



ADVANTAGES

A newsletter by The RAM Family of Companies

WINTER 2013

P.O. Box 660 Winsted, MN 55395 • Toll Free: 800-710-4726 • Office: 320-485-2844 • Fax: 320-485-3625 • www.rambuildings.com



**RAM Machine Marches
Onward & Upward**



As 2013 is now coming to an end we can look back on another good year with improvements made in all corporations. RAM Buildings, Inc. continues to increase their sales volume and market share in all territories with the agricultural market leading the way with a 25% sales increase over the last year. The Forsman chicken barn project is a big part of that increase and it should provide work for all the crews through the winter and into the new year's building season.

RAM GC started their year wrapping up the huge ND jobs that were started last year. These completed projects are proof that we can handle large, complex jobs with large contract values and our great reputation continues to open the doors for bigger and better opportunities in the future. The equestrian market has also come back to life and we now have 2 large equestrian facilities for next year that will give all the companies lots of work for 2014.



From the GC side of RAM . . .



It's the end of the year 2013! RAM General Contracting galloped in to spring and will be ending the year with a photo finish. Although spring weather started off rough, RAM GC had two new equestrian projects to keep busy.



RAM Excavation and RAM Landscape both had a struggle getting the year started as winter would not let go and spring included too much rain, making it difficult to get anything started. However, they are both going to finish strong and are working long hours and weekends to make sure we complete projects as promised.

Excavation has continued to expand their capabilities. Building roads and doing the utility work can now be added to the list of things that we can do for all of our customers.

RAM Landscape continues to build relationships with companies such as Lifetime Fitness and Carlson Homes. We have become their contractor of choice for all the work on their projects.

Looking forward the sales force is very optimistic about 2014. We have good carryover from the past year both in work sold and to be built. We also have quotes out on potential work that should come our way.

Thanks to all for the hard work and dedication to the RAM machine. The reputation of all our companies is that we do what we say we will do, we do it on time, and we do it right.

The only way a reputation like that is earned and maintained is by the quality of the people working within it and the fact that they care about what they are doing.

Thanks Again! Gregg



RAM Buildings, Inc.
2013 year in review



On the production side, we've been challenged like never before. Blake has done a superb job of getting buildings drawn and processed, and managing the delivery schedule of materials purchased from our vendors. On the shipping side, Danny has continued to work wonders in getting materials from our yard to the job sites on time. Adding Brett as a full time delivery driver / yard man, while at the same time relying on Larry (don't retire yet!) for the overflow, has allowed us to keep the trucks moving at a fast and furious pace.

Our construction crews continue to amaze me. They continue to show the ability to take on any challenge and succeed. With Dave managing the overall day-to-day schedule, and the crew leaders and carpenters chewing up work, the machine continues to move in the right direction. Throw a handful of good framing subcontractors into the mix for those jobs that are farther away, and it becomes even more impressive.

After a few years in a slump, the equestrian market has bolstered because the economy is regaining strength and people are again willing to continue their construction plans and dreams.



In July, RAM General Contracting was awarded the McLeod County Vehicle Storage and Salt Storage Buildings in Silver Lake, MN. This project was a much appreciated change for the crews to work so close to home and it also increased RAM's visibility in the local market. It is scheduled for completion December 6th.





A Look Back at the 2013 Season

Within our company there are a number of people that stay behind the scenes, but without whom we would not succeed. Whether it's Tess presenting that critical first impression of RAM to the customer through marketing or through her cheery greeting, Mike keeping our fleet running, or Kim making sure our financial affairs are in order, we would not be where we are without them.



I'm a numbers guy at heart, so here are some numbers that help me sleep at night. Since Feb 16, 2013, our pace of new sales has been ahead of any previous year in RAM Buildings, Inc's history. On August 24th, we surpassed the 2012 total for new contract \$. At the end of November, we will have surpassed the total revenue for last year. It helps me sleep at night because I see what happens when good people focus their efforts on doing the right things, the right way. As we move forward, it is obvious that we have a good foundation of skills, attitude, and integrity to carry us far into the future. From the bottom of my heart, thank you for everything you do.

As always, I want to finish with some useless trivia, so here are some real nuggets of wisdom for you:

- In the U.S. a pound of potato chips costs 200 times more than a pound of potatoes
- It has been estimated that humans use only 10% of their brains (I'm sure my wife agrees that this applies to me.)
- In Arizona, it is illegal to hunt camels

May God richly bless each of you and your family this holiday season!

Craig



Despite the late start from all the snow in April and the rain in May we had a very successful year. With business on the books and customers eager to get their projects started, the crews were busy season trying to make up for lost time.

To keep up with demand, we hired some additional crew members Yancey Catlin, a reliable, hard worker who always has a positive attitude. Jason Ahlfs, a versatile team player, always ready to help wherever he is needed. Brady Starr, a quick learner who is always for a challenge. Each of them has proved to be valuable employee and great additions to the team.

We continued to do work for Life Time Fitness this year, with numerous jobs throughout the metro. We hope to continue growing relationship with the contacts we have made at Life Time Fitness ; expand our commercial side.





RAM Excavating 2013 Update



It is hard to believe soon there will be snow on the ground. We are in a race against time with a lot of work to get wrapped up before the season ends. It is a good problem to have for sure, we have been fortunate this year to be a part of so many great projects.



Our season started out in North Dakota, continuing with the XTO Energy project from last year. After that we were kept plenty busy with projects closer to home. In April, we started soil correction work at the site of, the now open, Honest 1 Auto Care, near Interstate 494 and Bass Lake Road in Maple Grove. In addition, we were busy with various other jobs we bid through RAM General Contracting and RAM Buildings, including the site work for the new McLeod County Maintenance Facility located off of Highway 7 in Silver Lake.

Recently, the crews have been working on several new construction residential projects in a housing development. It is great to see new construction projects in the works, a sign the economy is heading in the right direction. It has been convenient having those jobs all so close together, while proving a little more challenging to keep all of the jobs straight in our heads and all the paperwork in order!

As the landscaping season is winding down, we are switching gears and getting ready for the snow. Our snow removal services focus mainly in the Waconia/Norwood Young America area. However, we were subcontracted for over a dozen properties in the Eden Prairie area as well.



The lingering winter may have set us back, but it didn't slow us down! look forward to catching our breath and spending more time with our families over the next couple of weeks before we jump into a busy snow removal season. A busy year, without any serious injuries, is a reason to give thanks and celebrate. Happy holidays!

Ron



**2013 ENTRY FOR
BUILDING OF THE YEAR**



Recently, we started a big residential project in Stillwater Township. The crew had put in long days clearing and grubbing trees and digging retention ponds. All the asphalt is in place and the seeding is complete. Now the crew is starting to move dirt for the house and barn pads.

Our busy season of site work, building and shed pads, indoor and outdoor riding arenas, demolition, and driveway repair isn't quite over yet. Our hard work and fair pricing has earned us enough business to keep us busy until the ground is covered with snow.

Neil



Referral Program

We want to give back to you. Let RAM give you **\$100** per referral! Tell your family! Tell your friends!



**Residential
Norwood, MN
5,200 SF Post Frame House, Shop, & Garage**

This home is well loved by its owners & RAM. With so much flexibility in design they were able to create the home of their dreams. The open floor plan and natural lighting is perfect for all their entertaining needs.





Let RAM be your money tree!

Refer us today!

Call 800-710-4726 for more details.

Opportunity knocks!
Answer.....

The home has 3 bedrooms with walk in closets, master bath with whirlpool, all this plus one level living - convenient. No need to worry about not having a basement! There is ample storage space with a 48' x40', 3 car garage for their hobby shop & belongings.



As an added bonus they were able to build with significantly less cost than if they had built a traditional style home. The home is as sturdy and even more energy efficient than a traditional stick frame home.

This sounds like a win-win to me!



2014 Happy New Year!



RAM 2013 EMPLOYEES

   