

**OUR VISION:**

Turning Visions into Reality through:

- People
- Adding Value
- Alliances
- Performance

**OUR VALUES:**

Building Relationships through:

- Dependability
- Integrity
- Trust
- Quality
- Family

**OUR MISSION:**

Providers of Premier Services

## Meeting the Need for Speed

### Pre-Planning, Prefab, and Teamwork Trust Help Interstates Meet Demanding Deadline

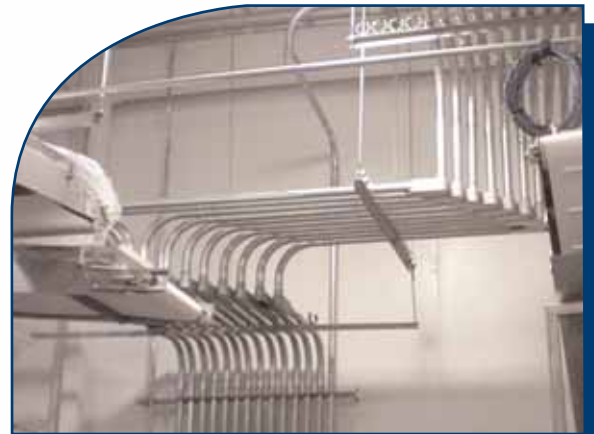
The value of Interstates' commitment to prefabrication and fast-track planning was demonstrated once again in a recent project for a Midwestern food manufacturing plant.

Upon landing the job, the Interstates team learned they would have only a matter of days, not weeks, to have key equipment wired up and operational.

"This was a fast-track project," explains Tim Foreman, Project Manager. "But we were confident we could get the job done. At Interstates, we collectively have enough people and resources to put a project like this together in a short amount of time. We submitted the proposal on October 16 – received the job on October 18, and were onsite October 20 – charged with having some wiring complete to the equipment by the 31<sup>st</sup>."

The key to meeting the formidable deadline was Interstates' unique capabilities in designing and planning, coupled with their skill at prefab, offsite wire prespooling, and conduit supporting system. "The whole team got together and looked at all available information before we went onsite. We knew pre-planning was going to play a huge role in being successful under this deadline," Foreman says.

Using precise CAD design, Interstates prefabricators were able to deliver a complete conduit rack supporting system to the already hectic jobsite. Ultra-precise design was vital, since the operation was essentially a shell and vendors were already onsite, setting equipment. The wiring had to be in just the right position for each piece of equipment, and the Interstates



*Conduits from Production Line Panels*



*Initial Conduits over Packaging Area Panels*

**SPEED** continued on page 3

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# CERTIFIED PROFESSIONAL

## Interstates Engineers Earn Professional Engineer Licenses

Interstates Engineering Project Engineers Jaron Vande Hoef and Shane Vander Kooi have each passed an important career milestone by earning the coveted Professional Engineer (P.E.) designation.



**Jaron Vande Hoef**

The distinction is awarded based on both work experience and the completion of a demanding course of study, culminating in an eight-hour exam. Vande Hoef and Vander Kooi took their exams last October and were notified of their new status in January.

"We just doubled the number of P.E.s on our staff," Vander Kooi grins. "It's actually a significant advantage to our customers. The documents our engineers produce have to be reviewed by a P.E. Having more P.E.s on staff means we can undertake more projects and move them along faster. It can

be very important in getting approval more readily from local authorities, too."

"It took a lot of study and hard work," Vande Hoef says. "But I'm proud to say we both passed on our first try, and that's not always the case. Having P.E.s on-staff is one way prospects evaluate companies. This designation is further proof of our experience and professionalism."

Interstates Engineering President Doug Post agrees. "It's a significant accomplishment, recognized in the entire

industry as a measure of expertise and quality. It's exciting to see Jaron and Shane reach this career milestone."

Vande Hoef has worked with Interstates for five years and is an engineering graduate of Sioux Center's Dordt College. He makes his home in Sioux Center with his wife and their two daughters. Vander Kooi joined Interstates about a year and a half ago. He also graduated from Dordt College, earning a degree in mechanical engineering. He, his wife, and their four children live in Sioux Center.



### Visit our web site.

[www.interstates.com](http://www.interstates.com)



## CEO LARRY DEN HERDER NAMED CHAIRMAN OF ABC OF IOWA

Larry Den Herder, CEO of the Interstates Companies, has been named the 2007 Chairman of Associated Builders and Contractors (ABC) of Iowa, an association that represents approximately 400 merit shop construction and construction-related firms in Iowa.



**Larry Den Herder**

In his new role, Den Herder will be providing leadership throughout the upcoming year, working closely with the group to realize ABC of Iowa's strategic vision. The three elements of the 2007 vision include: 1) Working to improve the image of ABC of Iowa and the merit shop construction industry. 2) Increasing membership participation in ABC of Iowa programs, including safety, training and education, mentoring, and networking opportunities. 3) Continuing to promote the merit shop philosophy and free enterprise system through membership involvement in the political process.

"My reaction is one of duty and pride," Den Herder says. "I have the duty of representing the merit shop contractor-members of ABC of Iowa and the pride of enjoying the benefits that come with belonging to this distinguished construction trade organization. Interstates has been an active member of the association for 30 years!"

Den Herder was sworn in at ABC of Iowa's Annual Meeting on January 25<sup>th</sup> in West Des Moines, IA. He follows in the footsteps of former Interstates CEO Jim Franken, who chaired the organization in 1989.

# MAXIMIZE YOUR ELECTRICAL INVESTMENT

By Doug Post, P.E.

Are you realizing the best value on your facility's electrical investment? Check out our website to make sure! For some time, Interstates' construction and engineering professionals have been writing for the rubric, Maximizing Your Electrical Investment. The goal of each article has been to inform you, our valued client, of the various options available when selecting an electrical system.

In this article, I'd like to invite you to our website to review some of the high-value ideas presented. First go to [www.interstates.com](http://www.interstates.com). Next, select "Publications and Presentations" and then choose "Maximize Your Electrical Investment" to find articles geared to add value to your plant. Let's review a few highlights:

## Are you considering a capital project?

If so, "Pre-Project Planning Done Right" addresses the importance of planning a project well. In fact, the article shows that 1.5 - 8% of a project's total installed cost should be invested early on in the project to help ensure success. On the tax planning front, "Reduce Taxes and Improve Cash Flow" shows how 40 - 70% of industrial construction can be classified as equipment and depreciated at 7 rather

than 39 years. This results in a savings of \$16,000 for every \$100,000 of reclassified property.

## Are you trying to implement energy savings and reduce operating costs?

If so, you will find many options at your disposal. Here are just a few articles on this topic:

- "Cogeneration 101: Key Points to Consider" helps you determine if onsite generation is a viable option for your plant.
- "Fluorescents Help Maximize a Facility's Electrical Investment" shows the efficiency advantages of fluorescent fixtures in high-bay applications.
- "The Financial Impact of Motor Selection" describes how the initial purchase cost of a motor is less than 2% of its lifetime cost. Since 97% of a motor's lifetime cost is due to energy, energy-efficient motors save you money.
- "How VFDs Minimize Electrical Operating Costs" explains how VFDs can drastically minimize the costs associated with operating pumps and fans.

## Are you wondering what project delivery approach to use?

This section contains a number of articles showing the value of Design-Build. Read how the Design-Build delivery system can save you significant dollars, reduce your project's schedule, and give you a single point of contact with the construction team. We look forward to discussing this approach with you.

## Are you concerned about safety at your facility?

Various articles will help you manage arc flash, address hazardous area requirements, and ensure a well-grounded and safe electrical system.

This is just a small sampling of the topics addressed. Spending time perusing the articles found on our website will give you the information you need to Maximize Your Electrical Investment.

For information on how to maximize your electrical investment contact Doug Post at 712-722-1664, ext. 159.

## SPEED *continued from page 1*

crew had to work around...or above... the scurrying vendors.

"Our prefab shop was working on conduit rack layout, even while we were still getting people to the field," Foreman recalls. "We brought in crews from other nearby jobs on weekends, so we could work seven days a week. It took a lot of complex scheduling and great communication in the field to make it happen."

For Foreman, the project demonstrated not only the importance of pre-planning and prefab, but of communication and trust in the pre-planning team.

"It's always tough to hear the very first day onsite that you're already behind schedule," he says.

"Without everyone working together, it just couldn't have happened. It took an extreme amount of coordination among prefab, the pre-planning team, and the onsite team to get it done. Each trusted the others to do their part. I think back to what one of our superintendents wrote in an email, at the end of the job: 'Great people, working together, can do great things.' That says it all."



**Conduit Racks in the Process Side of the Plant**

# INTERSTATES ON THE GROW

## East Campus Expansion, New Sioux Falls Office Location, Will Improve Efficiency, Allow Future Expansion

The Interstates Companies are now bigger than ever, with a soon-to-be completed expansion at the Sioux Center East Campus location and a new, more expansive location for their Sioux Falls, SD, office.

The development of both the expansion and new location was done with a customer-focused objective. The opportunity to add staff in both the Sioux Center and Sioux Falls locations means Interstates' professionals will be able to better meet the needs of their diverse customer base.

The East Campus expansion, slated to be open in May, will add 20,000 sq. ft. of new elbow room. It will offer office



**Progress Continues on the East Campus Expansion**

space for personnel from Interstates Engineering and Interstates Instrumentation, two labs for Interstates Control Systems, and more space for team members of Harbor Group, Interstates' centralized services company.

Another feature of the transformed East Campus facility will be more space dedicated to training, including a brand new training room designed to accommodate up to 60 people. Here, both employees and customers can take advantage of a full range of technology including a projector, a touch panel control system, and audio/visual conferencing to aid the training delivery. Three new conference rooms – each seating 12 people – and



**Workers Install Steel Studs for the East Campus' Interior Walls**

two collaboration areas have also been designed to increase the partnership effort.

In addition, a unique "training wall" has been installed and will include wired electrical equipment, instruments, and PLCs to allow trainees to get hands-on experience with equipment. "One of the things we really stress is constructible design," says Interstates Engineering President Doug Post. "The training wall is a great way to promote that emphasis."

The new expansion will also give Interstates more room to grow in the future, with total capacity for 40 engineers and 25-30 instrumentation and control systems personnel.

The Sioux Falls Regional Office is already occupying its new 7,200 sq. ft. location, a significant upgrade from its former 1,950 sq. ft. digs. The new location includes conference space, training and presentation space, office space, and some growing room. Currently, 12 people are working in the Sioux Falls office, with room for up to 29.

"While we were looking for a new location, we put a lot of emphasis on having more room for training and customer interaction. We really wanted our space layout and design to reflect Interstates' focus on serving the client," says Jim Vortherms, Sioux Falls Project Manager.

## INTERSTATES OUT & ABOUT

### International Oil Mill Superintendents Association Annual Convention

June 24 - 26, 2007  
Hilton Head, SC  
Brent Kooiman, P.E., will be presenting on "Arc Flash and NFPA 70E-What do I do now?"



### Fuel Ethanol Workshop and Expo

June 26 - 29, 2007  
America's Center  
St. Louis, MO  
Booth #1142



### American Coalition for Ethanol Conference and Trade Show

August 7 - 9, 2007  
River Centre  
St. Paul, MN  
Booth #1022



The new Sioux Falls office is located at 6009 South Sharon Avenue, Suite 109. The phone number is 605-988-0833.

*For information about Interstates' new location and office expansion, contact Doug Post at 712-722-1662, ext. 159 or Jim Vortherms at 605-988-0833 ext. 102.*

PROUD TO BE  
MEMBERS OF



# ACTrax:

## The Newest Member of Interstates' Manufacturing Intelligence Family of Products

Over the past several years, Interstates has been dedicated to providing its customers with the best in integrated plant floor systems. With its recent purchase of **ACTrax**, Interstates is now able to extend its vision of total integration beyond packaging and into the warehouse. For customers that demand end-to-end traceability and accountability, the newest addition to Interstates' family of products represents a significant advancement towards providing total plant floor integration.

**ACTrax**, developed in 1999, is a warehouse management system developed to manage discrete products – pallets, bulk bags, or totes – containing raw materials, work-in-process, and finished products, from one end of the plant to the other. The system provides the benefits of real-time access to inventory, receiving, quality, and shipping information, while also keeping your enterprise business systems updated with relevant plant floor information. While **ACTrax** can be used in any industry where tracking multiple lots on a pallet is a requirement, it was designed specifically for food and feed manufacturers. Some of the product's key features include:

**Lot Traceability:** **ACTrax** provides the ability to track multiple lots and items on each container so that their product history is never lost. When integrated with our I-Control product or other Manufacturing Execution System (MES), **ACTrax** can provide complete product traceability from front door to back door and all the way to the customer.

**FIFO Inventory Management:** Making sure that the freshest products leave your facility and get to your customers is made possible by tracking products not only according to their expiration date, but also by managing how quickly they should move

out of the warehouse. **ACTrax** also provides the ability to manage each SKU as tightly or as loosely as needed to make the most out of often-limited warehouse space.

**Real-Time Order Validation:** Reduce the possibility that you ship the wrong product to your customer. With **ACTrax's** real-time order validation, products are validated not only as they are picked to put onto the truck, but again verified for quality control status when the order is confirmed. This means you can be sure that only the best and right product is being sent to your customers.

**Integrated Quality Control:** While most enterprise systems provide quality tracking at the lot level, **ACTrax** allows quality to be tracked all the way down

to an individual pallet. So when a pallet goes on hold, that information is immediately available to the shipping department without anyone having to leave their office, which ensures a product that is suspect does not go out to your customers. If a product has already left your facility, **ACTrax** can track it to each and every customer in order to minimize your exposure.

Providing our customers with the tools they need to increase their bottom line through the capture and dissemination of accurate plant floor information is the goal of the Manufacturing Intelligence group at Interstates. Adding **ACTrax** to our product mix brings that vision – and your plant's potential – one step closer to realization.

//  
**(ACTrax)...is in synch with the way we do business.**

– Pet Food Plant Manager

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*Conduits from Production Line Panels*

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"Providers of Premier Services"

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