UNVEILING NEMISYS™

INSIDE:

MINEXPO 2012
Innovation takes center stage

INTERMAT
ESCO Europe celebrates 50 years

P&H PARTNERSHIP
Shared knowledge improves products

NEW FOUNDRY
Grand opening in Chile
Welcome to the special MINExpo 2012 edition of The Edge magazine! This quadrennial event brings together the biggest names in mining to talk about our industry and products. The excitement that accompanies this gathering took on an even higher level for ESCO this year as we unveiled Nemisys, a truly innovative product. This integrated mining lip, tooth and shroud system is a first for ESCO and gives our customers a tool that will improve productivity, reduce maintenance costs and increase safety.

Our cover story explains how Nemisys came to be and gives you a peek behind the curtain as the engineering team that designed the system talks about the process. It’s an insightful look into the people that make ESCO the company it is today and why we continue to be an industry leader in terms of innovation.

Nemisys played the starring role for ESCO’s presence at MINExpo, but it’s far from the only product or service we wanted to highlight. We also put the spotlight on our truck bodies, ESCO’s underground shearer mining drums and picks, and ESCO’s Wear Management service. The story on page 10 gives you a quick synopsis of each product and service and why it benefits you, our valued customer.

On page 16, you’ll read about ESCO’s latest foundry, a joint venture with Elecmetal. Leaders from both companies gathered at the plant outside Santiago, Chile in May for a grand opening celebration. This state-of-the-art facility will better serve our customers in Chile and is another example of our efforts to increase capacity to better meet demand.

A photo montage on page 14 illustrates ESCO Europe’s participation in the Intermat trade show, which was held in April in Paris. The event was also a chance to gather with customers and celebrate our 50th anniversary of doing business in Europe.

The last story I would like to highlight is the piece on page 15 that talks about our partnership with P&H Mining Equipment Inc. ESCO will use its latest technology in lip design to match with P&H buckets. This is a great example of ESCO working with its customers to improve productivity.

Please, enjoy this special issue. And, for those of you who stopped by our booth at MINExpo, thank you for the taking the time and we hope the Nemisys system made an impression.
Latin America

ESCO continues to expand its presence in Latin America with the latest move in the personnel department. Juan Zarate and Chris Wackett recently joined ESCO to assume control of two key functions in the region. Zarate, the new Supply Chain Director for Latin America, will be responsible for all supply chain, demand planning, purchasing and logistics functions within the region, and for aligning regional processes with ESCO’s Global Supply Chain. Wackett is the new Senior Manager for Products and Marketing in Latin America and is responsible for managing ESCO’s products and marketing for the region and aligning regional processes with ESCO’s global Products and Marketing processes. Both Zarate and Wackett will work out of ESCO’s office in Lima, Peru.

Oil Sands

In June, ESCO acquired full ownership of ESCO Supply Limited in a move that puts the company in direct contact with its customers in the oils sands region in Canada. ESCO Supply Limited was formed in 2007 as a 50-50 partnership between ESCO and Equipment Sales and Service of Toronto, Canada.

ESCO Windber

In September, ESCO acquired Advanced Cutting Systems, a designer and manufacturer of high-quality cutting drums used in underground mining. Advanced Cutting System is based in Windber, Pennsylvania. The company’s products are known for increased production results, smoother cutting action, long drum life and low maintenance costs.

ACS and its approximately 40 employees have joined ESCO’s Engineered Products Group. Doing business as ESCO Windber, the site will continue to manufacture products for North America under the ESCO brand and will be a supply and service location for the underground mining industry.
Balikpapan

ESCO’s Balikpapan office spent a busy June training customers and employees as well as attending the Balikpapan EXPO 2012 trade show. Michael Meidow, technical manager for the Asia-Pacific region, Paul Heaphy, regional product manager for truck bodies, Russell Deguara, technical service group for APAC, and Chris Biehn, marketing manager for APAC, led several of the training sessions and helped with the trade show.
INTRODUCING NEMISYS™
A conundrum materialized a few years ago when ESCO was tasked by a key customer to fit a new tooth system onto an existing lip and hit a specific weight requirement. Regardless of what engineers tried, they couldn’t meet the weight limit.

Chris Carpenter, ESCO’s Manager for New Products and Development, decided the solution was to try something unprecedented at ESCO. He combined the two engineering teams trying to solve the problem and challenged them to simultaneously design a mining lip, shroud and three-piece tooth to be integrated into one system, the first of its kind for ESCO.

“We weren’t engineering in a box anymore,” said Kevin Stangeland, an engineer who was tapped to lead the project. “We had flexibility.”

The result is the Nemisys™ system, which made its debut at MINExpo International 2012. The integrated mining lip, shroud and three-piece tooth system provides a better fit between the components, which translates to improved performance and longer wear life. The system gives customers four sizes to better match with machines.

The Nemisys system’s smallest size became available to customers in September, and a roll out of larger sizes continues to October 2013.

Testing shows integrated components offer significant improvements to productivity and reliability.

► The lip design and matching tooth system requires on average 10 percent less force to penetrate.

► Teeth have up to 19 percent more usable wear metal.

► Lip system weighs on average 7 percent less.

Designing the new integrated Nemisys system allowed ESCO’s engineers to unleash their creative side and harness the power of improved design technology to create a revolutionary solution to a customer’s problem.

“The technology we used to develop Nemisys allowed us to leap even further ahead of the competition,” said Noah Cowgill, an engineer on the team.
Cowgill and other engineers on the Nemisys team benefitted from ESCO’s continual investment in engineering tools. This allowed the group to use robots for scale productivity and penetration analysis, computer simulation for stress tests and a host of other tools in the company’s product test lab.

“The primary focus for all of our product development teams is transforming ideas and information into safe products that will provide a clear productivity advantage,” Carpenter said.

Creating that advantage is the challenge ESCO’s engineers constantly face.

Any mining machine is essentially a series of sub-systems working together. Clinton Wood, an engineer on the Nemisys team, said when ESCO developed a new product the engineering team was focused on that sub-system. How that sub-system or new product was going to interact with other components was, at times, a secondary consideration.

Those were the operating conditions in 2008 when Cowgill was leading a small team that was designing a new tooth system to replace the Posilok and Posilok Plus tip. Robert McClanahan led a separate team that was designing a new nose and intermediate adapter for Cowgill’s tip. Cowgill and McClanahan’s teams merged in June 2010.

It was around this time that a customer became interested in the new tooth system, but only if the teeth and lip hit a target weight limit. This is the point in product development when engineering and design must meet at the right intersection so that a product’s functionality meets ESCO’s high standards of performance, reliability and safety. Those performance benchmarks weren’t being met as changes were made and trials conducted.

Call this the “aha” moment in the development of the Nemisys system.

Carpenter, a 26-year employee at ESCO, came to the company as a gauge design engineer and is a veteran of product development. In meetings with technical teams and product managers, it became clear that ESCO needed to approach this project differently. Carpenter, working closely with Doug Pierce, a global product manager, and Steve Herbert, a marketing manager, crafted a proposal that called for monumental change to the design process rather than incremental improvements.

“The primary focus for all of our product development teams is transforming ideas and information into safe products that will provide a clear productivity advantage.”

Carpenter and others obtained approval from the executive team to develop ESCO’s first integrated lip, shroud and tooth system. The group also wanted the new system to reach production within six months, a tight timeline for ESCO.

“That put a lot of tension on the team,” Stangeland said.

The merging of 12 engineers into the Nemisys group was initially awkward.

“Most teams only have a few design engineers,” said Wood. “Nemisys is a team of 12 design engineers.”

Complicating the project was the fact that various components would be designed concurrently, something that isn’t typically done at ESCO.

“It was like bringing people into a family, like the ‘Brady Bunch,’” said Joel Hankland, another team member.
The team gelled though as excitement built around the challenge and everyone became comfortable with so many moving pieces of the project. Late night sessions became common as team members would still be huddled around computers long after the office emptied of other workers. Empty pizza boxes became desktop fixtures. E-mail discussions started and continued past midnight.

Although ideas were percolating, they needed more time to collect data. Cowgill convinced leaders in October to push the project back six months. The team gathered more data and winnowed down the number of designs for each of the components. The finalized designs were put through more field tests.

“This is when the team really came together,” said teammate Abram Hernandez.

By early spring, field-testing data were showing good results. Computer modeling and work in ESCO’s test lab was occurring on the lip and shrouds. Data were coming in from the finalized components of the system. Computer modeling and work in ESCO’s test lab confirmed that the Nemisys system was hitting or exceeding customer-driven design targets.

The tooling for Nemisys was built and molded in May. The die had truly been cast.

Engineers and production teams continue to refine the Nemisys system as they ready to release the new product.

The Nemisys engineers said ESCO couldn’t have built the same system 10 years ago. The technology just wasn’t available. But it wasn’t just the technology that defined the Nemisys project. Those software tools were matched with some of ESCO’s best engineers who were put in a unique environment and allowed to succeed.

“I’ve been involved in a few other key projects at ESCO, but this could be the type of project that defines our careers,” Hankland said.
ESCO Corporation joined 1,800 other exhibitors in the mining business at MINExpo International 2012 held in Las Vegas, Nevada.

The focus for ESCO was the launch of Nemisys, its new integrated mining lip, shroud and tooth system. But with 99 years of experience in the mining industry, ESCO had several other product lines to highlight.

ESCO’s truck bodies continue to prove to be a dependable product in Australia’s rugged mining regions. The ESCO shearer drum is a newcomer to the company’s product family and allows ESCO to expand its presence in the underground mining market.

Finally, ESCO Wear Management is a comprehensive service that assesses a customer’s overall mining needs, diagnoses the remedies and implements the improvements.

ESCO Truck Body

A two-stage dump process has earned ESCO truck bodies a reputation for efficiency and less wear while working in the rugged Bowen Basin in Australia and coal mines in Indonesia.

Paul Heaphy, a truck body specialist for ESCO, said two key features allow ESCO’s truck bodies to empty quickly while reducing wear.

The first critical detail is the curved tail that creates a two-stage dumping process. As the body rises, the top part of the load slides out leaving behind a sliver of material that follows once the body hits the right angle.

“That’s important because the last bit of material is lighter than the full load, creating less friction on the body’s bed,” Heaphy said.

Less weight and friction means the bed lasts longer. It doesn’t need a liner and the life of the body is extended.
Jellinbah Resources has used ESCO’s truck body at its Bowen Basin location since 2009. Six ESCO bodies are paired with Terex MT3700 haul trucks and another five are mounted on Komatsu HD 1500-7 trucks.

“They are good bodies,” said Dave Chelepy, a production superintendent at Jellinbah. “The tail doesn’t drag like it does on other bodies and the rear lip helps eject the material for better and cleaner dumping.”

ESCO Shearer Drum
ESCO’s presence in the underground mining world was minimal until 2011 when the company purchased Hydra Mining Tools International, a company based in the United Kingdom with a 40-year history of manufacturing shearer drums.

ESCO’s shearer drums are differentiated from the competition through advanced cutting systems and a long history of being the industry leader of wet and dry conical and radial shearer drums. The drums are built with a bespoke design that lets ESCO tailor the cutting systems to a mine’s specific needs.

“Every longwall face is different so the geology of each mine is considered to maximize productivity and safety,” said Ermanno Simonutti, general manager for ESCO’s shearer drum product family.

ESCO is working with a global mine company in the iron ore area of Western Australia to develop a hard rock body. Plans are also underway to expand the availability of truck bodies into markets around the globe, such as the Powder River Basin in Wyoming and South Africa.
“These markets will offer significant growth opportunities in the future,” said Simonutti.

Shearer drum engineers from the underground division demonstrated their ability to adapt and be innovative in 2011 when they built the world's largest and heaviest split radial shearer drum for a customer in China. The drum is 3.2 meters (10 feet) in diameter and weighs 10 tons. To construct the drum, engineers had to design and build manipulators capable of creating a drum to those dimensions.

By meeting customer requests, like with the drum earmarked for China, ESCO was able to increase orders by 47 percent and see operating profits hit record levels in 2011.

“We have raised the bar to a new level in technology, product quality and customer service,” Simonutti said.

ESCO Wear Management
ESCO has earned its reputation in the industry by developing innovative cast and fabricated mining products and utilizing its 99 years of metallurgical experience to increase equipment productivity and performance. ESCO Wear Management services marries the company's network of supply and service facilities with its wear metal expertise.

The ESCO Wear Management service is an on-going equipment maintenance cycle consisting of four components: wear evaluation, diagnosis, solution implementation and performance monitoring of repairs and installations. Customers will be able to access the service through ESCO's network of supply and service locations.

The process starts with a trained ESCO technician visiting a customer's site and performing a complete wear evaluation of the operation. That evaluation allows the technician to diagnose areas where repairs or wear protection are needed.

The introduction of ESCO Wear Management is the natural progression of ESCO's history of working with its customers to resolve problems.
upgrades might be needed. The solutions are then implemented through the application of appropriate products and materials drawn from the Wear Management toolkit.

The toolkit features a wide variety of ESCO products and premium materials sourced from qualified suppliers, including Kwik-Lok II® wear protection, Infinity Bimetallic wear products, E3 overlay technology, abrasion resistant plate, rubber, plastic and ceramic components.

“The introduction of ESCO Wear Management is the natural progression of ESCO’s history of working with its customers to resolve problems,” said Michael Stuyvesant, global product manager for the service. “This service allows ESCO to work even closer and on a more regular basis to help our customers lower their overall cost of ownership and be as efficient and safe as possible.”

ESCO Wear Management is not a singular event but a continual maintenance program where technicians monitor the performance of repairs and product installation.

The service is already paying dividends for ESCO’s global customers.

In Carajas, Brazil, ESCO’s supply and service operation maintains five mobile service trucks that make regular trips to the Sossego and Onça Puma mines. The mine has a service contract with ESCO, where skilled technicians perform regular maintenance work on truck bodies, buckets, stick and boom repairs and assembles truck bodies.

“ESCO mobile is a great offering,” said Alan Rocha, a supervisor for mine owner Vale. “We never had anything similar before.”

The Mackay, Australia office serves a cluster of mines in nearby Queensland. Eight mobile service trucks complement light to medium fabrication available at several offices. Both the Mackay and Kingaroy sites have the capability to rebuild buckets, truck bodies, trailers and other mine equipment.

Several sites in North America have created tailor-made offerings for customers. In Texas, the Kilgore office has developed a rope maintenance program for mines that utilize ESCO’s ProFill® dragline buckets. The maintenance work reduces down time and saves customers money.

In Arizona and New Mexico, customers can take advantage of an exchange program with bulldozer moldboards. The ESCO offices in both locations lend the moldboards to customers while repairs are made on the customer’s moldboards. Once again, downtime is eliminated and the customer is able to maximize the time their machines are operational.

Stuyvesant said ESCO is constantly evaluating new markets for the expansion and growth of ESCO Wear Management, noting that mobile service capabilities are being developed for mining customers in South Africa.
In April, ESCO Europe joined 1,349 other companies in the construction industry for the Intermat 2012 tradeshow in Paris. The show was not only a chance to promote ESCO products but celebrate the company’s 50th anniversary of doing business in Europe.

The ESCO of today in Europe is much different than when it opened its office in Saint Priest, France. ESCO’s presence now expands the traditional boundaries of Western Europe to include the Commonwealth of Independent States, the Middle East and Africa.
ESCO, P&H MINING INK PARTNERSHIP

The wide curve, radius lip with Whisler Plus™ Adapter system that was displayed at ESCO’s booth during MINExpo 2012 is one piece to a new partnership. The second and final piece is a P&H Mining Equipment bucket.

Together, the lip and bucket represent a new era for ESCO and P&H. The deal allows engineers from both companies to work together on their respective components.

Tim Elbel, ESCO’s general sales manager, said ESCO engineers used the company’s latest technology lip with a P&H bucket. The wide lip has all hammerless Whisler Plus points, adapters and shrouds.

“This is an example of what we anticipate doing on a much larger scale,” Elbel said.

Elbel said by having engineers from both companies work together, the result will be better performance from both components.

For years, ESCO has worked directly with manufacturers for first fitment of machines. The P&H partnership is unique because engineers from both companies will work together to design solutions that are more productive and safer.

“That shared expertise is perhaps the biggest benefit to customers,” Elbel said.

ESCO and P&H began talking of a partnership two years ago and finalized the long-term commitment in June. In the early stages of the partnership, P&H will provide ESCO’s proprietary lips and ground engaging tooth system as the standard offering on its shovel dipper buckets and loader buckets. ESCO and its distributors will service the aftermarket on all lips. The products utilized from this partnership will also be available on machines built by LeTourneau Technologies Inc.

“That shared expertise is perhaps the biggest benefit to customers,” Elbel said.

Elbel said the two companies are studying which product lines to add into the partnership in subsequent phases.

Ken Meyer, ESCO’s business manager for global accounts, said the supply side of the business hasn’t been forgotten as both companies are implementing an integrated process to forecast the needs for original fitments and aftermarket products. Part of that process will include notifying dealers that a machine is moving to their area so that aftermarket parts will be available when needed.

“This partnership is going to give our mutual customers superior performing products because of the combined expertise of both companies,” Elbel said.
It was a March evening when Andy Rowzee happened to be at ESCO’s newest foundry outside Santiago, Chile and one of the first molds to come from the plant rolled off the line.

“...The guys were whooping and hollering as that first mold came off the line,” said Rowzee, who is general manager for foundry operations in Chile, Newton, Mississippi and other sites.

That enthusiasm and sense of pride hadn’t waned two months later when foundry workers, dressed in coats and ties, gathered to celebrate the grand opening of the foundry, which is a joint venture between ESCO and longtime partner Elecmetal. The event carried so much importance that Chile’s Minister of Mines Hernán Solminihac joined ESCO and Elecmetal leaders in May to mark the event.

“The new foundry will focus on making ESCO ground engaging tools for mining customers in Chile and other parts of Latin America,” said ESCO’s President and CEO Cal Collins. “This means our customers throughout this region will be able to get products faster and at reduced shipping costs.”

The new foundry began production in July and will allow ESCO to meet current customer demands and to seek new partnerships throughout Latin America.

The Chile plant is just the latest acquisition or capital project ESCO has undertaken the last two years to increase capacity to meet a growing customer demand. In 2010, ESCO bought foundries in Australia and New Zealand as part of its expansion into those countries. The Xuzhou foundry in China completed an expansion project in 2011. Newton is undergoing expansion to its plant. The work began in June and construction is expected to be completed in July of 2013.
Rowzee said the most recent plant acquisitions increased output for mining points. The Newton growth will allow ESCO to make more adapters and shrouds. Portland’s main plant is focused on outputting more lips. The Chile site boasts some of the latest design and construction methods to reduce energy, noise and odor emissions and manage rainwater treatment. The safety standards that were followed included earthquake preparedness for the foundry.

“This plant has the highest manufacturing standards for the protection of the environment,” said Rolando Medeiros, president of ESCO Elecmetal Foundry Ltd. “Furthermore, a high level of technology was used at every stage of construction.”

The new foundry is the latest enterprise between ESCO and Elecmetal, which have been partners for 53 years.

Elecmetal was founded in 1917 and is part of the Claro Group, a conglomerate with financial interests that includes manufacturing, shipping, communication and wine.

ESCO and Elecmetal share a similar history of being industry leaders in terms of innovation. Elecmetal was the first Latin America steel foundry to use an electric arc furnace rather than a coal-fired furnace and converter to produce steel alloys.

Elecmetal became an ESCO licensee in 1959, primarily selling wear parts for crushing machines. The foundry, which now produces earth moving wear parts to Chilean mines, converted a few years ago to being a largely flaskless, no-bake foundry. The switch allowed Elecmetal to increase its size and became safer and more efficient.

“This foundry represents years of planning and commitment from both companies,” Collins said. “The innovation that went into the design and construction of this building represents the cutting edge thinking used every day by the people of ESCO and Elecmetal.”
DEALER PROFILE: ROYLANCE’S (AUSTRALIA)

Chris Roylance, managing director for Roylance’s Forbes, Melbourne & Cobar in New South Wales, Australia, calls the 44 years his family business has been an ESCO dealer a “great success and one with a rosy future.”

But in the beginning he wasn’t so sure. Roylance recalls shortly after the company secured the ESCO line he accompanied a salesman on a sales call to the Gibson Vale Mine. The customer put an ESCO ripper boot on a dozer. The boot lasted 20 minutes.

“I thought, ‘Oh no, we’re going to get kicked off this site,’” Roylance said.

Turns out that was the longest any boot had lasted and the mine placed a large order with Roylance’s.

Roylance said the performance of ESCO’s product has always been a hallmark and selling point to their customers. The partnership has helped Roylance’s become the company it is today.

Jim Roylance, Chris’s father, founded the company in 1955. Back then it was primarily an automotive store. In 1968, Jim Roylance was given the opportunity to become an ESCO dealer. Roylance, knowing nothing about ESCO, signed up. He thought ESCO might just be a complementary product to the automotive sales. Then he realized ESCO was a leader in the mining industry.

“Since then, the ESCO side has flourished, due to the relationship with ESCO and the innovation and quality product that they produce,” Chris Roylance said.

Roylance’s was the first in Australia to fit the zipper lip system and promote Helilok and Toplok, Roylance said.

The company has grown from its single location in Forbes, New South Wales to offices in Cobar, New South Wales and Melbourne, Victoria. The company employs 25 people, including Chris Roylance’s son, Justin, the family’s third generation to work at the company.

“We’re the little corner store that grew pretty big,” Roylance said.

Roylance’s primary customers are in mining, construction and governmental agencies. He said ESCO’s Ground Engaging Tools and crusher components are going to drive business in the coming years. Roylance said early tests with crusher parts are already seeing impressive results. He said one customer has extended the life of his hammers from three to four days with a previous product to eight days with ESCO’s hammers.

“I see the business getting stronger as ESCO continues to expand its presence in Australia,” Roylance said.

ROYLANCE’S

Location: New South Wales, Aus
Employees: 25
Owners: Chris and Debbie Roylance
- ESCO dealer for 44 years -
Ken Jones, a Midwest native, broke into the large equipment business after moving to Denver, Colorado and working for several dealerships. He built a large customer base and strong relationships with key suppliers as the companies he worked for were bought and sold.

But after one acquisition in 1991, Jones decided it was time to leave the bosses behind and take charge of his career. So he and his wife, Jane, formed Wear Parts & Equipment Co. in Aurora, Colorado. Their office was the garage of their home. Ken hired his first employee a year after opening and moved into a 2,500-square-foot warehouse. A second employee was hired in the second year of business.

Today, the company employs 14 people to manage a 25,000-square-foot office, warehouse and shop in Aurora, a space significantly larger than Jones’ garage.

“We now have a much larger facility with room for manufacturing and warehousing,” Jones said. “We can install tungsten carbide embed parts, rebuild buckets, convert buckets to Ultralok® (tooth system) and manufacture assorted custom parts.”

The Joneses are already preparing for the future of the business as both sons are becoming increasingly involved. Zachary works full time at the business as he learns all facets of the operation and younger brother Tyler works at Wear Parts part time while he’s finishing school.

Wear Parts started as a dealer for Bucyrus Blades. Jones became familiar with the ESCO name when it bought the blade manufacturer. In 1999, the ESCO dealership for the area opened up and Jones said he wasted no time applying to become the dealer.

“We wanted to pick up that line because it increased our offering and made us a more well-rounded company,” Jones said.

Wear Parts has since been recognized several times as a top ESCO dealer.
Eric Hanson  
**20 years - Covington**  
Born in Indianapolis, Ind., Eric Hanson graduated from Gallatin County High School in Warsaw, Ky. He came to ESCO Covington right after graduation and received his welding certification from Northern Kentucky Tech. His first job at ESCO was as a construction attachment bucket welder. He’s also worked in manufacturing weld and assembly, paint and blast and as a CNC burn table machine operator. He is currently a product coordinator for industrial products. Eric and his wife, Misty, live in Sparta, Ky, and have three children, Alex, Ryan and Noah. Eric likes to work in the yard and ride his motorcycle when not at work.

Dean Heaney  
**20 years – Raleigh**  
Born in Indianapolis, Ind., Dean Heaney graduated from Henry Clay High School in Lexington, Ky. Dean received his undergraduate degree in Business Administration from the University of Iowa and a Masters in Business Administration from Portland State University. After graduating, Dean joined inside sales at ESCO Portland. He has also worked as district manager, product coordinator, product manager and site manager. Dean is currently a branch manager at ESCO Raleigh. In his spare time, Dean enjoys following the Iowa Hawkeyes. He currently lives in Holly Springs, N.C. with his wife, Kristi. The couple have five children.

Michael Moreland  
**20 years – Portland**  
Mike Moreland was born in Yakima, Wash. and graduated from Central Catholic High School in Portland, Ore. He then graduated from Carroll College in Helena, Mont. with a degree in Accounting and Business Administration. Mike managed and cooked at a restaurant and worked for BNSF Railway Co. before he came to ESCO Portland as an accountant for the industrial service center. Mike has also worked as a financial analyst, credit analyst and is now a treasury analyst. When he is not working, Mike enjoys coaching his son’s football and basketball teams, golfing and reading. He has two children, Max and Madeleine.

Bradley Robertson  
**20 years – Port Hope**  
Bradley Robertson was born in London, Ontario and graduated from Seaway District High School. He graduated from Queen’s University in Kingston, Ontario with an undergraduate degree in Applied Science, mechanical engineering. Bradley designed communication noise filters for military and aerospace equipment before he came to ESCO Port Hope to design shovel dippers. He has been a manager for several areas. He is currently a senior continuous improvement leader. Bradley’s hobbies include curling, skiing, traveling and reading. He is also a scout leader. Bradley lives in Cobourg, Ontario with his wife, June Ann. The couple have two children.

Dan Gray  
**25 years – Port Hope**  
Born in Bowmanville, Ontario, Dan Gray attended Port Hope High School and Trent University in Peterborough, Ontario with a Bachelor of Arts in Economics. He worked for Canadian Tire before joining ESCO Port Hope as a flogger. He is currently a coremaker. His son, Corre, works in the heat treat area at Port Hope. Clarence lives in Cobourg, Ontario with his wife, Elva. The couple have two grandchildren.

Bradley Robertson  
**20 years – Port Hope**  
Bradley Robertson was born in London, Ontario and graduated from Seaway District High School. He attended Queen’s University in Kingston, Ontario with an undergraduate degree in Applied Science, mechanical engineering. Bradley designed communication noise filters for military and aerospace equipment before he came to ESCO Port Hope to design shovel dippers. He has been a manager for several areas. He is currently a senior continuous improvement leader. Bradley’s hobbies include curling, skiing, traveling and reading. He is also a scout leader. Bradley lives in Cobourg, Ontario with his wife, June Ann. The couple have two children.

John West III  
**20 years – Newton**  
John West III was born in Greenvale, Miss. and graduated from Newton High School. John attended East Central Community College in Decatur, Miss. He worked at a feed store before joining ESCO Newton in the core utility area. John has also worked as a flogger, grinder, visual inspector, order clerk, furnace operator and AOD operator. He is currently a melting team leader. John lives in Newton with his wife, Brandi, and three children, John West IV (JD), Ethan and Alexander. When he is not working, John enjoys spending time with his wife and family, hunting and watching the New Orleans Saints of the National Football League.

Mike Moreland  
**20 years – Portland**  
Mike Moreland was born in Yakima, Wash. and graduated from Central Catholic High School in Portland, Ore. He then graduated from Carroll College in Helena, Mont. with a degree in Accounting and Business Administration. Mike managed and cooked at a restaurant and worked for BNSF Railway Co. before he came to ESCO Portland as an accountant for the industrial service center. Mike has also worked as a financial analyst, credit analyst and is now a treasury analyst. When he is not working, Mike enjoys coaching his son’s football and basketball teams, golfing and reading. He has two children, Max and Madeleine.

Henry Hall  
**25 years – Newton**  
Born in Newton, Miss., Henry Hall, who is nicknamed Shake, graduated from Moss Point High School in Moss Point, Miss. He joined the U.S. Army after graduation. After his service was completed, he was in the Air National Guard. Henry now works as a coremaker for ESCO Newton. Henry’s interests outside of work includes horses, off-road riding and gardening. Henry and his wife, Willie, live in Garlandville, Miss. and have four children and two grandchildren.

Michael Comar  
**25 years - Port Hope**  
Michael Comar was born in Bowmanville, Ontario and attended Port Hope High School. He worked at what is now the Apex Tool Group before coming to ESCO Port Hope as a flogger. He’s also been a coremaker and worked in the core and mold department before taking his current job as a shakeout operator. Michael lives in Cobourg, Ontario and has three children and three grandchildren. He likes to spend time with his family, hunt, fish and play pool when not at work.

Tim Zumwalt  
**20 years - Covington**  
Tim Zumwalt was born in Covington, Ky, and graduated from Scott High School in Taylor Mill, Ky. He attended Northern Kentucky University and was an iron worker before joining ESCO Covington as a welder. He has worked as a production supervisor, a sourcing manager and in planning and purchasing. Tim is currently a global product manager for construction attachments. His wife, Kelly, is a customer service representative for industrial products at the Covington office. The couple live Falmouth, Ky. and have three children. Tim likes to hunt, train horses and spend time with his three daughters when he’s not at work.
Steve Hunter
25 years – Newton
Steve Hunter graduated from Union High School in Union, Miss. and worked at a local insulation company. He then came to ESCO Newton and now works as a grounds keeper. Steve lives in Union.

Robert Jones
25 years – Port Hope
Born in Stratford, Ontario, Robert Jones joined ESCO Port Hope as a flogger. He has also worked as a coremaker, molder, melter, shipper and brake press operator. Robert currently works in shake-out. When he is not working, Robert likes to travel. Robert and his wife, Marlene, live in Trenton, Ontario and have four children, ten grandchildren and two great grandchildren.

Dale Kamrath
25 years – Port Hope
Born in Walkerton, Ontario, Dale Kamrath attended Sacred Heart High School. He worked at Davidson Rubber before coming to ESCO Port Hope as a molder. He’s also been a crane operator before taking his current position in the core mold service department. His step-son, Doug Kneliands, works in the melting department. Dale lives in Port Hope with his wife, Rhonda. Dale has a son, Cody, two other step-sons and six grandchildren. He likes to travel by RV and watch NASCAR races in his free time.

Joe Krywionek
25 years – Port Hope
Joe Krywionek graduated from Cobourg District Collegiate Institute East in Cobourg, Ontario. Joe started at ESCO Port Hope as a grinder after working for United Tire. Joe also worked in core and shakeout and is currently a shipper. He has two children and one grandchild.

Jon Owens
25 years – Portland
Born in Portland, Ore., Jon Owens graduated from Madison High School in Portland and attended Portland State University. After graduating with a degree in business, Jon came to ESCO Portland as a product administrator. He’s held numerous positions at ESCO including sales manager for Northern Europe and managing director for Europe. He is currently Senior Vice President and President of Engineered Products. When not at work, he likes to play golf. Jon and his wife, Lesli, live in West Linn, Ore. The couple have a son, James, and daughter, Emily.

Dan Pizzuto
25 years – Portland
Born in Eureka, Calif., Dan Pizzuto graduated from Eureka High School. He completed a degree in Business Administration with a minor in Economics from Humboldt State University in Arcata, Calif. Dan joined ESCO Portland as a product administrator for crushing products. Dan has also been a product administrator for construction tooth systems, district manager, construction product specialist, marketing manager and business manager. Dan’s current position is Director of Product Marketing. When Dan is not working, he enjoys golf, traveling and spending time with his family. He and his wife, Jenice, live in Portland and have two children.

Ray Raciuunas
25 years – Port Hope
Born in Port Hope, Ontario, Ray Raciuunas attended Cobourg District Collegiate Institute East in Cobourg, Ontario. He worked at United Tire before coming to ESCO Port Hope as a grinder. He’s also worked in the inspection and molding departments. He’s currently a machinist. He lives in Baltimore, Ontario with his wife, Carol. The couple have two children and three grandchildren. Ray likes to golf and play baseball and hockey when not working.

William Smith
25 years – Bucyrus
William Smith joined ESCO Bucyrus as a drill press operator. He has also worked in the plate burner, mill, salt and punch areas. He currently works on the powder coat line. William’s favorite part about working at ESCO is the guys he works with on the floor. William and his wife, Marla, live in Bucyrus and have four children and four grandchildren. When he is not working, William enjoys fishing, gardening and playing with his grandchildren.

Scott Spengler
30 years – Bucyrus
Scott Spengler was born in Van Wert, Ohio and graduated from Wynford High School in Bucyrus, Ohio. He worked at Superior Equipment Company and Timken Roller Bearing Company before joining ESCO Bucyrus as a team leader. He has been a press operator and held several other jobs. He currently works as a fork lift operator. Scott likes to hunt and spend time with his grandsons when not working. He has two sons, Brian and Steve, four grandchildren, all boys, and a fifth one on the way.

Tim Adams
35 years – Portland
Born in Portland, Ore., Tim Adams attended Benson High School in Portland. He worked as a pizza delivery driver and gas station attendant after graduating. He joined ESCO Portland as a floor grinder. He’s since been a crane operator, welder, oven operator and chain repair and maintenance team leader. Tim is currently a mechanic in the Main Plant. His brother-in-law, Steve Fessler, is a molder at the Portland plant. Tim and his wife, Sue, live in Portland. The couple have three children and three grandchildren. When he’s not working, Tim likes to camp, fish and play with his grandchildren.

Dave Bishop
35 years – Syracuse
Born in Syracuse, N.Y., Dave Bishop graduated from Chittenango High School in Chittenango, N.Y. His first job at ESCO Syracuse was running the burn out furnace. He’s also worked on the continuous improvement team and as a manufacturing engineer and process engineer. Dave is currently a manufacturing manager in the foundry. Dave likes to hunt, fish and golf when he’s not at work. He’s also involved with the Rocky Mountain Elk Foundation as the eastern regional director. Dave and his wife, Mary, live in Chittenango. The couple have two children.

Dan Pizzato
35 years – Belgium
Jeannine Bufo was born in Baudour, Belgium and attended Notre Dame at Jemappes in what is now Mons, Belgium. She worked for six years in a laboratory for pharmaceutical products before coming to ESCO Frameries. She’s worked in the shipping and traffic departments. Jeannine currently works as a traffic analyst. Her daughter, Jessica Nardella, also works at ESCO Frameries as a secretary. When she is not working, Jeannine likes to spend time with her two grandchildren and shop. Jeannine and Raffaele live in Mons and have two daughters.
Service Anniversaries

Jimmy Coker
35 years – Newton
Born in Meridian, Miss., Jimmy Coker graduated from Meridian High School. He worked at a Winn Dixie grocery store before joining ESCO Newton as a bench grinder. He now works as mobile equipment operator in the core department. Jimmy enjoys hunting and fishing when not working. Jimmy and his wife, Nancy, live in Hickory, Miss. They have two children.

Peter Fair
35 years – Port Hope
Born in Peterborough, Ontario, Peter Fair graduated from Port Hope High School in Port Hope. He then attended Sir Sanford Fleming College in Cobourg, Ontario, studying to be a Building Techniques Technician. Peter worked at Lasco Steel before coming to ESCO Port Hope as an overhead crane operator. He’s also been a molding team leader, melting team leader and a melter. He currently works as the assistant quality team leader. Peter and his wife, Darlene, live in Camborne, Ontario and have two children and one grandson. When Peter is not working, he enjoys wood working, hunting, and helping his family with projects.

Mark Green
35 years – Port Hope
Mark Green was born in Bowmanville, Ontario and attended Port Hope High School. He attended Durham College where he took the three-year welder fitter course. His first job at ESCO Port Hope was as an air arc welder. He’s also worked in heat treating and as a grinder. He is currently team leader in the casting finishing area. Mark’s brother, Randy, also works for ESCO in global foundry support. Mark and his wife, Valerie, live in Baltimore, Ontario. The couple have one son, Jason. Mark likes to garden, paint and work with wood when not at work.

Jim Hall
35 years – Portland
Born in McMinnville, Ore., Jim Hall graduated from Fillmore High School in Fillmore, Calif. He graduated from Portland State University and has taken some graduate courses from the University of Oregon. He worked as a miner for Kiewet’s tunnel division before coming to ESCO Portland as an assistant product supervisor for dipper products. Jim has held numerous positions with the company and is currently a global product coordinator for capital products. Jim’s son, Sean, also works at ESCO Portland in the molding department. Jim and his wife, Leslie, live in Gresham, Ore. They have four children and one grandchild.

Otis Hillie
35 years – Newton
Otis Hillie, who goes by Dan, joined ESCO Newton as a stand grinder. He is currently a coremaker. He says the best thing about working at ESCO is the management. Dan currently lives in Lawrence, Miss.

Robert Johnston
35 years – Newton
Robert Johnston was born in Kosciusko, Miss., and graduated from Union High School in Union, Miss. He worked at Laird Hospital in Union before coming to ESCO Newton as a flogger. He has also worked in the grinding area and in other jobs. Robert’s current position is in the mold utility area. His favorite part about working at ESCO is the people. When he is not working, Robert enjoys helping at his church. Robert and his wife, Linda, live in Union and have one child, Robert, and two grandchildren.

Jan Miller
35 years – Portland
Jan Miller was born in Rupert, Idaho and graduated from Minico High School in the same town. Jan moved to Portland in 1966. She came to ESCO Portland in the production control department where she handled daily tonnage reports for Danville, Newton and Covington. She spent 20 years with the stainless steel division before moving back to the corporate side and ultimately her current position as the corporate receptionist. Jan lives in Beaverton, Ore. and has a daughter and 14-year-old grandson. Jan likes to walk, read, bake, spend time with family and friends and watch football and hockey when not at work.

Thierry Million
35 years – Frameries
Born in Lyon, France, Thierry Million graduated from the Institut Supérieur du Commerce de Paris. He joined ESCO’s European office in Saint Priest, France as an inside sales person. He’s been a district manager, inside sales manager and worked with supply chain and inventory control before accepting his current position as a senior district manager. Thierry and his wife, Armelle, live in Brittany, France. The couple have three children and one grandchild. When not working, Thierry likes to walk, travel and do crossword puzzles.

Kenneth Neese
35 years – Newton
Kenneth Neese was born in Philadelphia, Miss. and graduated from Hickory High School in Hickory, Miss. He worked at Rob-Chem Paints & Coating in Meridian, Miss. before starting as a flogger at ESCO Newton. Kenneth has also worked as a shakeout operator, pourer, grinder and in the core utility area. He currently works as a pattern re-pairer. Kenneth has several family members who also work for ESCO. When Kenneth is not working, he likes to golf, fish, read and ride four-wheelers. Kenneth, who lives in Hickory, has two children and three grandchildren.

Gerard Vos
35 years – Port Hope
Born in Hoogeveen, Drente, Netherlands, Gerard Vos, also known as Archie, graduated from the Quinte Secondary School in Belleville, Ontario. Gerard worked at an industrial supply and lumber companies and then became a self-employed home decorator before joining ESCO Port Hope as a grinder. He’s also worked in the molding and methods departments. He’s currently in global technical support. Gerard and his wife of 38 years, Jane, live in Port Hope. The couple have three children and 11 grandchildren.

Jim Young
35 years – Port Hope
Born in Port Hope, Ontario, Jim Young attended Port Hope High School. Before he started at ESCO Port Hope as a grinder, he worked at Canadian Pacific rail. Jim has also worked in pouring and his current position is in the pattern repair area. Jim says his favorite part about working at ESCO is the people. Jim lives in Port Hope and has two children and one grandchild.

Lionel De Landelles
35 years – Northgate
Lionel De Landelles was born in Ipswich, Australia and graduated from Banyo State High in Banyo, Australia. He worked as a pipe layer before coming to work at ESCO Northgate as a fumace man. He’s also been a mold shop supervisor before accepting his current position as aftercast supervisor. Lionel and his wife, Debbie, live in Banyo. They have a daughter who is expecting the family’s first grandchild. Lionel likes to golf, fish and play with his dog when not at work.
David Bosnell, who is nicknamed Bos, was born in Port Hope, Ontario, where he graduated from Port Hope High School. David worked in construction and at a sawmill in British Columbia before coming to ESCO Port Hope. He currently works as a shipper and has also worked in molding, cores and melting. David has enjoyed the diversity in jobs during his time at ESCO. He and his partner, Judi, live in Cobourg, Ontario and have four children and six grandchildren. In his free time, David likes to golf, fish and attend his grandchildren’s activities.

Tony Gutierrez
Born in Quiroga, Michuacan Mexico, Tony Gutierrez graduated from Lindsay High School in Lindsay, Calif. He spent two years working for the U.S. Postal Service before coming to ESCO Portland as a flogger. He’s worked as a molder in the main plant before reaching his current position as a team lead. His son, Anthony Gutierrez, is also a team lead in Plant One Molding. Tony and his wife, Irene, live in Portland. Along with their son, the couple have a daughter and three grandchildren. Tony likes to fish, golf and help with the yard work when not at work.

Tyler Lewis
Tyler Lewis was born in Newton, Miss. and graduated from Pilate High School. He attended East Central Community College in Decatur, Miss. and entered the U.S. Army Reserves. His first job at ESCO Newton was as a flogger. Archie has also worked in the arc air weld, bench grinder and fitter areas. He currently works as the finishing team leader. Archie also has several nephews that work for ESCO. Archie and his wife, Mattie, live in Newton and have two children, Archie Jr. and Kim Evan. When Archie is not working, he enjoys spending time with his six grandchildren and fishing.

Archie Moore
Archie Moore was born in Newton, Miss. and graduated from Pilate High School. His first position at ESCO Newton was as a flogger. Archie has also worked in the arc air weld, bench grinder and fitter areas. He currently works as the finishing team leader. Archie also has several nephews that work for ESCO. Archie and his wife, Mattie, live in Newton and have two children, Archie Jr. and Kim Evan. When Archie is not working, he enjoys spending time with his six grandchildren and fishing.

Robert Parker
Born in Bucyrus, Ohio, Bob Parker graduated from Wynford High School in Bucyrus. He worked at a grocery store and a plumbing and heating store before coming to ESCO Bucyrus to work on the cup line. He’s worked in welding and the mill before accepting his current position in shipping. Bob lives in Bucyrus with his wife, Carol. They have three children and two grandchildren. Bob likes to fish, hunt, travel and garden when not at work.

Johnny Thorne
Born in Baker City, Ore., Johnny Thorne graduated from Benson High School in Portland, Ore. Johnny joined the U.S. Marine Corps after high school. Johnny’s first job at ESCO Portland was in the pouring and shakeout area and he has also worked as reclamer, ladle and in pouring. His current job is as a hot metal crane operator. He likes the guys he works with at ESCO and the team element. Johnny has many hobbies including shooting, fishing, and hunting. When he is not working, he also likes taking cruises and spending time with his grandchildren. Johnny has four children and five grandchildren.

Phillip Walker
Phillip Walker served in the U.S. Army before joining ESCO Newton as a bucket builder. He has since been an arc air operator, a repair welder and a furnace operator. He is currently a robot welder. Phillip lives in Newton.

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