



## **EMPLOYEE PROFILE**

## **TOM MILLER**Cheif Executive Officer

It has been both a blessing and a challenge to have had close family ties to very successful companies in the construction equipment industry. Certainly, a blessing because of the unique opportunities that came my way, but also a challenge to build on past achievements in the world of construction. In addition to MFC, my immediate family also owned and operated two very progressive construction equipment operations: The Koehring Machine Co. (in its heyday, called The General Motors of Construction Equipment) and Curbmaster of America, Inc. (ahead of its time with innovative concrete paving and slipform machinery).

The road to my leadership position at MFC was not direct. It started with summer employment at MFC during high school which continued as I earned degrees from the University of Notre Dame and Northwestern/Kellogg School of Business. After graduation, with seven Millers ahead of me at MFC, I headed to California into field sales which was followed by a return to the Midwest to work directly for Curbmaster in Iowa.

The practical lessons learned "in the trenches" in California and Iowa far surpassed my classroom education and paved the way (pun intended) for my return to MFC...first as VP-Sales, then as President and now as CEO.

Lessons learned over the years from many setbacks and successes have formed my key management philosophies. First and foremost, work should be enjoyable and sprinkled with humor. After all, we spend most of our waking hours at work, so it should be a pleasant experience. Second, the customer is always King regarding product quality and service. Finally, treat your employees with dignity and respect, give them opportunities to advance and then share the results with them when the business is profitable.