

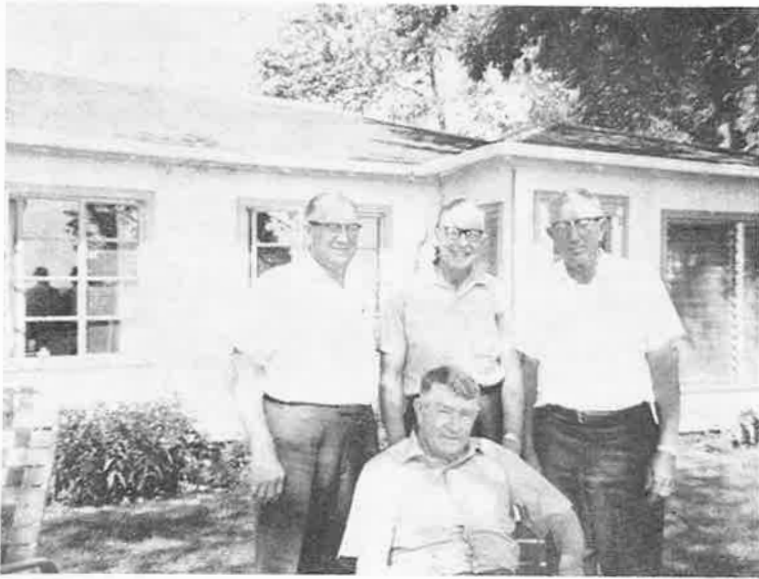
Around the territories...

ROAD CONTRACTOR

Duininck Bros. & Gilcrest, Prinsburg, Minn., are one of the large road contractors in our state. Earth moving and paving projects started last year to be completed in 1970 include a highway at Bemidji bid at 2¼ million dollars, one north of Willmar on Hiway 71 at 1¼ million, plus two smaller (?) projects at Glencoe (over ½ million) and Pipestone (almost half million). Bids for more work will get out this year.

The story of this firm is fascinating, one that is unusual. It presents a challenge, a challenge I accept knowing I will be unable to do full justice to it. Getting pictures of the busy Duinincks was no small task!

GREEN LAKE



Seated: Henry Duinick. Standing: Amos Duinick, Chet Skoog, Wilbur Duinick

HENRY DUININCK, foreground, is shown with his two brothers, AMOS and WILBUR, together with CHET SKOOG, Oman's veteran salesman. CHET SKOOG reports HENRY told his shop to give business to CHET 35 years ago! CHET has been taking orders ever since and established a fine relationship for our Willmar store.

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HENRY, kingpin of the organization, together with his brother AMOS started their earth-moving business back in 1930. Their first experience in Minnesota road building was up north in Cook County. Money was anything but plentiful and getting their equipment back to home base was a major problem. In that frigid 30 below weather in 1931, HENRY'S friend, WALT CARLSON (Pennock Oil) came to the rescue. By sheer ingenuity and hard work, WALT converted a used Northland Bus into a 40 foot flat bed trailer with 5th wheel. Much welding and building in remodeling the front end for the goose neck. It was perhaps the first semi used in this area and a home-made deal at that.

The trailer was mounted on a new 1½ ton Chev truck and it took 20 trips to haul the 10-ton crawler tractors, elevating graders and dump trucks home. WALT and HENRY made the first trip in that icy cold 30 below winter of 1931. The 3-day trip home was venture-some with top speed of 30 miles per hour, and the whole load sliding down hill backwards on an icy incline!

Asked WALT CARLSON how he first met HENRY. WALT, a single man in 1930, operated a shop in Raymond, Carlson & Haug. He had a mechanic who roomed at the home of a newly married couple. WALT said a fellow was lucky to have one suit at that time and his had become soiled so he had nothing to wear for the dance that Saturday night. His mechanic told him his landlord was about the same size and he was sure he could borrow. They went over to the house but the landlord was not home, but the mechanic told him he was sure there would be no objection—and the suit fit perfectly! But then WALT spilled on that borrowed suit and did not want to return in that condition, so he brought it into Willmar Monday morning for cleaning. HENRY DUININCK was the landlord and he was looking for the suit Sunday. It was his wedding garment! When WALT returned the suit Monday, it was the beginning of a close friendship which has lasted these many years!

HENRY DUININCK severed his relationship with the firm both financially and legally a couple of years ago so he could run for the County Board of Kandiyohi County where he has given full effort. His son WILLIS quipped that he wished he could hire a man who would work half as hard and at three times the pay his father gets from the county! HENRY said he had full confidence in the younger generation who are now running the business. This brings us to the next picture.

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Around the territories...

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GREEN LAKE



Seated: Willis, Wallace. Standing: Larry, Norman, LeRoy—
all Duininks

On a Sunday afternoon last summer we found five of the seven in the younger generation to snap above photo. The repartee was enjoyable and the good natured kidding and ribbing refreshing. They know how to live together! What about business?

The firm employs 300 people. About 25 work the year round, the others have a 4-month vacation due to Minnesota weather. A repair and storage garage, 140' by 140' also houses their research and aggregate laboratory and is located at Prinsburg.

They operate 35 crawler tractors, 30 pup (dump) trailers, tandem trucks that carry 10 yards of dirt, 70 trucks, and motor scrapers capable of taking 32 yards in one bowl! There are 3 rock crushers with complete crushing setups and 5 asphalt plants. A permanent asphalt plant is located at Hutchinson, the other four are portable and move from job to job. They are so well mechanized that a minimal crew is used to operate, sometimes one person can take charge.

DAVE GILCHREST, a state engineer, was taken into the firm in the early 40's. His knowledge of asphalt and hard surfacing was a valuable asset. DAVE died in 1966. Brother WILBUR came into the firm in the 40's. WILLIS and WALLACE in the late 50's, CURT and NORM in the early 60's, HARRIS in 1966, LARRY and LEROY in 1969.

PRINSBURG



Harris and Curtis Duinink

Our final picture was snapped this spring outside the plant at Prinsburg. It shows CURT and HARRIS alongside some of their trucks. Had interesting individual interviews with all of the Duininks. They all carry the same traits, courteous, friendly, and above all modesty!

WILLIS, accepted as the leader, took time for coffee at the new Community Cafe. There I had the privilege of buying MRS. HENRY (CORA) DUININCK free coffee and donuts! They were celebrating 'Open House.' WILLIS, in his modesty, more or less shunned the term 'leader' stating that major decisions were made in cooperation.

CURTIS is in charge of organizational job planning, HARRIS has charge of the research and aggregate laboratory, and NORMAN is in the office. They all work closely together, discuss all problems, and should there be different ideas, WILLIS has the final word. Once

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a decision is made, it is accepted by all and there are no "I told you so's" after.

The firm owns a Cessna-180, 4-passenger plane. CURT, NORM and HARRIS are all pilots, and AMOS used to fly. CURT had a harrowing experience that made the press in 1967. The plane went through the ice in Dryberry Lake near Kenora, Ontario, Canada. His companion, JIM GLOEGE came near drowning, and getting the damaged plane back home called for careful maneuvering!

An item I forgot to mention is the expense and work which goes into estimating. A truck with a 30' auger is used to test soil in the miles a contract covers. Important is the 4' frost line. Granular materials are important in road building also and discovering sand pits comes into the picture. Many samples are taken and tested in the laboratory. Availability and distances are all computed and all this expense is for naught if a competitor underbids. HENRY DUININCK told me the younger generation have done such a complete and comprehensive survey in this phase of the business that money has not been lost on a single job! Quite a tribute!

It was a pleasure to meet with all of the Duininks—ambitious, hard-working, capable, friendly people. Conclusion must be that here is a most unusual family. In spite of all the money, the important decisions of big business, we find a family who knows how to live together. They respect each other and themselves. "One for all and all for one" might be a credo. Back of all this must be a strong religious background instilled from youth. Our STEERING WHEEL salutes this fine family and their accomplishments.

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THOTS WHILE WHEELING

Made a few calls at Ortonville a few weeks ago. Must be 7 or 8 years since I called in that town. CURTIS KROSHUS, owner of Kroshus Ford, bot me free coffee and brot me up to date in dealer changes. CURT has been there over 8 years now, coming from Wheaton. He employs 9 people. Met the 29-year-old PAUL KINN who bought Lohman Chev. PAUL has the whole GM line now, Cadillac, Olds, Buick, Pontiac and Chev. He hails from Hankinson, N. D. where his father is a GM dealer. He is considering building a new plant in 1970.

"Beauty is in the eye of the beholder."—Tom

"If you must throw cold water on things, get a job as a fireman."—Saw this in the office of Frank Chapin, Willmar Fire Chief.

Orton Motor in Walker has changed hands and is now known as Community Ford.

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