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"Building" Customer Satisfaction Through Generations of Teamwork

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September 13th, 2006



Villas of Wisconsin Dells
Wisconsin Dells, WI

MOLIN AND THE CONCRETE INDUSTRY

ORGANIZATIONS AND COMMITTEES

Molin is a strong supporter of, and heavily involved in, various organizations and committees that promote the precast industry. The company is dedicated to promoting precast and the construction industry nationally, regionally, and locally.

How many of these organizations are you familiar with? You can search the web for more information on any of these organizations.

ABC - Associated Building Contractors

AGC - Associated General Contractors

ASCE - American Society of Civil Engineers

MCMCA - Minnesota Concrete & Masonry Contractors

MCFSC - Minnesota Codes & Fire Safety Council

MPA - Midwest Precast Association

NSPE - National Society of Professional Engineers

ACI - American Concrete Institute

ASA - American Subcontractors Association

ASPE - American Society of Professional Estimators

MCC - Minnesota Concrete Council

MCMA - Minnesota Concrete & Masonry Association

NFPA - National Fire Protection Association

PCI - Precast Concrete Institute



John Saccoman has been with Molin Concrete Products for 17 years. He is Molin's VP of Sales and Marketing and President of MPA. MPA is a regional group of 12 midwest precast companies which promotes architectural and structural precast building products. John is also Chairman for PCI's Housing Committee. This national committee promotes precast products for single and multi-family housing, hotels, and dormitories. He has also Chaired PCI's hollow core committee, focused on technical and promotional issues regarding hollow core issues across the United States.



Mark Groff is our C.F.O. and has been with Molin for 10 years. Mark was recently elected to serve a two year term on PCI's Board of Directors. Mark's knowledge of association work and financial background will be an asset to this great institution. He is also actively involved in the ESOP (Employee Stock Ownership Plan) community and served on our local YMCA board for 7 years. They recently awarded Mark the Distinguished Leader award for 2005 in recognition of his service and dedication to the YMCA.



Bob Clauson has been a salesperson with Molin for 9 years. In 2006, he was elected to serve on the Board of Directors for the Mpls. Builders Exchange. He is the first Molin employee to serve on this board. He has also served on the Board of Directors for the St. Paul Builders Exchange, the ASA, and the ASPE. Bob's friendly demeanor and great communication skills make him an ideal board member. Most recently, Bob was selected to partake in PCI's leadership program to learn the inner workings of PCI.



Dan Molin is a 22 year employee of Molin Concrete. He is presently serving as treasurer for the St. Paul Builders Exchange. In the past, he has served on the Board of Directors for PCI, MCMCA, MCFSC, Design Review Board for the City of Maplewood, and the Northern Twin Cities Young Life Committee. Dan is also active in the following associations: ABC, AGC, ASA, and the MCMA.



Paul Kourajian has been with Molin Concrete for 8 years as the Director of Engineering and has worked in the precast concrete industry for 19 years. He has been involved with PCI for 15 years and has served on several different committees and contributed to many of their publications. Paul is on the Board of Directors for the local ACI and on their national Shear and Torsion committee working towards code provision changes regarding shear in prestressed concrete. He is also a member of NSPE, ASCE, MCC and NFPA.



Gary Sarner is Molin's plant manager and has been with Molin for 30 years. As well as being involved in various Molin committees, he is involved with the following PCI committees: Productivity, Process Improvement and Hollow Core. All of these committees are focused on the manufacturing aspects associated with a certified precast plant, including various workshops and tours of other precast plants.



John Ostendorf, a 34 year veteran of Molin, is our Field Operations Manager/Safety Manager. He is involved in several Molin committees in addition to PCI's Field Certification Committee. Currently, PCI plants are certified and installers are qualified. This committee is creating the policies and requirements to move installers to the next level - certification. This insures that the customer not only gets great consistent product from a PCI certified plant, but also reliable installation from PCI certified installers.

PROJECT HIGHLIGHT

VILLAS OF WISCONSIN DELLS



Bob Flood
Sales Rep

Project: The Villas of the Wisconsin Dells- Phase II
 Architect: Architectural Design Consultants Inc.
 Structural Engineer: Pierce Engineers Inc.
 General Contractor: Kraemer Brothers, LLC

Molin Concrete worked with Kraemer Brothers of Plain, WI on the Villas of the Wisconsin Dells. This six-story structure relied heavily on hollow core provided by Molin, which was set on CMU bearing walls. Phase II, which Molin worked on, cost over \$12 Million and will add 54 condominiums to the current project. The building will use over 5,000 tons of precast concrete products and more than 100,000 concrete blocks.

Early on, the GC requested a very short delivery time, which Molin was able to meet. In addition to the hollow core, the Villas of Wisconsin Dells features 45 rounded precast decks that Molin supplied. These decks were cast in our precast shop using mild steel reinforcement. The decks included cast-in embeds that allow railings to be attached. The project will be finished in early 2007.

Products from Molin Concrete:

- 8" Hollow Core: 637 Sq. Ft.
- 12" Hollow Core: 114,769 Sq. Ft.
- 8" Precast Solid Slabs: 3,780 Sq. Ft.



Villas of Wisconsin Dells

2006 LUXURY HOMES TOURS

RECAP

Midwest Home Magazine puts on the Luxury Home Tour in conjunction with Greenspring Media Group to feature homes of distinction and grandeur. All homes are "state of the art" in home design and amenities. We've always enjoyed participating in this "exclusive" tour because it shows off the creativity that precast hollow core has to offer designers and builders. This year's homes included: a martial arts training center, 2 home theaters, 2 sport courts, and 4 tuck under garages, ALL underneath the garage.



Training Center

Molin Concrete was featured in 7 of the 29 homes. We look forward to working with all of the designers and builders again next year in the Luxury Home Tour.

TOURS - PRESENTATIONS - EVENTS

SCHEDULE YOURS NOW

Upcoming Events

- Sept. 11-13 ND AIA Convention in Fargo
- Sept. 13 **Molin Open House and Plant Tour**
- Sept 14-16 NE AIA in Omaha
- Sept 28-29 IA AIA
- Oct 18-20 SD AIA
- Oct 26-27 KS AIA in Wichita



Recent Box Lunches and Plant Tours

Box Lunch at Weis in Rochester on June 8th
 Plant tour for 31 MN ESOP Association members on June 20th

Call Molin soon to schedule your lunch box presentation or plant tour.

MARK YOUR CALENDARS

MOLIN PLANT TOUR - SEPTEMBER 13, 2006

“PCI’s 50 Days of Precast in 2004 was the largest, most dramatic promotion of precast concrete construction in PCI producer membership history! PCI is building on this success and has established September 2006 as National Precast Month.” *PCI*

Our plant tour in September of 2004 was an incredible success. Over 200 people attended enjoying pizza, music, an informative PowerPoint presentation, and a guided tour of a working precast factory. People interviewed thoroughly enjoyed the experience.

Once again, Molin will be hosting a plant tour in September. If you were unable to attend in 2004, or would like to do it again, now is your chance. Molin is an ever changing



Extruded Plant

entity and there have been several major improvements since the last tour.

The open house hours will be from 10:00am to 2:00pm. Lunch will be provided and parking will again be at the local Kohl’s store with a shuttle running to our facility every few minutes. More detailed information will be sent to you in August.

We look forward to seeing you at this great event.



Fax Back Information Form

For more information, fax this form to (651) 786-0229

- Hollow Core Plank
- Foundation Wall Panels
- Structural Wall Panels
- Prestressed Beams/Columns
- Prestressed Stadia
- Residential

Please have a representative call me:

- I have immediate needs.
- Please call in _____ months.
- Interested in having a lunch box seminar.
- Interested in having a plant tour.

If you know of someone who should be added as a newsletter recipient, or taken off the list, please let us know.

Name:
Company:
Address
City: State: Zip
Comment:

Your wish is our command with our fax back form!
If you're looking for product information, want to schedule a plant tour or box lunch, need an address/company change, need to add or delete someone as a newsletter recipient, change your e-mail address, or wish to be notified of our newsletter via e-mail, please fill out the appropriate information on this page and fax it to us.

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