Expansion into Australia paying dividends
North American Coal leader at mine restoration
ESCO® makes gains in oil & gas market with Ulterra®
As ESCO celebrates its 100th anniversary this year, we’ve had numerous opportunities to reflect on the company’s progress and future. The nostalgia of ESCO’s past has been fun and inspirational to revisit, and I am especially excited about where this company is going, particularly in light of recent events.

In April, ESCO launched a reorganized corporate structure, creating three divisions: Mining, Construction & Industrial and Oil & Gas. The divisions replaced a regional focus, which for many years served the company and our customers well. However, the new divisions will allow us to better tend to our customers with the industry’s best products and a consistent and superior level of service worldwide. This will empower ESCO to make better strategic decisions, particularly in how we allocate capital and resources to better serve industry needs.

In May, ESCO announced it was no longer pursuing its filing with the U.S. Securities and Exchange Commission to become a public company. ESCO’s increasing financial strength made that move unnecessary and allows us to remain a private company.

Several of the stories in the coming pages illustrate how ESCO is capitalizing on these two recent events.

The feature on Ulterra gives you a peek into our newly-formed Oil & Gas Division. This recently acquired company designs and manufactures highly-engineered drill bits. We are proud to introduce ESCO’s growing Oil & Gas Division, and the experienced team running Ulterra, which has taken this relatively new venture and elevated it to an industry leader.

In this issue of The Edge, we also highlight the company’s progress in Australia. Since 2011, ESCO has been providing products directly to customers and developed a network of supply and service sites designed to keep our customers’ machines working to their maximum potential.

Finally, we showcase what some at ESCO call our best kept secret, our Technical Services Group. This small but highly specialized group of technicians travels the globe to provide our customers with training and solutions.

I hope you enjoy this look into ESCO.

Cal Collins, President and CEO
IN THIS ISSUE

AROUND THE WORLD .........................4
DEALER PROFILES ...............................6
ULTERRA .............................................8
SABINE MINE ......................................10
TSG .....................................................12
AUSTRALIA .........................................14
NEW INTERACTIVE CENTER ..............18
ESCO HELPS COMMUNITIES .............20
SUSTAINABILITY REPORT ...............22
SERVICE ANNIVERSARIES .............23
AROUND THE WORLD

Canada

Ulterra recently launched a 26” steel bit for a surface hole in Iraq. This is the largest bit ever manufactured by Ulterra and was made possible by the collaboration of many individuals (pictured below). Key players in the design and execution include the entire Leduc facility and Ryan Matthews, Marty Beggs and Greg Lepage.

United States

In February, the largest shovel dipper designed by ESCO was delivered to a customer in Wyoming’s Powder River Basin. The bucket was shipped in three pieces. ESCO technicians assembled the bucket on the mine site. Another shovel dipper bucket was shipped to Russia in March, making it the first bucket ESCO has sold directly into that market.

Peru

In March, ESCO installed its first truck body sold and manufactured in Peru. Customer demand for ESCO’s truck body is expanding beyond traditional markets and ESCO is meeting those expectations by designing bodies that are specific to customer requirements in diverse geographic areas.

Kathu

ESCO Kathu demonstrated the safety features of ESCO’s hammerless ground engaging tooth systems during a safety fair organized by the Anglo American mining company and its Kumba Iron Ore division. Rias Rabie, branch manager for the Northern Cape region, organized ESCO’s exhibit for mine managers from the Sishen Mine and Kolomela Mine 2, two of the biggest mines in the North Cape mine cluster.
**Middelburg**

A new supply and service site in Middelburg, South Africa, opened in March and offers ESCO’s complete line of buckets, attachments and Wear Materials suite of products.

The Middelburg site also offers bucket repair and rebuilds. A mobile service truck allows ESCO technicians to provide service or maintenance work at a customer’s location, reducing costly machine downtime.

**Indonesia**

ESCO’s Technical Services Group furthered the company’s expansion in Indonesia by hosting training sessions with four new customers. The training, which occurred in Kalimantan, Borneo, covered a variety of topics including product information and proper welding techniques.
It was the late 1980s when Art Van Camp, owner of a small construction dealership in Stoney Creek, Ontario, secured a deal to sell ESCO’s products. Fast forward to 2013 and that branch is now part of Nortrax, a subsidiary of John Deere with offices from Canada down through the east and central states to Florida.

“ESCO has grown with Nortrax as we’ve acquired more territory,” said Chris Holmes, Vice President of Business Development for Nortrax.

That growth includes the recent acquisition of four locations in Kentucky that now puts the total for Nortrax to 56 branches and 1,100 employees.

“Our strategy has been to assemble a very aggressive team of parts counter and field customer support advisors to focus on our core markets, which includes the ground engaging tool business,” Holmes said. “At any time, we’ve got 55 field people out talking wear part business and pushing ESCO.”

Holmes said the Nortrax/ESCO relationship is fantastic because the two companies are aligned and have similar core values. John Deere celebrated its 75th anniversary in 2012 and ESCO is celebrating its 100th anniversary in 2013. Holmes sees both anniversaries telling a story of stability and success for each company. The connection has only been strengthened the past few years since Holmes joined ESCO’s dealer council. He was elected president of the group for 2013.

“The value of my involvement with the dealer council is twofold,” Holmes said. “The first is that it is an opportunity for dealers to provide input to ESCO in terms of what’s happening in the field. Secondly, it allows us to interact with other companies that are successful ESCO dealers and share best practices, which adds value to everyone involved.”

Nortrax is North America’s largest John Deere construction and forestry dealer, headquartered in Tampa, Florida. As a wholly owned subsidiary of Deere and Company, Nortrax continues to grow and expand their market presence through the proactive focus on each customer’s productivity, uptime and operating costs.

Holmes said Nortrax also sells other complementary brands of machinery to customers in the construction, forestry and mining industries.

Nortrax’s business, however, isn’t limited to just selling machines. Holmes said the company has always emphasized its host of maintenance and repair parts and services and in the last few years has made significant investments on that side of the operation.

“Our future success is going to be in part due to successfully supporting the wear management needs of our customers,” Holmes said.
On a warm July evening in 2012, the Vaccaro family gathered 1,500 friends, employees and customers at their heavy equipment company in Noventa Vicentina, Italy, to celebrate the 20th anniversary of their business, Trevi Benne.

The celebration, ending with a fireworks display, was the culmination of decades of hard work. The Vaccaro family took its 30 years of experience in the earth-moving business and parlayed that into the opening of Trevi Benne in 1992. Sales were modest in the beginning, but grew steadily, reaching €16 million by 2011.

ESCO has been a Trevi Benne partner since 1997.

"With ESCO, you’re selling the quality of the product," said Luca Vaccaro, chairman and technical director of Trevi Benne and second-generation family member to run the business. "The Ultralok® tooth system is a great example, giving customers a safe hammerless system."

Trevi Benne opened as a manufacturer of standard and customized buckets, quick couplings and equipment for excavators. In the beginning, six people worked at the 10,000-square-foot plant in Agugliaro, Italy.

By 2006, sales had increased to an extent that a new plant was needed. A 64,000-square-foot production, warehouse and office facility was built in nearby Noventa Vicentina. The workforce had grown to 55 people. This was also the same year Trevi Benne opened a sales office in Lyon, France, to support expansion in that market.

The company has since added demolition, recycling and, most recently, forestry products to its offerings. Vaccaro said 65 percent of sales are in demolition, 30 percent in earth moving buckets and five percent in forestry.

"We’ve had 80 percent of our growth come from foreign markets, particularly South America and Africa," said Vaccaro. "Foreign markets will continue to be a point of emphasis for us in 2013."

Trevi Benne debuted its first mining bucket outfitted with ESCO’s Nemisys® mining lip system at Bauma 2013, an international construction and mining trade show.

"We use trade shows as a key marketing tool to introduce Trevi Benne's products and services to potential customers," Vaccaro said. "This year, Bauma provided the perfect opportunity to introduce our new mining bucket, and equipping the bucket with the Nemisys system made sense."
Ulterra has no intention of slowing in 2013 as it aggressively moves into new markets since being acquired in 2012 by ESCO.

Based in Fort Worth, Texas, Ulterra has earned a reputation for rapidly producing its polycrystalline diamond compact bits for the oil and gas drilling industries. In 2012, it was saving customers money almost as fast as it produced new designs.

“The acquisition allows ESCO to leverage Ulterra’s deep expertise in the drilling industry and to capitalize on the growing oil and gas sector in North America,” said Cal Collins, ESCO’s President and CEO. “Ulterra is a natural fit for ESCO given its culture of designing highly engineered wear products and delivering world-class service.”

In just a few short years, Ulterra has grown from an unknown to industry leader by rapidly designing its Matrix and Steel PDC drill bits, which allow customers to drill faster at a lower cost per foot drilled. The bits are complemented by TorkBuster™, Inertia® and TruGauge™.

The TorkBuster reduces bit-related torque and stick-slip problems. To battle this in the past, companies needed to drill with less efficient bits, reducing weight on the bit or using roller cones. Each option meant higher drilling costs and longer drill times.

The patented TorkBuster allows an aggressive bit to be used, overcoming drilling problems without impacting bit performance. Inertia is used to reduce friction between the drilling assembly and the wellbore, alleviating torque and drag and allowing longer production sections to be drilled.

TruGauge is a short, near bit stabilizer designed for better quality of well bore by reducing spiraling in the well hole. TruGauge increases directional control.

To rapidly update the design of its drill bits, Ulterra relies on local, application-specific engineering teams working in harmony with core design engineering centers in Texas and Canada. These engineering teams work closely with customers and are intimately familiar with distinct ground characteristics.

Ulterra’s achievements in 2012 are even more impressive considering the company’s leadership spent much of the year in a nervous courtship as they searched for a buyer. Ulterra was owned by an investment company and there was concern that, if another investment company bought Ulterra, immediate financial returns would be a top priority. Alternatively, there was worry that if a large company won the bid, there was a good chance Ulterra would be absorbed into the organization, losing its identity and nimbleness.

Then ESCO came into the picture, giving Ulterra a third, and ultimately, better option. ESCO’s offer allows Ulterra to remain independent and to focus on long-term growth of its operational expertise. ESCO’s global presence also boosts Ulterra’s efforts to grow internationally and take advantage of a growing market for its products. Even better was that both companies have a similar corporate culture and a business model focused on developing highly-engineered, ground engaging products.

“Ulterra’s management chose ESCO because we like their culture,” said Johnny Everett, President of Ulterra and ESCO’s Oil & Gas Division. “It’s like our company, where it’s all about the people.”

The $325 million purchase of Ulterra from the investment firm Intervale Capital in August 2012 was the biggest acquisition in ESCO’s history.

Intervale formed Ulterra in 2005 after buying RBI-Gearhart of Fort Worth, Texas. Intervale recognized that the industry was moving from
roller cone drill bits to polycrystalline diamond compact bits. Everett, with 33 years of experience in the drilling industry, was hired to run the newly formed company. He assembled a team from top companies and posed one simple question, “What frustrated you most at your previous job?” They all agreed it was the lack of speed. It took too long to get anything done, especially the delivery of new products to customers.

Speed is Ulterra’s mantra. In everything the company does designing and manufacturing highly-engineered drill bits for the oil and natural gas industries, quickness to market is the focus. Ulterra’s strategy has made it possible to get new bit designs to customers in as little as three weeks, well ahead of the competition. Old designs are quickly discarded.

Ulterra is relentless about eliminating old product lines and maintains a much leaner and newer inventory and catalog than the competition.

This focus on nimbleness and rapid response benefits Ulterra’s customers by ensuring that they have the newest technology within their reach. PDC cutter technology can shift in a matter of weeks and the company can pass that benefit on to customers in days, whereas competitors are limited by several months of excess inventory.

A team of Ulterra engineers recently developed a design technology that has been taking North American directional drilling by storm under the name CounterForce™. The concept was first disclosed in crude form in September 2012. Ulterra was able to move from concept, to patent, to testing, to full commercialization in only a few months. Sales grew rapidly to $500,000 in new revenue during the initial release of CounterForce.

Everett said Intervale initially hoped to sell the company within five years and probably would have sold it in four if the recession hadn’t occurred. The extra time didn’t hurt the company as Ulterra has become the sixth largest PDC bit company in the world. “We’re up against well-established companies like Schlumberger and Halliburton,” Everett said.

Ulterra is excited about tapping into ESCO’s engineering expertise. ESCO’s global presence also gives Ulterra a significant advantage as it increases its business overseas.

During one recent trip by Ulterra executives to China and Indonesia in November 2012, ESCO employees in those countries provided valuable assistance with market intelligence and access to resources and facilities.

Those connections will be even more important in the coming years as Ulterra establishes critical international markets for expansion. Industry sources estimate that in 2013 international sales of drill bits will represent 25 percent of the market share. By comparison, Ulterra’s international sales for 2012 were 10 percent.

A key for Ulterra moving internationally will be explaining its business model. In North America, Ulterra and the competition primarily rent drill bits to customers. The arrangement optimizes performance, gives the customer the maximum use of the equipment and allows Ulterra to forge strong relationships. However, companies outside North America are used to buying drill bits.

But Ulterra is seeing global customers might be more open to change than initially thought. During a meeting with a major operator on the Arabian Peninsula, Ulterra employees were about to make their rental pitch when the potential customer interrupted and asked how they could rent bits.

The global market will clearly help Ulterra increase its reach. Yet, Everett wants to make sure the company retains its core value. “The challenge is making sure we don’t lose that focus on our people as we grow.”
Eric Draper and his 16-year-old son, Alex, walked through a field outside Hallsville, Texas, the grass dormant under the slate gray December sky. The Drapers, along with two employees from North American Coal—Sabine Mine, were headed to another blind as part of a day-long duck hunting trip.

It wasn’t the first time Draper, who at the time oversaw ESCO’s supply and service business for North American Coal customers, had been to the Sabine Mine in East Texas, but this was his first time seeing it from an environmental perspective.

“Going from duck blind to duck blind, Eric Anderson (environmental manager for North American Coal - Sabine Mine) would stop and show us streams, trees and vegetation that had recently been reconstructed as part of the mine’s continuous reclamation work,” Draper said. “It was hard to believe we were out there hunting on a mine site.”

North American Coal has been a longtime ESCO customer, relying on the company’s ProFill® dragline bucket as well as services and related products for its Sabine Mine operation. Both companies are celebrating 100th anniversaries in 2013.

Draper, who worked at ESCO Kilgore in Kilgore, Texas, and now is the North America Technical Manager for Mining, was a regular visitor to the Sabine Mine and other North American Coal operations. He said the meticulous work to return the land to its original state is indicative of the company’s overall high standards. As one example, Draper said during the duck hunting trip the group visited one of the dragline machines.

“I’ve been to a lot of mines and have seen a lot of draglines and it was amazing how clean that piece of equipment was from top to bottom,” Draper said. “It’s the same with the administrative building. It comes down to the mine manager, Rick Ziegler. He’s a stickler for being clean and safe.”

The reclamation work at the Sabine Mine is the latest example of North American Coal’s commitment to restoration of its mine sites. The company has won several environmental awards in Texas, North Dakota and Mississippi for its reclamation efforts. In 2011, Sabine became the first mine to win the Texas Parks and Wildlife Lone Star Land Steward Award for its efforts in restoring native Bobwhite quail populations. Bobwhite quail were not stocked on the mine site, they came in on their own because of the reclaimed habitat. To see a keystone species like the Bobwhite quail return on it owns speaks volumes for the success of Sabine Mine’s reclamation program.

“What we’ve seen is a tremendous response from the return of wildlife.”

The restoration work done by Sabine Mine plays a key role in a summer program designed for Texas science teachers and sponsored by the Texas Mining Reclamation Association. ESCO and North American Coal are both members of the organization that funds the summer session from proceeds of TMRA’s annual meeting and auction. It was at the 2012 auction that Draper won the duck hunting trip and got his first look at the restored mine site.

ESCO’s ProFill dragline buckets pull 4 to 4.5 million tons of lignite annually from the Sabine Mine, which opened in 1984. The lignite is the lifeblood of the nearby Henry W. Pirkey power plant.

Anderson, who has been both reclamation specialist and environmental manager at Sabine for the past nine years, said that mining efforts disturbed approximately 500 acres of land each year. Since Sabine Mine opened, approximately 20,000
acres of land have been impacted by mining, of which nearly 19,000 have already been reclaimed.

“It’s about 60 percent forestry, 35 percent native grasses without trees and the remainder is improved pasture and fish and wildlife habitat,” Anderson said in describing the post-mining landscape. “What we’ve seen is a tremendous response from the return of wildlife.”

North American Coal’s work at Sabine is unlike reclamation efforts at most other mines in the state because of one simple fact — the company doesn’t own the land.

“All of that land is leased from about 5,000 landowners,” Anderson said.

And each landowner decides how they want their land restored. Although that arrangement seems fraught with complications, the reality is more streamlined thanks to the Railroad Commission of Texas, the governing body for the state’s reclamation laws. The commission gives landowners a short list of options of what to do with their land. It can be replanted with forestry, native Texas grasses and improved pasture like Bermuda grass, or for fish and wildlife habitat and ponds.

Anderson starts the permitting process three to five years before mining begins on a section of the mine site. Each landowner and Sabine Mine agree on what to do with the property and permits are secured. Once mining ends, it takes an average of two years to complete the reclamation process. The ultimate goal is to return the land, as much as possible, to its natural state. Sabine manages the property for a minimum of five years once the reclamation is complete.

Draper said the hunting trip and getting to see the reclamation efforts was a welcome departure from his normal visits to Sabine.

“It was great to experience something different than a sales and service call,” he said. “I considered it an honor.”

Above: The reclamation process takes years of planning and permitting before the work begins.

Left: Trees native to East Texas dominate the landscape of what was once a working part of North American Coal’s Sabine Coal Mine in Kilgore, Texas. The company actively restores the land to its natural setting, providing habitat to fish, birds and other wildlife.

Below: The Sabine Mine operated by North American Coal is constantly undergoing reclamation work. The state helps determine what to plant and how to renovate the land.
and service sites, where customers hire ESCO’s people to perform repairs, rebuild machines and fabricate products.

“The TSG techs are supervisors, trainers and overseers,” said Fritz Goeth, ESCO’s Engineering Manager for engineering processes and TSG in North America.

The fact that TSG technicians aren’t involved in sales lends a level of credibility to Hollmann and his colleagues. They are seen more as experts, partners and ambassadors for existing and new customers.

ESCO has invested heavily in TSG the past few years, adding technicians in the United States, Europe, Asia, South America, Indonesia, Martin Post in Australia, and Arnold Stuart and Norman Murison in Africa.

In November, Russell Deguara, who joined ESCO Indonesia in 2011, spent 12 days there with four new customers. He held several training sessions for maintenance crews that focused on ESCO’s products and the correct welding techniques. Customers saw first-hand how TSG can benefit their operations.

Vic Hollmann boarded the plane 3 January 2009 in Phoenix, Arizona, leaving behind 65-degree Fahrenheit weather and journeyed 3,547 miles north to Fairbanks, Alaska. It was midnight when Hollmann, a technician for ESCO’s Technical Services Group (TSG), landed to snow, wind and temperatures of 57 degrees below zero Fahrenheit.

It was the first of numerous trips Hollmann would make that year to help an ESCO customer repair damages to the shovel fronts of two Hitachi EX5500 excavators. That January journey, however, remains the most vivid.

“It never got above 47 degrees below zero on that first trip,” Hollmann said. “Most of the work was in the shop, but a few times we had to go outside for a couple of hours. We tried to use portable heaters, but that didn’t help much.”

Cold, heat, elevation, jungles. Pick the conditions and ESCO’s TSG technicians have experienced it as they travel the globe to keep customers’ machines operational. Called in some corners of ESCO the unsung heroes of the company, TSG exists to provide customers free advice, training and oversight of repairs and installation of ESCO products. They arrive, diagnose the problem and offer recommendations on how to solve the issue. Or they might visit a customer and provide training and safety information to a maintenance crew.

TSG, however, won’t repair products or machines. This distinction creates a line between TSG and ESCO’s supply
Russell Deguara frequently visits Freeport-McMoRan Copper & Gold’s Grasberg Mine in Papua, Indonesia. The mine sits at 14,500 feet.

Amir Ceric joined ESCO Portland in 1998 after earning welding certification from a trade school in Germany. The Bosnian native who speaks all the Slavic dialects, English, German and Spanish, spent seven years in the foundry before being chosen for the TSG assignment.

“The best thing about the job is there is no routine,” he said. “You could get a call at 11 a.m. saying you’re needed in Alaska and the next day you’re there.”

Goeth said the relationships TSG nurtures with customers bolster ESCO’s reputation in the industry and, in some respect, sets the team apart from other departments.

“We want to build that trust with the customer,” he said.

The trust is not only critical in helping customers, but getting them to test new products. Steve Clinebell, who is based in Covington, Kentucky, is the newest North American TSG member, joining the group in 2010. He works closely with the New Product Development group arranging trial sites for product testing.

“It can be a tough sell to get a customer to participate in a trial that can last several months or years,” he said. “But we help them see the benefit to make sure the products work as efficiently as possible.”

The service has been in existence for decades. It’s always been an elite team of employees who are experts on ESCO’s products and the machines outfitted with the components.

“It’s one of the things that sets ESCO apart from the competition,” Goeth said. “It’s bound into our reputation.”

TSG technicians typically have a welding or engineering background and are handpicked from within ESCO’s ranks. Turnover on the team is low and generally only occurs when someone retires — like in 2005 when several departures allowed Hollmann and Ceric to shift careers.

Hollmann came to ESCO 15 years ago with a background in mechanical engineering and worked as an inside salesman in the Phoenix office. When he first joined TSG, the technicians were assigned geographic areas. Today, they go where they’re needed. That’s how he recently joined Deguara for a week in Papua, Indonesia, where they held a welding class for maintenance workers at Freeport-McMoRan Copper & Gold’s Grasberg Mine. The mine site sits 14,500 feet above sea level near Puncak Jaya, the tallest peak in the island’s east-west running mountain range. The difficult conditions extend beyond the remoteness and elevation.

“It rains every day from 10 a.m. to 6 p.m.,” Hollmann said. “It’s a mud pit.”

Ceric and the other technicians meet once a year to share technical information they’ve collected during customer visits. Even more important to Ceric is the focus on continuously improving customer service.

Goeth said the TSG service has been in existence for decades. It’s always been an elite team of employees who are experts on ESCO’s products and the machines outfitted with the components. “It’s one of the things that sets ESCO apart from the competition,” Goeth said. “It’s bound into our reputation.”

TSG technicians typically have a welding or engineering background and are handpicked from within ESCO’s ranks. Turnover on the team is low and generally only occurs when someone retires — like in 2005 when several departures allowed Hollmann and Ceric to shift careers.

Hollmann came to ESCO 15 years ago with a background in mechanical engineering and worked as an inside salesman in the Phoenix office. When he first joined TSG, the technicians were assigned geographic areas. Today, they go where they’re needed. That’s how he recently joined Deguara for a week in Papua, Indonesia, where they held a welding class for maintenance workers at Freeport-McMoRan Copper & Gold’s Grasberg Mine. The mine site sits 14,500 feet above sea level near Puncak Jaya, the tallest peak in the island’s east-west running mountain range. The difficult conditions extend beyond the remoteness and elevation.

“It rains every day from 10 a.m. to 6 p.m.,” Hollmann said. “It’s a mud pit.”

Amir Ceric joined ESCO Portland in 1998 after earning welding certification from a trade school in Germany. The Bosnian native who speaks all the Slavic dialects, English, German and Spanish, spent seven years in the foundry before being chosen for the TSG assignment.

“The best thing about the job is there is no routine,” he said. “You could get a call at 11 a.m. saying you’re needed in Alaska and the next day you’re there.”

Goeth said the relationships TSG nurtures with customers bolster ESCO’s reputation in the industry and, in some respect, sets the team apart from other departments.

“We want to build that trust with the customer,” he said.

The trust is not only critical in helping customers, but getting them to test new products. Steve Clinebell, who is based in Covington, Kentucky, is the newest North American TSG member, joining the group in 2010. He works closely with the New Product Development group arranging trial sites for product testing.

“It can be a tough sell to get a customer to participate in a trial that can last several months or years,” he said. “But we help them see the benefit to make sure the products work as efficiently as possible.”

Goeth said the relationships TSG nurtures with customers bolster ESCO’s reputation in the industry and, in some respect, sets the team apart from other departments.

“From time to time a customer might have a challenge with the sales department or engineering or shipping,” Goeth said. “But nobody is ever upset with TSG. These guys ride in on a white horse.”
ESCO's reputation as a provider of quality mining products in Australia was well-established in 2011 when the Portland, Oregon-based company significantly shifted its operation to deal directly with customers.

The move came with significant investment as ESCO purchased manufacturing sites, opened several supply and service sites near critical mining clusters and acquired an established truck body line.

The revamped business model didn't come without risk as many wondered how the "new" ESCO would operate. The Jellinbah Group, an Australia-based mine operator, provided an answer in June 2012 when it purchased five new ESCO truck bodies to match with a new fleet of trucks it was buying for its Jellinbah Coal Mine in Australia's Bowen Basin. This was the second batch of truck bodies Jellinbah ordered, but the first to be manufactured by ESCO.

"The Jellinbah deal demonstrated to the market that ESCO has the capabilities to support large capital products," said

ESCO's presence in Australia has expanded dramatically since it entered the market directly in 2011. The range of products and services offered to customers is continually expanding to meet demand.
Paul Heaphy, ESCO’s Regional Product Manager for truck bodies in Australia.

Those capabilities were further demonstrated in 2012 when ESCO flexed its manufacturing muscle and delivered a truck body to another customer and produced the first ProFill® dragline bucket manufactured in Australia. Both projects were completed at ESCO’s Mackay facility.

“We have come a long way,” said Steve Lennard, Managing Director of ESCO’s operations in Australia.

Lennard is talking about ESCO’s proven performance as well as its geographic footprint, which now extends to Southeast Asia with offices in Jakarta, Indonesia, Manila, Philippines and Balikpapan on the island of Borneo.

ESCO’s achievements in 2012 are helping the company solidify its reputation in the Australasia market. One customer has been so impressed with the performance of ESCO’s truck bodies that it is recommending other manufacturers use ESCO’s truck bodies as first fitment, Lennard said. The customer is also using ESCO as its warranty and repair provider.

The rapid expansion in Australasia mirrors ESCO’s overall growth during the last decade. The company has gone from a single office in Milton, Brisbane, and 15 employees in 2010 to 10 locations, including a foundry, and more than 300 employees at the end of 2012.

“Clearing the import hurdle was critical in proving to our customers that we can serve them with a fully functioning operation,” Lennard said.

Since securing the import license, 60 percent of ESCO’s business now comes from partnerships, which gives both sides a comfortable level of operational certainty, Lennard said.

Licensing has also allowed ESCO to focus on the continued immersion of its technical experts from supply and service outlets onto mine sites in the region and converting customers to ESCO’s ground engaging tools.

“It’s an education process to demonstrate that ESCO isn’t just about product or just about services,” Lennard said. “We are committed to providing an entire suite of solutions.”
ESCO’s expansion into Australia goes beyond offering its industry leading products. The company has opened a network of supply and service sites that are strategically located near mining clusters to meet customer demand for repairs and fabrication. ESCO’s skilled technicians are also able to perform work on mine sites to increase customer productivity.

1. KALGOORLIE
PRODUCTS & SERVICES: ESCO Wear Materials, buckets for cable shovels and hydraulic machines, GET, dozer parts, grader parts, crusher products, truck bodies

2. PERTH
PRODUCTS & SERVICES: ESCO Wear Materials, buckets for cable shovels and hydraulic machines, GET, dozer parts, grader parts, crusher products, truck bodies

3. RUTHERFORD
PRODUCTS & SERVICES: ESCO Wear Materials, buckets for dragline, hydraulic machines and cable shovels, dozer parts, GET, grader parts, crusher products, truck bodies

4. KINGAROY
PRODUCTS & SERVICES: ESCO Wear Materials, buckets for draglines, hydraulic machines and cable shovels, GET, dozer parts, grader parts, crusher products, truck bodies

MAINTENANCE AND REPAIR: Includes heavy engineering, drafting and processing; refurbishment of dragline and dipper buckets; fabrication and repair of mining truck bodies; mobile units for on-site work

5. MACKAY
PRODUCTS & SERVICES: ESCO Wear Materials, buckets for dragline, hydraulic machines and cable shovels, GET, dozer parts, grader parts, crusher products, truck bodies

HEAVY FABRICATION: Refurbishment of dragline and dipper buckets, largest overhead gantry crane in Bowen Basin

GENERAL ENGINEERING: Includes engineering design and drafting, dragline rigging repairs and fabrication of plant equipment and structural components

6. MT ISA
PRODUCTS & SERVICES: ESCO Wear Materials, buckets for dragline, hydraulic machines and cable shovels, GET, dozer parts, grader parts, crusher products, truck bodies
ESCO’s North American dealers gathered in Las Vegas for the annual Dealer Executive Policy Meeting. ESCO executives and dealers use the event to talk about sales and business development opportunities. Dealers are also recognized for years of service with ESCO and sales achievements. Scott Laurance of Sawtooth Supply won the Gerry Leake Award, which is given to the top salesperson of the year.

ESCO’s Jon Owens, left, and Tim Myers, right, present Scott Laurance of Sawtooth Supply with the Gerry Leake Award.

**GERRY LEAKE AWARD WINNER**

SAWTOOTH SUPPLY

**DEALER SERVICE ANNIVERSARY AWARDS**

Carriere Industrial Supply Limited’s 50th anniversary
Jean-Marc Valade accepts Carriere Industrial Supply’s 50th anniversary award.

Logan Corporation’s 64th anniversary
Zach Taylor accepts Logan Corporation’s 64th anniversary award.

Langer Equipment’s 60th anniversary
Bart Berg accepts Langer Equipment’s 60th anniversary award.

**PosiGrab® Coupler**

**IMPROVED SAFETY. MORE RELIABLE. EASIER TO USE.**

ESCO’s PosiGrab coupler was developed to optimize site safety and to simplify use. The PosiGrab design features both front and rear locks that are mechanically engaged through the full working cycle, and can be operated and visually confirmed from the cab. The natural position of the coupler is locked and only unlocks using forced hydraulic pressure.
NEW INTERACTIVE CENTER

A four-month mystery ended in July when ESCO unveiled its new customer briefing center at its headquarter office in Portland.

The static, two-dimensional images that lined the walls for many years were replaced with interactive monitors that better explain ESCO’s history, corporate philosophy, products, global locations and, most importantly, its people. A conference room in the center of the space was also updated, replacing wooden walls with floor to ceiling glass, turning it into a collaboration center for guests and employees.

Rob Cornilles, ESCO’s Vice President of Investor & Government Relations and Communications, oversaw the project and said the goal was to better represent ESCO — its legacy, innovation and people — to visitors, customers, recruits and current employees.

“The vision was to create a corporate briefing center that better captured the essence of ESCO — what we stand for and what we’re known for,” Cornilles said. “While we will always honor our history, our headquarters required a ‘refresh’ that would match the quality and creativity of our products and services. This interactive space, I hope, tastefully tells our story a little better.”

Only a handful of people at ESCO Portland knew what the briefing center would look like. The rest of the employees and visitors could only guess since the area was hidden behind wooden walls during the makeover.

The new look was revealed on July 13, the same day ESCO celebrated its 100th anniversary, and has drawn rave reviews from employees and customers.

“[The new] lobby is really impressive and makes a real 21st century statement on ESCO,” said Ed Millet, Managing Director at J.P. Morgan Securities in Seattle, Washington. “We appreciated the outline of the history and background on the company and the focus on international, oil and gas and industrial opportunities. It is quite amazing what has transpired at ESCO.”

The south lobby wall tells the story of ESCO’s current locations, company history and employees. Visitors can learn about the people and capabilities at each site and key milestones in the company’s history. One highlight is an interactive monitor that focuses on ESCO’s seven chief executive officers and the numerous employees who have worked at ESCO for 40 years or longer.

The north wall is dedicated to ESCO’s products. Key patents are displayed along with small-scale versions of some of ESCO’s signature inventions. An interactive screen lets visitors learn more about products through photos and videos.

“The interactive nature of the monitors and video displays provide an obvious draw that encourages people to learn about ESCO’s products and people in a fun way,” Cornilles said. “The intent is to continue to update content on an ongoing basis as the company evolves and people grow at ESCO in the next hundred years.”

Martin Marietta Materials, a North Carolina quarry operator and ESCO customer, donated a 1,750-pound stone at the entrance to the new customer briefing center at ESCO’s Portland headquarters.
ESCO HELPS COMMUNITIES

Giving back to the communities where we live and work is a key element of ESCO’s sustainability effort. Each year ESCO employees donate thousands of hours to numerous causes and charities. The photos on these two pages represent a few of those activities in the last 12 months. Employees have also coached youth sports teams, organized community dinners, taught students to read and served on the boards of local organizations. ESCO applauds its employees for helping make their communities better places to live and do business.

The ESCO Foundation donated almost $500,000 to cultural, environmental, educational and community organizations.
ESCO President & CEO Cal Collins, left, and Kyle Meeuwsen volunteer at Boy Scout camp. Rose Allred, an engineer at ESCO Portland, tutors young girls.

Jason Vanderpoorten of ESCO Newton paints room at women's shelter. Blood drive in Australia.

ESCO Port Hope employees during a United Way event.

In 2012, ESCO employees donated more than 20,000 hours of community service.
ESCO embraces sustainability as a platform for innovation. Sustainability shapes much of what the company does, from designing products and running manufacturing facilities to supporting customers, engaging with local communities and empowering employees. It pushes the company to be better and reframes how it defines challenges and identifies opportunities. ESCO sees sustainability as vital to the momentum of its business, dramatically widening the view of what's needed – and what's possible.

In its first sustainability report issued in 2013, ESCO measured and shared its performance, accelerated its efforts to address environmental, social and economic issues most material to the company and stakeholders. Real progress has already been made in areas like product design, safety, recycled materials and community engagement.

“A lot went into this report, but we still have much to do,” said Dale Gehring, Director of Continuous Improvement and Sustainability. “This report gave us some clear next steps and I’m looking forward to seeing our progress.”

The report allowed ESCO to engage with stakeholders and develop a cradle-to-cradle concept that embraces recycling and reusing materials as much as possible. The design starts at the conceptual stage of a new product to manufacturing to the customer and the capturing and reusing of a product at the end of its life cycle.

ESCO leaders are convinced that sustainability is not a problem to solve, but an opportunity to drive continuous improvement. Through this commitment, ESCO contributes to broader solutions, fuel customers’ success and moves its business forward.

“WHATEVER I DO, I TRY TO THINK IN TERMS OF DAILY ACCOUNTABILITY AND PROBLEM SOLVING.”

Daisy Li
China Continuous Improvement Leader

“ESCO’S COMMITMENT TO CONTINUOUS IMPROVEMENT HAS REALLY IMPROVED THE QUALITY OF LIFE ON THE FLOOR.”

Charlie Walker
Manufacturing Manager, Newton, MS
(Retired August 2012)
Stephen Clapham
45 years – Rotherham
Born in Sheffield, England, Stephen Clapham attended Kirk Balk Comprehensive and Barnsley College of Technology in Barnsley, Yorkshire. He joined ESCO Rotherham as a craft apprentice toolmaker. He’s also worked in product development, health and safety and construction expendables. He’s currently a new product manager for underground mining. Stephen and his wife, Christine, live in Barnsley and have one child. When not at work, Stephen likes to walk, attend the theater and is an amateur photographer.

Joseph Buckley
40 years - Newton
Joseph Buckley was born in Forest, Mississippi, and graduated from Pilate High School in Newton, Mississippi. He previously worked at a farm supply store and has been with the National Guard for 30 years. He joined ESCO Newton as a sand mill operator and has also worked as a core sitter and close up operator. He is currently a molding team leader. He and his wife, Cassandra, live in Newton and have five sons, one daughter and 17 grandchildren. Joseph likes to ride motorcycles when not working.

John Bullock
40 years – Port Hope
John Bullock was born in Port Hope, Ontario, and graduated from C.D.C.I. East High School in Cobourg, Ontario. He joined ESCO Port Hope’s grinding department and has since worked in heat treat, paint and as a press operator. John is currently a casting finishing team leader. He and his wife, Moe, have two children and four grandchildren and live in Cobourg. John likes to watch sports, hunt, fish and golf when he’s not working.

Garry Finlay
40 years – Portland
Born in Roseburg, Oregon, Garry Finlay graduated from Roseburg High School and then Oregon Tech with a bachelor’s degree in mechanical engineering. He joined ESCO Portland as a design engineer with the mechanized forest products group. He has been a manufacturing engineer and is currently a dimensional gage engineer. Garry lives in Portland with his wife, Rita. He enjoys photography, hiking, bird watching, and building model boats and helicopters when not at work.

Johnnie Foley
40 years – Newton
Johnnie Foley was born in Newton and graduated from Hickory High School in Hickory, Mississippi. He attended East Central Community College in Decatur, Mississippi. He joined ESCO Newton as a flogger and has worked as a pourer, crane operator and furnace operator. He currently works in the melting department. Johnnie’s brother, Ronnie Foley, also works at ESCO Newton. Johnnie and his wife, Frances, live in Newton and have one child, Scott Foley, and three grandchildren. He likes to travel, camp and work with wood in his free time.

John Heeren
40 years – Portland
A native of Watska, Illinois, John Heeren graduated from Milford Township High School in Milford, Illinois. He received a bachelor’s degree in accounting from Illinois State University and served two years in the U.S. Army before accepting a cost accountant position at ESCO Danville. He’s also been a plant controller, distribution center manager and part of the Oracle implementation team. He is currently a global distribution process leader. His wife, Marcy, worked for 13 years at the Danville plant. The couple have three children and one grandchild, and live in Westville, Illinois.

Aaron Koehler
40 years – Portland
Born in Portland, Oregon, Aaron Koehler received a management degree from Portland Community College and joined ESCO Portland as a crane chaser on the main floor in the Slinger Bay. He’s held numerous jobs in manufacturing, production and management and is currently manufacturing manager for the Main Plant. He and his wife, Brenda, live in Portland. Aaron likes to read, tend to his rose garden and occasionally enjoy a good cigar when he’s not working.

John Kreitzberg
40 years – Portland
A Seattle, Washington native, John Kreitzberg graduated from Boys Central in Butte, Montana. He received a bachelor’s degree in mechanical engineering from Oregon State University and came to work at ESCO Portland as an engineer in the construction expendables department. He’s remained in the product engineering department and is currently an engineering integration manager at ESCO Doncaster. John’s son, Ryan, is a lead engineer for truck bodies. John and his wife, Kathleen, have three children and three grandchildren.

Roger Long
40 years – Portland
Born in Danville, Illinois, Roger Long graduated from Hoopeston High School in Hoopeston, Illinois, and earned a degree in political science from Southern Illinois University. He was a management trainee for the American Can Company before joining ESCO Danville as an inside sales person. He is currently a senior district manager for the Southeast. Roger and his wife, Mary, live in Woodstock, Georgia. He likes to fish, boat, read and enjoy nature when he’s not working.

Dan Nester
40 years – Newton
Born in Memphis, Tennessee, Dan Nester graduated from Meridian High School in Meridian, Mississippi. He studied history at the University of Mississippi and was an ambulance attendant and shipping clerk before joining ESCO Newton as a coremaker. He was also a lead in the coreroom and a lab technician. He is currently a lab technician in the spec and sand labs. He lives in Decatur, Mississippi, and likes to collect music.

Hamp Savell
40 years – Newton
Hamp Savell joined ESCO Newton as a flogger and has worked numerous jobs in the foundry. He is currently a mobile equipment operator. Hamp lives in Lawrence, Mississippi.

Bill Stenerson
40 years – Portland
A native of Portland, Oregon, Bill Stenerson graduated from Taft High School in Lincoln City, Oregon. He worked in construction before coming to ESCO Portland to work in the Doghouse. He’s worked in the paint shed and on mobile equipment. Bill is currently a lean leader for the facilities department. He and his wife, Debbie, live in Hubbard, Oregon. The couple have two children and five grandchildren. Bill and his wife take yearly trips to Hawaii.
Johnny Wansley

40 years – Newton

Born in Decatur, Mississippi, Johnny Wansley graduated from Decatur High School and joined ESCO Newton as a flogger. He’s also built buckets and is currently an order clerk. Johnny’s brother, William Wansley, also works at ESCO Newton as a lead man. Johnny lives in Decatur and likes to watch movies when not working.

Sharon Anderson

35 years – Port Hope

Sharon Anderson was born in Port Hope, Canada, and graduated from CDCI West in Cobourg, Canada. She was hired at ESCO Port Hope in the accounts payable department. She’s also worked in quality assurance and is currently a human resource specialist. Sharon’s nephew, Ryan Howard, is a melter at Port Hope. Sharon lives in Camborne, Canada, with her husband, Jim. The couple have two children. Sharon likes to ride horses and camp in her free time.

Bennie Boykin

35 years – Newton

Bennie Boykin was born in Union, Mississippi, and graduated from Sebastapol High School in Sebastapol, Mississippi. He was hired at ESCO Newton as a grinder. Bennie also worked the shot blast machine and as a welder and mechanic. He is currently a lead man. Bennie and his wife, Annette, have three children and seven grandchildren. He likes to fish when not working.

Bob Burnham

35 years – Port Hope

Born in Ottawa, Canada, Bob Burnham graduated from Northern Secondary in Sturgeon Falls, Ontario, and studied welder fitting at Durham College in Oshawa, Ontario. Bob was a tourist camp operator before coming to ESCO Port Hope as a grinder. He’s also worked in heat treat, stores and bucket fabrication. Bob is currently a welder fitter. He lives in Camborne, Canada, with his wife, Terre. The couple have two children. Bob likes to fish and hunt in his free time.

Barry Cragie

35 years – Doncaster

Barry Cragie was born in Doncaster, England, and attended Stanforth Secondary Modern School and George Gate Technical College in Doncaster. He joined ESCO Doncaster in the turning department and has also worked in drilling, milling and boring. He is currently an inspector. Barry likes to garden, fish, ride motorcycles and shoot clay targets when not working. He and his wife, Sylvia, live in Doncaster and have two children and two grandchildren.

Wayne McCorkle

35 years – Newton

Born in Union, Mississippi, Wayne McCorkle graduated from Union High School and attended East Central Community College in Decatur, Mississippi. He first joined ESCO Newton as a flogger and has worked in quality management. Wayne is currently a quality system analyst. Kevin and Robert Reid, Wayne’s nephews, also work at ESCO Newton. Wayne and his wife, Angie, live in Union and have three children, Megan McCorkle and Chris and Jake Cain. They also have a granddaughter, Lese Page.

Stephen Nesbitt

35 years – Port Hope

A native of Bowmanville, Canada, Wayne Scott graduated from Port Hope High School and came to work at ESCO Port Hope as a grinder. He is currently a melter. Stephen and his wife, Brenda, live in Port Hope and have three children and three grandchildren. Stephen likes to golf and ride motorcycles when not working.

Wayne Scott

35 years – Port Hope

A native of Bowmanville, Canada, Wayne Scott graduated from Port Hope High School and worked on a farm before joining ESCO Port Hope as a pourer. He has since been a melting team lead and worked in heat treat, melting service and refractory. He is currently a pourer. His brother-in-law, Paul Green, works in melting at Port Hope. Wayne and his wife, Diane, live in Peterborough, Ontario. The couple have two grown children and three grandchildren. Wayne likes to garden and watch NASCAR and tractor pulls when he’s not working.

Tracy Ann Whalen

35 years – Portland

A native of Portland, Oregon, Tracy Ann Whalen graduated from Central Catholic High School in Portland and attended Portland Community College, Portland State University and Maryhurst University. She worked in a warehouse and as a machinist before joining ESCO Portland as a traffic clerk. She’s been an assistant corporate traffic manager and corporate traffic manager. Tracy is currently a global logistics process and compliance manager. Her brother, Jim Whalen, also works at ESCO Portland. Tracy lives in Beaverton and has two children. She likes to play the drums when not working.

David Bylsma

30 years – Port Hope

A native of Bowmanville, Ontario, David Bylsma attended Sir Sandford Fleming College in Peterborough, Ontario, before joining ESCO Port Hope as a flogger. He’s also worked in the molding, core making and maintenance departments. David is currently a maintenance team leader. He and his wife, Mariette, have two children and live in Cobourg, Ontario. David likes to buy, repair and then sell homes in his spare time.

Kathleen Evans

30 years – Rotherham

Born in Chapeltown, Sheffield, Kathleen Evans came to ESCO Rotherham to work in the brazing shop. She’s also worked in packing and now is in the nozzle section. Her husband, Leslie Evans, also works at ESCO Rotherham. The couple live in Barnsley, England, and have one daughter.

Bill Gibbon

30 years – Port Hope

Bill Gibbon was born in Burlington, Ontario, and graduated from M.M. Robinson High School in Burlington. He held various welding jobs before joining ESCO Port Hope as a molder. Bill has also been a millwright and is currently a weld fitter. He has one child and lives in Milbrook, Ontario. Bill likes to fish, hunt and collect antique furniture and fishing tackle when he’s not working.
Shane Keating
30 years – Port Hope

Born in Peterborough, Ontario, Shane Keating graduated from Kenner High School. He worked at General Electric before joining ESCO Port Hope as a flogger. Shane has also been a coremaker and is currently a core mold team leader. His nephew, Ryan Foley, also works at Port Hope as a molder. Shane and his wife, Kim, have five children and live in Mount Pleasant, Ontario. He likes to hunt, fish and ride his Harley motorcycle when not working.

Alan Martin
30 years – Rotherham

Born in Rotherham, England, Alan Martin graduated from Thrybergh Comprehensive and attended Rotherham College of Technology. He was hired as a machinist at ESCO Rotherham. He currently works in the machine shop. He and his wife, Lesley, live in Rotherham and have two children and three grandchildren. Alan likes to golf, play football, garden and swim when he’s not at work.

Martin Willingham
30 years – Rotherham

Born in Sheffield, England, Martin Willingham graduated from Hinde House School and attended Sheffield College. He worked as a machine operator before joining ESCO Rotherham as a miller. He’s been a turner and foreman and is currently a production controller. Martin and his wife, Susan, have one child. When he’s not working, Martin plays bass guitar in a soul band and teaches scuba diving.

William Adams
25 years – Bucyrus

Born in Bucyrus, Ohio, William Adams graduated from Kaiserslautern High School in Kaiserslautern, Germany. He attended Marion Technical College in Marion, Ohio, and came to ESCO Bucyrus in the bids and quote department. William is currently a head draftsman. He and his wife, Edna, live in Bucyrus. The couple have two children and five grandchildren. William likes playing chess and working with wood during his free time.

Brett Ball
25 years – Doncaster

Born in Doncaster, England, Brett Ball attended Don Valley High School in Doncaster, Yorkshire. He attended Doncaster Technical College, completed an engineering apprenticeship and worked at a few companies before joining ESCO Doncaster as a design engineer. He is currently a senior design engineer. He and his wife, Adrienne, have three children. Brett likes to play soccer, golf and other sports when not working.

James Bearden
25 years - Portland

James Bearden was born in Santa Barbara, California, and received a bachelor’s degree in mechanical engineering from Portland State University in Portland, Oregon. He joined ESCO Portland as a design engineer in gage engineering. He is currently the engineering manager for cast products. He likes to play music, travel, camp and hike when not working. James and his wife, Lori, have two grown children and one grandchild. The couple live in Beaverton, Oregon.

Darleen Cahall
25 years – Portland

A California native, Darleen Cahall graduated from Lake Oswego High School in Lake Oswego, Oregon. She received a biology and engineering degree from Portland State University. Darleen joined ESCO Portland as a manufacturing engineer. She is currently a senior gage design engineer. Darleen and her partner, Connie Ledbetter, live in Tualatin, Oregon, and have two nephews, three nieces, two grandniephews and two grandnieces. She likes to watch birds and nature, attend plays and chamber music concerts and study genealogy when not at work.

James Cotsamire
25 years – Bucyrus

Born in Marion, Ohio, James Cotsamire joined ESCO Bucyrus to work on the snow plow punch. He’s also worked in milling and operating a CNC machine. He is currently a manager. He and his wife, Julia, have one child. James likes watching his son play sports and race go-carts.

Trevor Dudley
25 years – Rotherham

A native of Doncaster, England, Trevor Dudley attended Danum Comprehensive before taking a job as an electrician for British Rail Engineering. He came to ESCO Rotherham as an LNC programmer and is currently a team leader. A resident of Doncaster with his wife, Elizabeth, the couple have two children and one grandchild. Trevor likes walking and programming games for his Xbox when not at work.

Paul Foster
25 years – Doncaster

Born in Doncaster, England, Paul Foster attended Don Valley High School and Doncaster Technical College. He worked at British Rail Engineering and Fletcher Sutcliffe Wild engineering before joining ESCO Doncaster in the welding department. He is currently a welder. Paul lives in Doncaster with his wife, Gail. The couple have two children. Paul likes to fish and watch football and horse racing when not working.

Brian Hall
25 years – Newton

Born in Bloomington, Illinois, Brian Hall graduated from Decatur High School in Decatur, Mississippi. He attended East Central Community College in Decatur and worked at a grocery store before joining ESCO Newton as a pourer. Brian has also worked as a flogger and mechanic. He is currently a technical support representative. Brian and his wife, Celeste, have two children. The family lives in Decatur and Brian likes to fish and play football and baseball when he’s not working.

David Hamilton
25 years – Frameries

David Hamilton was born in Mirfield, England, and graduated from Cardinal Hinsley Grammar School for Boys. He attended Teesside University and worked for an ESCO licensee before joining ESCO Frameries as a technical manager for the United Kingdom. David is currently a product specialist for Europe and lives in Measham, Leicestershire. David and his wife, Marlene, have three children and two grandchildren. The couple enjoy listening to music from the ’60s and ’70s and dancing on Saturday evenings.
Steve Herbert
25 years – Portland
A native of Urbana, Illinois, Steve Herbert graduated from Unity High School in Tolono, Illinois, and the University of Illinois. He worked for Jewel Foods in Chicago. He first came to ESCO as a customer service representative and has been a district manager, business manager and in supply chain. He is currently product manager for blades and attachments. His wife, Julie, is the trade show and event coordinator for ESCO. The couple have three children. Steve likes to watch and coach his children in sports.

Dave Jones
25 years – Bucyrus
A native of Mount Gilead, Ohio, Dave Jones graduated from Colonel Crawford High School in North Robinson, Ohio. He worked in auto parts sales before coming to ESCO Bucyrus as a painter. He currently works in shipping. Dave and his wife, Pomi, live in Galion, Ohio, and have two children. He likes to work outside, cook and watch NASCAR races when he’s not working.

Jeff Kershaw
25 years – Portland
Born in Portland, Oregon, Jeff Kershaw graduated from Jesuit High School. He received a bachelor’s degree in mechanical engineering from the University of Portland and an MBA from Portland State University. He came to ESCO Portland as a capital products engineer. He has held numerous managerial positions including managing director in Europe and vice president for the Asia Pacific region. He is currently President of the Mining Division. Jeff and his wife, Pomi, live in Portland. The couple have two children.

David Larsen
25 years – Portland
Born in Portland, Oregon, David Larsen graduated from Wilson High School before attending Portland Community College and Mount Hood Community College. He joined ESCO’s finishing department and has worked numerous jobs in the plant and field. David is currently a regional continuous improvement manager for North America. He has a brother who also works at ESCO. David and his wife, Renee, have two children. The family lives in Cedar Mill, Oregon.

John Link
25 years – Windber
A native of Altoona, Pennsylvania, John Link graduated from Cambria Heights Senior High School in Patton, Pennsylvania. He worked as a machinist, welder and mechanic before coming to ESCO Windber as a machinist, the position he currently holds. John and his wife, Lisa, live in Patton and have two children. John likes to ride his all-terrain vehicle and repair farm equipment when not working.

Scott Seiffert
25 years – Portland
Born in Hillsboro, Oregon, Scott Seiffert graduated from Glencoe High School. He received an engineering degree from the University of Portland and joined ESCO Portland as an engineer for the front end loader bucket and zipper lip teams. He is currently a team leader for the engineering data management group. Scott’s wife, Ardra, is a former ESCO employee. The couple have one son. Scott likes to travel, read, golf, cook and watch soccer games with his son when he’s not working.

Larry Sturz
25 years – Windber
Born in Somerset, Pennsylvania, Larry Sturtz graduated from Conemaugh Township High School in Davidsville, Pennsylvania. He was a welder at a couple of different companies before coming to ESCO Windber as a manufacturing team leader, the position he currently holds. He and his wife, Celestine, live in Hooversville, Pennsylvania, and have two children and two grandchildren. Larry likes to hunt and fish when he’s not working.

Rubin Tatum
25 years – Newton
Rubin Tatum was born in Sharon, Pennsylvania, and graduated from Hickory High School in Hickory, Mississippi. He attended East Central Community College in Decatur, Mississippi, before coming to ESCO Newton as a welder. Rubin has held numerous positions in the foundry and is currently a team leader. He and his wife, Gloria, live in Newton. The couple have one daughter and one grandchild. Rubin likes to read, bowl and watch football games when not working.

Jonathan Haddock
20 years – Rotherham
A native of Rotherham, England, Jonathan Haddock graduated from Old Hall Comprehensive. He studied business studies at Rotherham College of Arts & Technology and management accountancy at Derby University. He owned a bar before joining ESCO Rotherham’s IT department. He’s also been a sales clerk, sales coordinator and in production control. He’s currently a sales manager. Jonathan lives in Rotherham with his wife, Lisa. The couple have two children. Jonathan likes to play golf, work on his house, garden and watch his son play football.

Heather Johnson
20 years – Portland
Born in Portland, Oregon, Heather Johnson graduated from North Clackamas High School in Oregon City, Oregon. She received an associate arts degree in accounting from Clackamas Community College and is scheduled to receive a bachelor’s degree in business management from Marylhurst University. Heather joined ESCO Portland as an administrative assistant and order entry person. She is currently a senior accountant. Heather lives in Milwaukee, Oregon, and likes to sing and play the piano in her spare time. She has two children.

Antonio Lovera Escutia
25 years - Atlacomulco
Born in Atlacomulco, México, Antonio Lovera Escutia worked at a mattress factory before coming to work at ESCO Atlacomulco’s blade cutting area. He has worked in the paint and bevelling departments and currently works in the blade cutting area. Antonio and his wife, Ms. De la Paz, have two children.

David Link
25 years – Bucyrus
A native of Altoona, Pennsylvania, David Link graduated from Cambria Heights Senior High School in Patton, Pennsylvania. He worked as a machinist, welder and mechanic before coming to ESCO Windber as a machinist, the position he currently holds. John and his wife, Lisa, live in Patton and have two children. John likes to ride his all-terrain vehicle and repair farm equipment when not working.

Antonio Lovera Escutia
25 years - Atlacomulco
Born in Atlacomulco, México, Antonio Lovera Escutia worked at a mattress factory before coming to work at ESCO Atlacomulco’s blade cutting area. He has worked in the paint and bevelling departments and currently works in the blade cutting area. Antonio and his wife, Ms. De la Paz, have two children.

Steve Herbert
25 years – Portland
A native of Urbana, Illinois, Steve Herbert graduated from Unity High School in Tolono, Illinois, and the University of Illinois. He worked for Jewel Foods in Chicago. He first came to ESCO as a customer service representative and has been a district manager, business manager and in supply chain. He is currently product manager for blades and attachments. His wife, Julie, is the trade show and event coordinator for ESCO. The couple have three children. Steve likes to watch and coach his children in sports.

David Jones
25 years – Bucyrus
A native of Mount Gilead, Ohio, Dave Jones graduated from Colonel Crawford High School in North Robinson, Ohio. He worked in auto parts sales before coming to ESCO Bucyrus as a painter. He currently works in shipping. Dave and his wife, Pomi, live in Galion, Ohio, and have two children. He likes to work outside, cook and watch NASCAR races when he’s not working.

Jeff Kershaw
25 years – Portland
Born in Portland, Oregon, Jeff Kershaw graduated from Jesuit High School. He received a bachelor’s degree in mechanical engineering from the University of Portland and an MBA from Portland State University. He came to ESCO Portland as a capital products engineer. He has held numerous managerial positions including managing director in Europe and vice president for the Asia Pacific region. He is currently President of the Mining Division. Jeff and his wife, Pomi, live in Portland. The couple have two children.

David Larsen
25 years – Portland
Born in Portland, Oregon, David Larsen graduated from Wilson High School before attending Portland Community College and Mount Hood Community College. He joined ESCO’s finishing department and has worked numerous jobs in the plant and field. David is currently a regional continuous improvement manager for North America. He has a brother who also works at ESCO. David and his wife, Renee, have two children. The family lives in Cedar Mill, Oregon.

John Link
25 years – Windber
A native of Altoona, Pennsylvania, John Link graduated from Cambria Heights Senior High School in Patton, Pennsylvania. He worked as a machinist, welder and mechanic before coming to ESCO Windber as a machinist, the position he currently holds. John and his wife, Lisa, live in Patton and have two children. John likes to ride his all-terrain vehicle and repair farm equipment when not working.

Scott Seiffert
25 years – Portland
Born in Hillsboro, Oregon, Scott Seiffert graduated from Glencoe High School. He received an engineering degree from the University of Portland and joined ESCO Portland as an engineer for the front end loader bucket and zipper lip teams. He is currently a team leader for the engineering data management group. Scott’s wife, Ardra, is a former ESCO employee. The couple have one son. Scott likes to travel, read, golf, cook and watch soccer games with his son when he’s not working.

Larry Sturz
25 years – Windber
Born in Somerset, Pennsylvania, Larry Sturtz graduated from Conemaugh Township High School in Davidsville, Pennsylvania. He was a welder at a couple of different companies before coming to ESCO Windber as a manufacturing team leader, the position he currently holds. He and his wife, Celestine, live in Hooversville, Pennsylvania, and have two children and two grandchildren. Larry likes to hunt and fish when he’s not working.

Rubin Tatum
25 years – Newton
Rubin Tatum was born in Sharon, Pennsylvania, and graduated from Hickory High School in Hickory, Mississippi. He attended East Central Community College in Decatur, Mississippi, before coming to ESCO Newton as a welder. Rubin has held numerous positions in the foundry and is currently a team leader. He and his wife, Gloria, live in Newton. The couple have one daughter and one grandchild. Rubin likes to read, bowl and watch football games when not working.

Jonathan Haddock
20 years – Rotherham
A native of Rotherham, England, Jonathan Haddock graduated from Old Hall Comprehensive. He studied business studies at Rotherham College of Arts & Technology and management accountancy at Derby University. He owned a bar before joining ESCO Rotherham’s IT department. He’s also been a sales clerk, sales coordinator and in production control. He’s currently a sales manager. Jonathan lives in Rotherham with his wife, Lisa. The couple have two children. Jonathan likes to play golf, work on his house, garden and watch his son play football.

Heather Johnson
20 years – Portland
Born in Portland, Oregon, Heather Johnson graduated from North Clackamas High School in Oregon City, Oregon. She received an associate arts degree in accounting from Clackamas Community College and is scheduled to receive a bachelor’s degree in business management from Marylhurst University. Heather joined ESCO Portland as an administrative assistant and order entry person. She is currently a senior accountant. Heather lives in Milwaukee, Oregon, and likes to sing and play the piano in her spare time. She has two children.

Antonio Lovera Escutia
25 years - Atlacomulco
Born in Atlacomulco, México, Antonio Lovera Escutia worked at a mattress factory before coming to work at ESCO Atlacomulco’s blade cutting area. He has worked in the paint and bevelling departments and currently works in the blade cutting area. Antonio and his wife, Ms. De la Paz, have two children.
ESCO products are trusted at mines worldwide for productivity and safety, and the new Nemisys tooth and lip system is engineered to deliver those same benefits. The optimized lip is better sized for today’s machines and the streamlined profile maximizes production. The new hammerless tooth and shroud systems help reduce maintenance costs through improved reliability, faster and safer replacement, and improved lip coverage. Available as a complete lip system or a stand-alone tooth system.
Esco products are trusted at mines worldwide for improved productivity and safety. The new Ultralok® mining tooth system is engineered to deliver these same benefits, enabling your machines to dig longer and more efficiently with less maintenance interaction.