

As the Kawasaki Sales Person of the Year, the winner of the 2006 Bill Gibbs Award is...

Bruce Davis, RECO Equipment

“ We are pleased to be awarding the 2006 Bill Gibbs award to Bruce.”

– Gary Bell, Vice-President, General Manager, Kawasaki

Bruce Davis, Sales Representative, RECO Equipment, Perrysburg/Toledo, Ohio, is the recipient of the 2006 Bill Gibbs Salesman of the Year Award.

Bruce came to RECO in 2003, without a scrap of heavy equipment background. “I had been a Customer Service Manager and Inside Sales Manager for a welding manufacturer,” says Bruce. “Bob Hathaway, President of RECO, took a gamble on me. I hope it will be paying off for many years to come.”

Bruce is married to his wife of seven years, Brandy, and has two children, Lennon and Noah. A third, Emilia, is on the way. Hobbies include guitar, golf, and Wolverine football.

“I love the diversity in this industry,” says Bruce. “Every single deal is different from the next. Kawasaki is a versatile front end loader. It fits perfectly in so many

applications. I've sold to quarries, scrap yards, and to demolition contractors. Every single time I am amazed with the ease in which these loaders accomplish their jobs.

“Every sale that I have made is a direct result of the support from our Service Department at RECO, and the advice I receive from Hank Ottman at Kawasaki.”

“We are pleased to be awarding the 2006 Bill Gibbs award to Bruce,” says Gary Bell, Vice-President, General Manager, Kawasaki Construction Machinery. “He has earned the Kawasaki MVP award every year he has been with RECO. And he has proven to be a dedicated and highly productive Kawasaki salesman. He is committed to his customers, his company, and his suppliers. We'd like to have more salesmen like Bruce selling Kawasaki loaders!”



Bruce Davis with Gary Bell, Vice-President, General Manager, Kawasaki

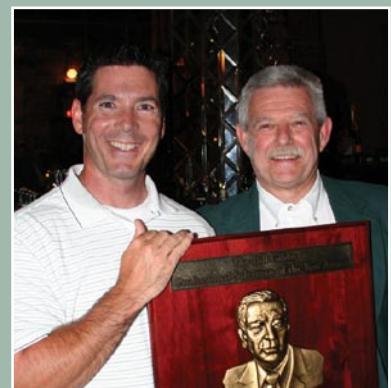


Bruce with Bob Hathaway, President, RECO Equipment

BACKGROUND ON THE BILL GIBBS AWARD



The award was established by Kawasaki as a memorial to the late Bill Gibbs, Sales Representative, GS Equipment, Inc. of Tampa, Florida, who was the number one Kawasaki Wheel Loader salesman in North America for over ten years. He was known for his professionalism and his attitude. He always represented himself, his distributorship, and his manufacturers in the most ethical manner. Gibbs passed away in February 1999. The first Bill Gibbs Award was presented for the 2000 Sales Person of the Year.



Bruce with Hank Ottman, former RECO employee who is now a Kawasaki District Sales Manager