meal, 150 tons per hour of whole corn and soy meal reclaim and truck loadout operations, and tilt-up concrete ancillary buildings.

A special thanks to Dave Brodersen and crew for a job well done!

Younglove would also like to thank Pilgrim's Pride for the opportunity to work together on this project.



Equipment Installation Well Under Way for Ag Partners in Alton, Iowa

Grain Terminal; Ag Partners L.L.C.; Alton, Iowa

Ken DuBois, Vice President; Dave Toel, Project Manager; Terry Dunnette, Project Superintendent



Quite a bit has happened at this job site since the last issue of the *Conveyor!*

After a very cold beginning to winter, the silo slipform process began on January 6, 2009. Once the silo reached the final slip height of 140 feet, we started the

tors and spouting, three gravity grain cleaners, two drag scalpers, four bucket elevators (two receiving, one shipping, and

wreck-out process and formed the roof slab.

We were then able to break our people up into two crews, with one working on the roof and the other at grade level.

The roof crew placed the roof concrete and then began erecting the tower structure and bridges. Following this phase, they began installing the equipment in the tower, which consisted of three distribu-

one dry grain), and two transfer drag conveyors.

The grade level crew installed the interstice hoppers and spouting. They also completed the bulk scale area, shipping office, aeration slabs, and fans in all six silos.

The tunnel below the mat slab took on a new look with all new transfer conveyors and bin bottom gates. We are also finishing up the two boot pit areas, which consist of two receiving boots and one shipping boot.

The final area nearing completion is the receiving driveway area. To enhance this area, we raised the driveway floor elevation by 2.25 feet to provide for the receiving hopper dust pick-ups and the cyclone collector overhead. This design provides an effective way to control dust in the receiving area. We will also be erecting a new metal receiving building.

Thanks to Terry Dunnette and all the dedicated Younglove employees, we have been able to keep this project on schedule. We should be able to have this facility ready to ship grain by mid-July.

Younglove also wishes to thank Ag Partners for allowing us the

opportunity to work with them on this project.

 **AG PARTNERS** L.L.C.

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participants in a meeting would turn their cell phones off so everyone could concentrate on the information and task at hand.

Whatever the situation, always remember that the person you are with should take precedence over any incoming call.

Be Discreet

If you're speaking on your cell phone while in a public place, keep in mind that everyone can hear your conversation. Be discreet about professional and personal matters.

Control Emotions

Sometimes things can get pretty intense in the contracting business. Deliveries may arrive late, unexpected site conditions can delay progress, or the pump truck operator may get sick on the day of the big pour. Many times this news is delivered via the cell phone.

While controlling emotions is good advice for anyone, it is especially good advice for cell phone users where the whole world can be an audience! What if a client sees this unfortunate behavior?

Controlling emotions on a cell phone is critical to maintaining a professional appearance. If people observe your handling a phone call in a way that shows respect to other people, they will remember you as a true professional and the type of person they want to do business with. And *that's* the kind of lasting impression you want to make!

Six Employees Honored for Years of Service with Younglove

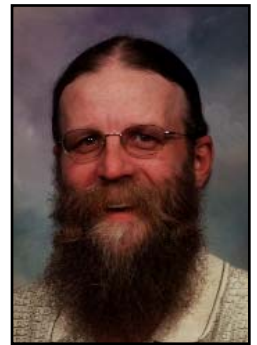
Each year Younglove recognizes those employees who have reached milestone years of service with the company. This year we are proud to honor these six individuals. We know our success is based on the loyalty of these talented, hard-working, and dedicated employees!



Frank "Fred" Massman
Project Superintendent
40 Years



Dave Wilberg
Project Superintendent
35 Years



Dave Brodersen
Project Superintendent
25 Years



Roxanne Brodersen
Jobsite Administrator
10 Years



Justin Wadman
Foreman
10 Years



Phillip Bangert
Foreman
5 Years

Thank you, and congratulations!

Jim and Bonnie Freerks have decided to retire after almost 45 years of hard work for Younglove! Jim has been one of our long-time Project Superintendents, with Bonnie working by his side as a Jobsite Administrator.



We bring this news with mixed emotions. We are very happy for Jim and Bonnie in that they will be able to spend more time with family, enjoy more travel opportunities, and just be able to “loaf” if and when they feel so inclined!

But we are also a bit sad—selfishly so—as Jim has been among the Younglove leadership group for many years and will be missed greatly. Jim always accepted the next assignment with “gusto” and a positive attitude—even if it meant relocating 3,000 miles to the next job (such as Portland, Oregon, to Merrimack, New Hampshire, in 1982).

Jim’s logical, organized approach to a project coupled with his ability to articulate his thoughts so effectively endeared him to many of our customers over the years; and Younglove enjoyed many repeat projects with companies such as Gold Kist, Inc., because of Jim’s talents.

Congratulations, Jim and Bonnie! We thank you for your tremendous

contribution to Younglove and wish you a long, prosperous, and healthy retirement!

Larry Allen announced his retirement after being with the company for the past 30 years.

Larry worked very hard to coordinate the field equipment and supplies for Younglove and its sister companies, helping us to complete the many great projects we are all so proud of.

Congratulations, Larry! We wish you all the best!



Brian and Stephanie Hickson became the proud parents of Abel Patrick Hickson on January 22, 2009. Abel weighed in at 7 pounds 11 ounces and measured 19 inches long. This is their first!

Brian has been a Design Technician in the Sioux City office for the past 11 years. There’s a lot of Brian in that little face!

Congratulations, Brian and Stephanie!

Mike and Mary Gay Gunsch had a population explosion in their family! They had five grandchildren at our last publication of the *Conveyor*. Now they have *nine!* On November 19, 2008, son Chad and wife Erica added twins to their family (two boys); and son Patrick and wife Claudia added twins to their family on January 16, 2009 (a boy and a girl). Mike is the President of Younglove.

Congratulations go out to the Gunsch family!



Terry and Danielle Reinert are shown celebrating Terry’s 50th birthday. In honor of the event, many of the Younglove employees surprised him with an “over the hill” party held at a local pizza parlor.

Terry is one of our Project Superintendents, beginning his career with Younglove back in 1986.

Happy Birthday, Terry!

Do you have some employee news you’d like included in our next issue? If so, please mail it to Peggy Hamel, P.O. Box 8800, Sioux City, Iowa 51102, or e-mail her at:

phamel@younglovelc.com

Younglove Returns to Newell for Upgrades

Fat Coater Addition; DFS, Inc.; Newell, Iowa

Ken DuBois, Vice President; Kenny Gubbels, Project Manager; Dave Johansen, Project Superintendent

Younglove was back to Newell, Iowa, at the DFS feed mill for a post-pelleting fat coating retrofit. Both pellet lines were retrofitted with APEC triple-disk rotary mist coaters. These coaters were added to assist the fat-at-the-die application on the Bliss pellet mills.

Key players for this project included Younglove for the process design and equipment installation, Mike's Electronics for the electrical design and installation, Knutson Brothers for the mechanical design and installation, and Repete for the control design.

This was a challenging project for all parties, as it involved many long hours and weekends to make it a success.

We would like to thank DFS for providing us with the opportunity to provide ongoing services at the facility in

Newell, and we look forward to continuing to provide services to them in the future.



Above: Coater surge/weigh screw and fat delivery system

Left: Newly installed APEC rotary coater



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Younglove...Since 1896

YOUNGLOVE MISSION STATEMENT

Our mission is to provide premier construction services, including design, construction, and project management. We build enduring value and trust using a dedicated team approach to continuously improve customer satisfaction, safety, quality, and our work environment.

Maschhoffs Selects Younglove to Construct New Feed Manufacturing Facility

**Feed Manufacturing Facility; The Maschhoffs, LLC; Griggsville, Illinois
Ken DuBois, Vice President; Kenny Gubbels, Project Manager; Dar Bierman, Project Superintendent**

We are pleased to announce that The Maschhoffs, LLC, has awarded Younglove a contract to design and build its new feed manufacturing facility in Griggsville, Illinois.

This new plant will consist of a slipformed concrete mill tower housing the batching system, pelleting system, and high-speed load-out system. Auxiliary structures include two receiving driveways, a grinding building, a liquid storage tank farm, a boiler room, and a warehouse.

Project Superintendent Dar Bierman and crew began mobilizing to the project site in mid-May. As seems typical when Younglove comes to town, so, too, did adverse weather conditions! Rain throughout the months of April and early



May developed into local flooding in west-central Illinois, which created challenges for the site development contractor.

Our preliminary construction schedule shows the mill tower mat foundation being completed in June and the slipform process commencing in early August.

We look forward to developing a relationship with Ken and Dave Maschhoff and all of the Maschhoffs team and thank them for entrusting Younglove to design and construct their facility.



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