

# Global Industries Cultivates World-Class Brands

If imitation is the sincerest form of flattery, Global Industries Inc., in Grand Island, Nebraska, is definitely doing something right.

"We were one of the first companies in our industry to grasp the concept of bundling all of the grain storage and handling systems and solutions under one corporate roof," explained Doug Fargo, President and CFO of Global Industries.

"Our competitors are attempting to do this now, although most of them still do not have the complete line."

Global Industries was founded in 1996 by Virgil Eihusen, who is grandfather of the company's current Chairman and CEO, Jack Henry. Prior to establishing Global Industries, Eihusen served as President and Chairman of Chief Industries, Inc., which he started with one employee in 1952.

Under Henry, Global Industries has grown nearly 400 percent, fueled domestically by the demand for on-farm grain storage systems that are capable of conveying, drying, and storing corn used to feed cattle and produce ethanol for blending with gasoline. "Ethanol plants require a lot of on-farm storage to keep those



Doug Fargo (left) and Jack Henry are proud of the company's Research and Development Center, which is a working grain storage system representing Global Industries' family of products.

plants running," Fargo shared.

Global Industries also markets its product line in 50 countries through a distributor network of more than 2,500 dealers around the world, including Russia and Asia.

The company's six divisions manufacture more than 50 individual products, including grain storage silos under the MFS/Stormor brand.

Each division has its own engineering department and manufacturing plant equipped with the latest technology for designing and fabricating their various products.

Most of the company's products are tested at its research and development center in Grand

Island. "We wanted to create an environment where we could test all of our products and get them to market without the inherent delays that come from having to find a beta site, which is how we have had to test in the past," Fargo explained.

Henry credits his company's success to its high standard of ethics and integrity established by his grandfather. "Integrity and ethics are cornerstones

of our business and they're what we base our decisions on," Henry emphasized.

Community involvement is also part of the company's ethos. "At every division, we expect our executives to be involved with the community and to sit on the boards of various civic organizations."

Last year, Henry and Fargo, together with their wives, co-chaired the United Way campaign in Grand Island, setting a record in the

amount of donations collected.

It was while serving on the boards of various community organizations that Fargo and Henry met John Hoggatt, Grand Island Market President of Platte Valley State Bank, which is affiliated with First National Bank. In 2011, based on their relationship with Hoggatt they started banking with First National.

"We felt very comfortable working with First National's Steve Knapp and Sean O'Connell, which is important in our business where everything is about relationships," Fargo added. "And we like to believe the same is true with our banking relationship. It's nice to have a relationship with your bank so when you say, 'This is what we're thinking' they reply 'Go for it—we'll support you 100 percent.' They've been a very good partner for us."



MFS-Stormor grain bins were reengineered using the latest roll forming technology to produce the industry's highest rated roofing systems in terms of its strength and ability to support conveyor, spouting and other equipment.



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