



The Mid-States Concrete Messenger

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New Name, New Capabilities

The Growth of MCI means new changes and new challenges for all

By Charles Harker
Chairman & CEO

Mid-States Concrete Products Co. is proud to announce a new corporate name – Mid-States Concrete Industries.

We've outgrown the "Products" moniker.

Mid-States Concrete Industries more accurately reflects our enhanced capabilities, our commitment to better serve our customers, and our determination to continually add to our line of products and services.

"We are now more than ever a project management and engineering company that specializes in the design, manufacture and construction of precast concrete structures. We felt that 'Products' did not reflect our full ability and desire to serve our customer's needs," stated Hagen Harker, President of Mid-States

Concrete Industries.

Our ability to design and engineer Total Precast Structures including planks, beams & columns, balconies, and wall panels has enhanced the success of our customers to the point where "Products" was no longer an all inclusive description of what Mid-States has to offer.

Can Mid-States Concrete Industries add to your success on your next project? Absolutely. Just give us a call to find out how!



Photo by Lynn Foster

Judson College located in Elgin, IL. shows how a Total Precast Solution can work.



Photo by Dennis McDougall

The Siena Project located in Skokie, IL. is in its final phase of completion.

Mid-States Celebrates New President

Hagen Harker named President of Mid-States at his 40th Birthday party

By DAVID SEELEY
Human Resources Director

Hagen's surprise 40th Birthday party turned into a passing of the torch December 12th, 2006. Charles Harker, the company's CEO and Chairman of the Board, made the announcement that his son Hagen would be the new President of Mid-States Concrete. There were more than a few tears and a whole lot of smiles in the conference room packed with members of the

Mid-States team/family as Charles related the tale of how his father had bestowed the title upon him in a similar fashion over 24 years ago.

"I feel like someone about to become a parent for the first time but I am entering into this with not just one partner as a new parent would, but with 175 partners," Hagen stated after thanking his mother, Prudence Harker and his father Charles for the support they had shown over all of his years.

It was clear to all well before the celebration that Hagen's leadership style, personality, and focus on maintaining a family culture ensures that he will indeed have the full support of the team as he moves the company forward in his new position.



Photo by Dennis McDougall

Charles Harker shakes hands with newly elected President, Hagen Harker.



Mid-States Concrete Industries

Trio Project Using The Face-To-Face Solution™

Mid-States Concrete and Hartshorne Plunkard Architecture showcase their talents

With a bridge spanning its two high-rise towers, its location nestled against both a rail line and a highway in downtown Chicago and extremely complex detail work, the Trio project seemed destined to be remembered as a difficult project to complete. Instead, the erection of the project designed by the architecture firm Hartshorne Plunkard, using Mid-States Concrete wall panels, beams, columns, and plank went off virtually without a hitch.

The Trio project's location, while providing unique challenges during the construction process, also offered an opportunity to serve as a showcase of the architect's talents. "The highly visible nature of the project along with the complex design features really show what can be done with Mid-States products and expertise when coupled with a group of architects who have a complex vision to realize," states Lynn Foster, VP of Special Projects for Mid-States.

When asked what was the key to the success of the project, Ben Kennedy, the architect for Hartshorne Plunkard replied, "Coordination and communication were key, I have to give credit to Mid-States, they came out and worked

"Coordination and communication were the key." - Ben Kennedy of Hartshorne Plunkard Architecture



with us as many times as was needed to make sure the job went smoothly."

Lynn Foster credits Mid-States Face-to-Face Solution™ methodology for enhancing Mid-State's reputation of being easy to work with. The four-step process provides a proven road map that ensures even the most complex jobs go smoothly. Mid-States is also there after the job, learning what went well and what could have gone more smoothly in preparation for even better performance on the next project.

Mid-States looks forward to the next partnership with Hartshorne Plunkard. It seems Hartshorne Plunkard feels the same, according to Ben Kennedy "If its precast, I want to make sure you (Mid-States) are there at the table from the beginning."



Photo by Dennis McDougall

Trio, located in downtown Chicago shows off the potential of a Total Precast Solution.

The Wolf's Den

By Mike Wolff

Quality Control Manager



First off I would like to thank every one of you for making my transition to Mid-States such an easy one. Usually there is some level of stress when changing jobs.

In this case I was made to feel like a member of the team during the first week. I can't express how grateful I am for that and how much I am looking forward to working with you over the next few decades.

The Quality Team, and by that I mean not just members of the Quality department but also Production, Yard, Design, Human Resources and Safety, have had some key successes over the last few months. Most notably, we have worked together to improve the communication level when it comes to Quality issues with signboards to let everyone in the plant know where the internal defects and scrap in the production process might be occurring. This has already allowed us to lower our scrap and improve our production rates through increased employee involvement.

We have also been utilizing a statistical root cause analysis method to attack some of our scrap issues. It is a method to catalog and retain what we learn about our process as we solve production problems and it also provides a standardized methodology for solving quality problems on the production floor. Defects and scrap do not happen by chance, there is some set of physics that are creating the issues.

A Partner In Our Community

Success in fund-raising effort

By Helen Richards

Hollowcore Production Scheduling

At Mid-States Concrete Industries, we are proud to be active participants in our community. We enjoy our community involvement and the relationships that we continue to make each month! We strive to make a difference.

American Heart Association

We exceeded our fund-raising goal of \$5,000 for the Beloit American Heart Association Heart Walk held in September, 2006 by almost 50%. This organization has made a huge difference in our local community by encouraging positive health practices and preventing heart disease

through awareness and education. We are very proud of all the employees who participated and contributed to the walk this year.



Photo by Hagen Harker

Some of the MCI team out walking for AHA.

Stateline United Way

MCI was selected to be a pacesetter for the 2007 fund-raising campaign. These pacesetters are key to setting a good example of giving for the entire local community. Our employees stepped up to the challenge and donated in record numbers and record amounts. Overall donation levels were up by over 25% to exceed \$27,000! The Stateline United Way makes a huge impact on the community via a plethora of non-profit organizations that serve a wide range of local needs. The team here at Mid-States enjoys helping to serve and improve the community in which we live and work.



Expand your Freedom > Experience our Commitment

Mid-States Concrete SNAP's To Attention

New program focuses on safety

By Shannon Scharmer

Director of Health And Safety

The Safety Nickel Awareness Program (SNAP) is in full swing. Over 500 Safety nickels have been awarded to team members that have gone above and beyond when it comes to working safely. Two employees that exceeded expectations in the area of safe behavior have already won prizes from submitting their Safety Nickels for the quarterly drawing. In October Matt Phillips won a DeWalt 18 volt four-tool compact combo kit and in December Gabe Cobarrubias won a DeWalt Heavy Duty Miter Saw.

Feedback on the program has been overwhelmingly positive and we have seen the benefits of the increase in Safety Awareness reflected in our monthly safety numbers. Its great that anytime a new person comes into the plant every employee looks out for that person and makes sure they are behaving in a safe manner and has the correct Personal Protective Equipment for the job.

"You can sense the increased excitement about safety due to the SNAP program" - Hagen Harker - when asked about what he likes most about the program.

Everyday I hear stories from managers about how they were able to easily and efficiently reward employees for looking out for their co-workers. Whether the Safety Nickel was awarded to an employee that pleasantly reminded his coworker to wear his safety glasses, or awarded to an employee that came up with a safer procedure for cutting slabs, people are thinking about safety and that's what's important.

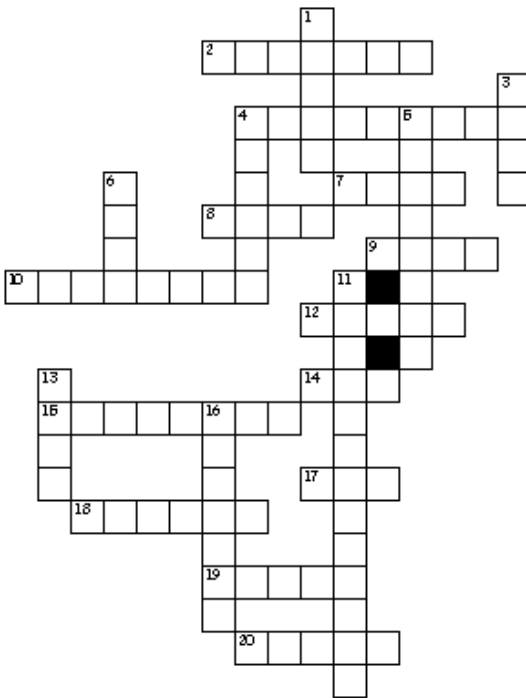


Photo by Dennis McDougall

Company CEO, Charles Harker presents Matt Phillips with the first SNAP prize.

The Mid-States Precast Puzzler

Test your knowledge of Mid-States and Precast! (Special thanks to Julie Duchow, Engineer and puzzle maker extraordinaire)



Across

2. Beam shear reinforcement
4. USDA approved hollow core type
7. Fillet, flare groove
8. Calcium chloride (concrete's kryptonite)
9. Safety nickel awareness program
10. Panel with insulation between concrete wythes
12. Should be placed in voids of plank
14. Unit measure for compressive strength
15. Process by which our 4' Elematic product is made
17. Column shear reinforcement
18. Type of reinforcement used in hollow core slabs
19. Next step in installation after plank is set
20. Equipment used to install precast

Down

1. Fresh concrete
3. Precast member made up of concrete, stirrups, and longitudinal reinforcement
4. Environmentally friendly replacement for cement
5. Object made to test compressive strength of concrete
6. Hollow section of plank
11. The majority of our wet cast products are made using self _____ concrete
13. Type of hole drilled in cores to alleviate water build up
16. Blocking

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Major Milestones in 2006!
Celebrating over 20 years as part of the Mid-States Team:
 Al Bautz – 48 Years
 Charles Harker – 41 Years
 Richard Lantz – 36 Years
 Bill Huber – 36 Years
 Gary Garman – 33 Years
 Rodney Peck – 28 Years
 Randy Liendecker – 27 Years
 Thomas Jolly – 22 Years
 Mike Flemming - 22 Years
 Joel Purdy – 21 Years
 Brad Troxel – 20 Years

Also thanks to those that celebrated their 5, 10 or 15 year anniversary in 2006:
 Cindy Linnabary – 15 Years
 Lori Curran – 10 Years
 Andrew Goetzke – 10 Years
 Dan Rippl – 10 Years
 Jose Castaneda – 10 Years
 Julia Vazquez – 5 Years
 Reginald Duhr – 5 Years
 Ian Lewellin – 5 Years
 Julie Duchow – 5 Years
 Matt Kennedy – 5 Years
 Shawn Strzok – 5 Years
 Marvin Wescott – 5 Years
 Brian Matthys – 5 Years



Welcome to the the new Mid-States Concrete Industries

A project management and engineering company specializing in the design, manufacture and construction of precast concrete structures.

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New Ideas New Tools New Freedoms



Join The Team

We have a number of career opportunities open in our plant. If you are interested in joining the Mid-States team, please contact us.

For immediate consideration, e-mail, fax or mail your resume to the address below:

Mid-States Concrete Industries

HR

500 S. Park Ave.

South Beloit, IL 61080

1-800-236-1072

1-815-389-2277

Fax (815)389-2339

jobs@msprecast.com



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For detailed product information,
Please visit our web site at

www.msprecast.com

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Expand your
Freedom > Experience
our **Commitment**