

COMPACT CONSTRUCTION EQUIPMENT

Enlarging Your Vision
for Your Mini Hydraulic
Excavator

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ENGINES & POWER

What Happens When
the Wind Doesn't Blow?

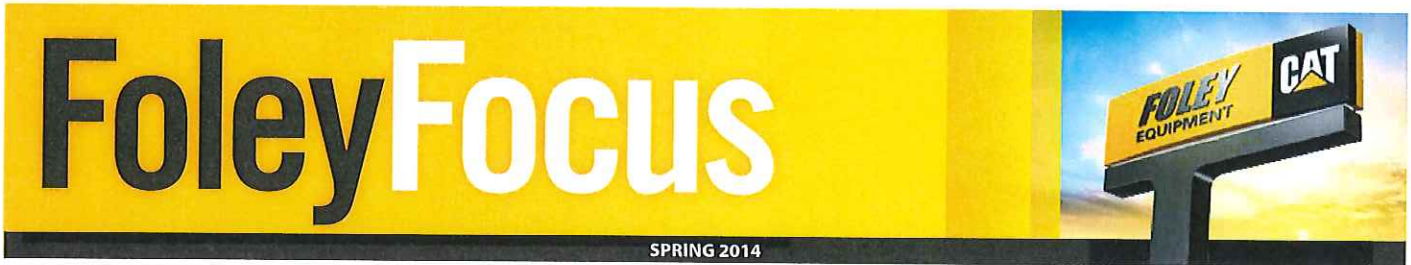
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TECHNOLOGY & PRODUCTIVITY

Cat® Equipment
Management Solutions

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SPRING 2014

CUSTOMER PROFILE

Havens Construction

An underground
focus keeps Havens
on top.

Havens Construction of Liberty, Missouri is a heavy utility construction company with a focus on infrastructure projects including water, wastewater and related site work for developers, municipalities and general contractors.

Havens operates on a simple philosophy: "Driven by tradition. Committed to perfection. Grounded in the needs of our clients."

With nearly 50 years in the business and a philosophy like this, it's not surprising that Havens enjoys long-standing relationships and repeat business.

The company was founded by Tom Havens in 1968 and had a simple start. Tom had been encouraged by a friend to bid on a sewer project for the town of Braymer, Missouri. The move paid off and Tom never looked back. Tom's son, Steve, joined the business in 1973 and has been pivotal in leading the company

for the past several decades. Eric, a third generation Havens, joined the company in 2002, and now serves as President and Chief Operating Officer.

"Do what you do best" characterizes Havens' singular focus on infrastructure development, the foundation for their business and key to their growth. "Because we have always been centered in the water and wastewater industry, it has been easier for us to continue to refine our craft and implement best practices. This keeps us competitive but also allows us to enjoy growth and prosperity across a very competitive and cyclical industry," Eric Havens explains.

Long-time Cat Owner

Havens has always run Cat. "As long as I can remember, we've always had an equipment mix that included Cat equipment; everything from larger excavators and loaders all the way down to backhoes and skid loaders and even some attachments. Cat equipment is productive, reliable and a solid value," Havens said.

Havens' extensive fleet of machines includes 12 Hydraulic Excavators from the compact 304C on the small end to mid-sized 330s, a 420D, 430E all the way up to the 349E. Havens' loader lineup includes seven machines including a 930G, IT-28G and five 963s, a mix



of C and D series. The balance of the fleet is comprised of a D6 Dozer, three Compactors, a Hydraulic Breaker and a Skid Steer.

The Foley Connection

With that extensive fleet, Foley's sales and service team is an important partner in Havens' operation. "We value our relationship with Foley because we get responsive service and competitive pricing. Troy Nitsche, (Prime Product Sales Rep - Kansas City), is particularly great to work with because he not only knows the Cat product line but also knows our business and our fleet of equipment. This allows Troy to be proactive with addressing our equipment needs which keeps Foley and Cat as key members of our team," Havens said.



Eric Havens

"What's more is the follow up and service from the dealer. Foley is at the forefront on this for our business," Eric Havens said.

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