

# A SALUTE TO A CUSTOMER



## THREE RIVERS CONSTRUCTION, INC.

### New Lakeland underground utility contractor is off to a strong start



Reuben Mausolf, General Manager and Vice President of Three Rivers Construction.

**E**ven though it's a new entry in the Twin Cities underground utilities market, Three Rivers Construction, Inc. of Lakeland, Minnesota, is off to a strong start, according to General Manager and Vice President Reuben Mausolf.

"We focus on underground utility work — sanitary, watermain and storm sewer," Mausolf explained. "If there are special requirements on the project, we can deal with that, too. We'll build roads or we'll do a reconstruction — that's what we're doing in River Falls, Wisconsin, and Hastings, Minnesota, right now."

Three Rivers Construction was founded last winter as a division of Tower Asphalt, Inc., a longtime asphalt producer and paving contractor in the metro

area. "Ron Hockin, President of Tower Asphalt, wanted to become a little more diversified," explained Mausolf, a 34-year veteran of the construction industry and former president of an underground utility company. "He wanted to expand into underground utility and light grading work.

"The timing was right, and I was available, so we met and came together to create this company," he continued. "I set it up and run it as general manager and vice president."

Ron Hockin is president of Three Rivers, while Von Bergstrom is secretary and estimator.

#### Concentrate on metro counties

Three Rivers employs about 25 people and concentrates its efforts in the seven-county metro area around its home base in Lakeland. "We would like to stay as close to home as possible," said Mausolf, "but we'll go where the work is. That includes going a short distance into western Wisconsin, where we have the project in River Falls right now."

During its first construction season, Three Rivers is operating with three sewer crews, a grading crew and a cleanup crew. "We ran ads last winter and had a couple hundred applicants," said Mausolf. "Some experienced people followed me over from where I worked previously, so that was a big help."

Three Rivers crews worked on several municipal utility projects during the spring and summer, both new installations and reconstructions. "We finished up a project earlier this season with the city of Rosemount that was a new development," stated Mausolf. "We recently finished a job in Oakdale, and we're moving into Woodbury with another new site.

"We have a lot of variety," he continued. "Right now, most of our work is in the reconstruct area —



The operator of a Komatsu WA450-5 uses forks to move demolition debris at Three Rivers Construction's underground utility project in River Falls, Wisconsin.



Above: Operators of Komatsu PC600LC-6 and PC400LC-6 excavators work in tandem to dig trenches on the River Falls utility project while the operator of a WA450-5 stockpiles material in the background. The large project included replacing sanitary sewer, storm sewer and water main lines in the city, as well as curb, gutter and street reconstruction work. Left: Foreman Marty Durdahl guided the work of crews at the River Falls job, the largest project to date for Three Rivers Construction.

older parts of town that are upgrading their systems. Probably 99 percent is public work, but we will also do some private development and commercial-type projects.”

### River Falls largest job to date

The River Falls project is the company’s largest and most difficult project to date. Crews started work at the end of April and finished in September.

“We’re replacing about 4,000 feet of trunk sanitary through town and approximately the same in storm sewer,” said Mausolf. “We’re also replacing a few thousand feet of watermain, and then putting in new curb, gutter and street. We have a subcontractor on the concrete work and Tower is doing the bituminous work for us.”

Because Three Rivers Construction is tied to Tower Asphalt, the company sometimes subcontracts with Tower for street work.



Komatsu equipment, including this PC400LC-6 excavator from Road Machinery & Supplies Company, plays a key role in projects undertaken by crews from Three Rivers Construction. The company’s fleet includes three Komatsu excavators and three Komatsu wheel loaders from RMS through veteran Territory Manager Gordon Johnson. Plus, Three Rivers has rented a variety of Komatsu machines from RMS to meet specific jobsite needs.

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# Three Rivers thrives on challenging jobs

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"It's definitely a scheduling advantage when we work with Tower, though we don't necessarily use Tower for all our bituminous or street work," Mausolf commented. "We do use other subcontractors, and Tower works the same way. If we quote them on a job and another contractor comes back with lower prices, they use that pipe and light grading subcontractor."

## New equipment, no downtime

Reuben Mausolf relies on Three Rivers' new and productive Komatsu equipment from Road Machinery & Supplies Company to keep projects on schedule. The company's fleet includes two new Komatsu PC400LC-6 hydraulic excavators, a new Komatsu PC300LC-7 excavator, two new Komatsu WA450-5 wheel loaders and a new WA380-5 loader. RMS

Territory Manager Gordon Johnson services the account.

Three Rivers Construction also rents Komatsu and Ingersoll-Rand equipment from RMS. "I have a PC600LC-6 excavator out right now that I'm using at River Falls," said Mausolf. "We also have three model SD77F Ingersoll-Rand sheep's foot soil compactors that we have on a long-term lease."

Mausolf said he based his recent purchases of Komatsu equipment from RMS on past experience. "I've dealt with Road Machinery and I've had a number of Komatsu excavators, loaders and dozers in the past," he said. "Komatsu excavators are probably some of the better excavators on the market. Their other equipment is also good quality. And RMS has been good in backing its equipment with service. Komatsu has been good to us, and we're happy."

The company depends on RMS technicians to handle service through Three Rivers' lease arrangements. The company also uses Tower Asphalt's shop and mechanics to handle preventive maintenance. But Mausolf doesn't expect his Komatsu machines to spend much time in the shop.

"Part of the reason we went with newer equipment is because we can eliminate mechanics," he explained. "The lease agreements and warranties are pretty attractive right now. Productivity should stay up with the newer equipment. It allows us to maximize the work load we can take on, hopefully with the fewest breakdowns."

## Enjoys the daily challenges

Even after so many years in construction, Mausolf says he still looks forward to going to work every day. "I enjoy being hands-on in the field, going to the different sites, dealing with each challenge that I come across," he said. "The people I have around me are pleasant to work with, and I enjoy their input, too."

Mausolf also likes being part of the Tower Asphalt organization. "Starting a new company is a challenge, and Tower is a very strong company," he stated. "I'm glad to be a part of it."

Plus, he has high hopes for Three Rivers Construction, Inc. "We want to become a successful company in this field and hopefully expand," concluded Mausolf. "There may be even more diversification of some kind that is possible with expanding into other fields. But right now, our primary focus is on getting this company started and off on the right foot and staying strong."



Three Rivers Construction's Komatsu fleet includes three new Dash-5 wheel loaders, including this WA450-5.