NEW BUSINESS, AGE-OLD IDEALS

Although on the surface UPI Crushing in New Berlin, Wisconsin, looks like a typical crushing yard, one look at their motto and their logo and you realize that there's a lot more going on than meets the eye.

Their motto is "Deeds, not Words." And the feather in their logo symbolizes owners Norb and Jeff Dretzka's Native American heritage — they are half Lac Courte Oreilles. Weaving those two aspects together by acting on and embracing their ancestral ideals of family and deep respect for the land as well as taking great pride in their country, state, and local community, the Dretzka brothers started up and now operate three thriving companies — Underground Pipeline, UPI Manufacturing, and UPI Crushing. But like many success stories, this one has a humble beginning.

UNDERGROUND PIPELINE, INC.

"We started our underground sewer and water line construction business in 1984," says Norb. "Our dad had been in that business awhile back, and growing up, I loved construction work. But when the market went bad in the late '70s, he got out. So when we started up, we asked him to come in and help us. We've been going ever since."

But it hasn't been without some struggles. In Wisconsin, pipeline work is seasonal. Winter layoffs, higher insurance costs, and rising fuel prices made it hard on everyone. Which leads us to the formation of company number two.

Mike Hagberg, American State Equipment and Norb Dretzka, Owner, UPI Crushing.

> **“We were much happier with the Kawasaki. It performs well. It’s fast, quiet, and easy to service.”**
>
> ***– Norb Dretzka, Owner, UPI Crushing***

UPI MANUFACTURING

In 2003, the brothers decided they would start a manufacturing company. It would provide off-season work for their construction crew as well as provide year-round employment for many of the skilled machinists and pattern makers located in the greater Milwaukee area.

As a Vietnam Vet, Norb was keenly aware of the need to support U.S. troops overseas. So working with the American Indian Chamber of Commerce, the Small Business Administration, and the Defense Supply Center Columbus, UPI Manufacturing began winning federal contracts to supply various parts to the military’s HMMWV, such as seats, ballistic glass, and armored doors. They make it a point to use only materials made in the U.S.A. The Department of Defense is so pleased with their work that they’ve awarded them the Gold Award in recognition of on-time quality and excellence — not just once, but twice. They are the only Native American business to win this prestigious award.

Once the manufacturing company was going well, they took another look at the construction side of the world.

UPI CRUSHING

Which brings us to UPI Crushing, the newest Dretzka Brothers’ enterprise. It was born in 2007 as a way to hold down gravel costs for their own water and sewer business as well as reduce the impact of the mass of demolition materials being dumped into landfills. So UPI Crushing specializes in recycling old concrete and asphalt by crushing it and turning it into gravel. Not only do they crush at their own location, they are mobile and will crush anywhere. UPI uses the reclaimed gravel and other byproducts on their own sewer and water jobs.

“We use small John Deere loaders in our water and sewer business,” explains Norb. “So we were looking at one for this operation. But Mike Hagberg at American State Equipment urged us to try a Kawasaki. I wasn’t familiar with them, but I am sold on the people at American State. We deal with a lot of equipment distributors and these guys are by far the best I have ever run into. So we tried one. You know,

when you look at price, that is just price. But when you consider value, that is a whole different thing. We look at that. We were much happier with the Kawasaki. It performs well. It's fast, quiet, and easy to service. It has great visibility out the back and the front — and for a machine this size, that is really something.

"The Kawasaki also travels so much faster than a comparably sized Deere — especially in reverse. And when you have a quarry-sized operation, reverse is more important than forward. Another feature we really like is the bucket rollback. It rolls back further in the carry position, which means you can heap another half yard on top of that bucket and run with it. We also like the self-leveling aspect of the bucket which we use all the time.

"And once our operators ran both the Deere and the Kawasaki, they favored the Kawasaki. It may not have all the bells and whistles, but bells and whistles are electrical doodads that are going to quit working on you. But there are a lot of little things they have worked into this loader that make this a very nice machine.

IMPORTANCE OF DIALOG

"One of the things that I think made a different for us was that we hired a sales-man," says Norb. "Even in our sewer work, we just bid it. But we wanted to someone to call back on the people, let us know how we are doing, etc.

"We also appreciate someone like Mike Hagberg, our sales rep at American State. He doesn't just try to sell us a piece of equipment. He does an analysis of what we are doing and makes a recommendation, like a consultant. It helps us set our goals too. And we are very goal oriented.

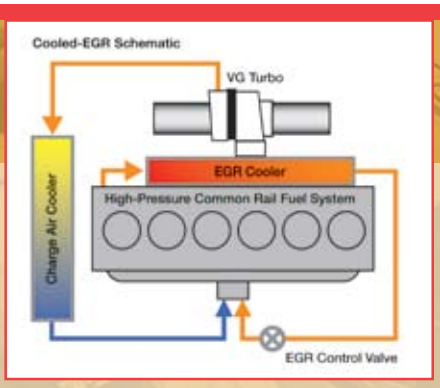
UPI Crushing finds their Kawasaki travels faster than other models especially in reverse.

"In our sewer business, the small loader is a glorified wheel barrow. But here, the Kawasaki has to be productive. I'm amazed at the difference in production this loader has made. I know we made the right decision. We're very happy with it. As we grow, we'll take another Kawasaki."

UPI Crushing is serviced by American State Equipment, Milwaukee, Wisconsin.

TIER-4 TECHNOLOGY

Cummins is focused on achieving the lowest cost of operation for our customers with today's EPA Tier 3 products and looking forward to our Tier 4 Interim products in 2011 and beyond. This focus on cost led Cummins to defining a Tier 4 Interim solution for the 174-751 horsepower band utilizing cooled EGR for NOx reduction and Cummins Particulate Filter aftertreatment for PM control.



Cummins short-loop EGR system routes the eshaust gas directly back to the cylinder.

COOLED EXHAUST GAS RECIRCULATION

Cooled Exhaust Gas Recirculation (EGR) technology is very effective at controlling NOx. The EGR system takes a measured quantity of exhaust gas and passes it through a cooler before mixing it with the incoming air charge to the cylinder. The EGR adds heat capacity and reduces oxygen concentration in the combustion chamber by diluting the incoming ambient air with cool exhaust gas. During combustion, the lower oxygen content has the effect of reducing flame temperatures, which in turn reduces NOx, since NOx production is exponentially proportional to flame temperature. This allows the engine to be tuned for the best fuel economy and performance at low NOx levels. Cooled EGR will be used by Cummins to attain the NOx levels being introduced in 2011 for 174-751 hp off-highway applications.

In EGR engines, exhaust gasses are cooled by engine coolant which raises the cooling system requirement. However, this will be mitigated by Cummins partnering with Kawasaki and cooling system suppliers to achieve more efficient packaging and integration techniques during the Tier 4 installation program. With hundreds of thousands of on-highway EGR engines in-service, Cummins offers a unique degree of experience in this area.

VARIABLE GEOMETRY TURBOCHARGING

In order to control both NOx and particulate emissions accurately, the amount of recirculated exhaust gas and air has to be precisely metered into the engine under all operating conditions. Customer benefits are increased performance and improved fuel economy.

Cummins Variable Geometry Turbocharger, with a unique patented one-piece sliding-nozzle design, continually varies the airflow delivered to the engine. This combines the benefits of a small and a large turbocharger in a single unit with a rapid boost at low engine rpm and maintains a high boost at higher rpm.

CUMMINS ADVANTAGE

Cummins has a unique advantage in that we design and manufacture all the critical engine subsystems and aftertreatment. We can integrate them more efficiently and optimize them as a total system for your use in Kawasaki equipment.