

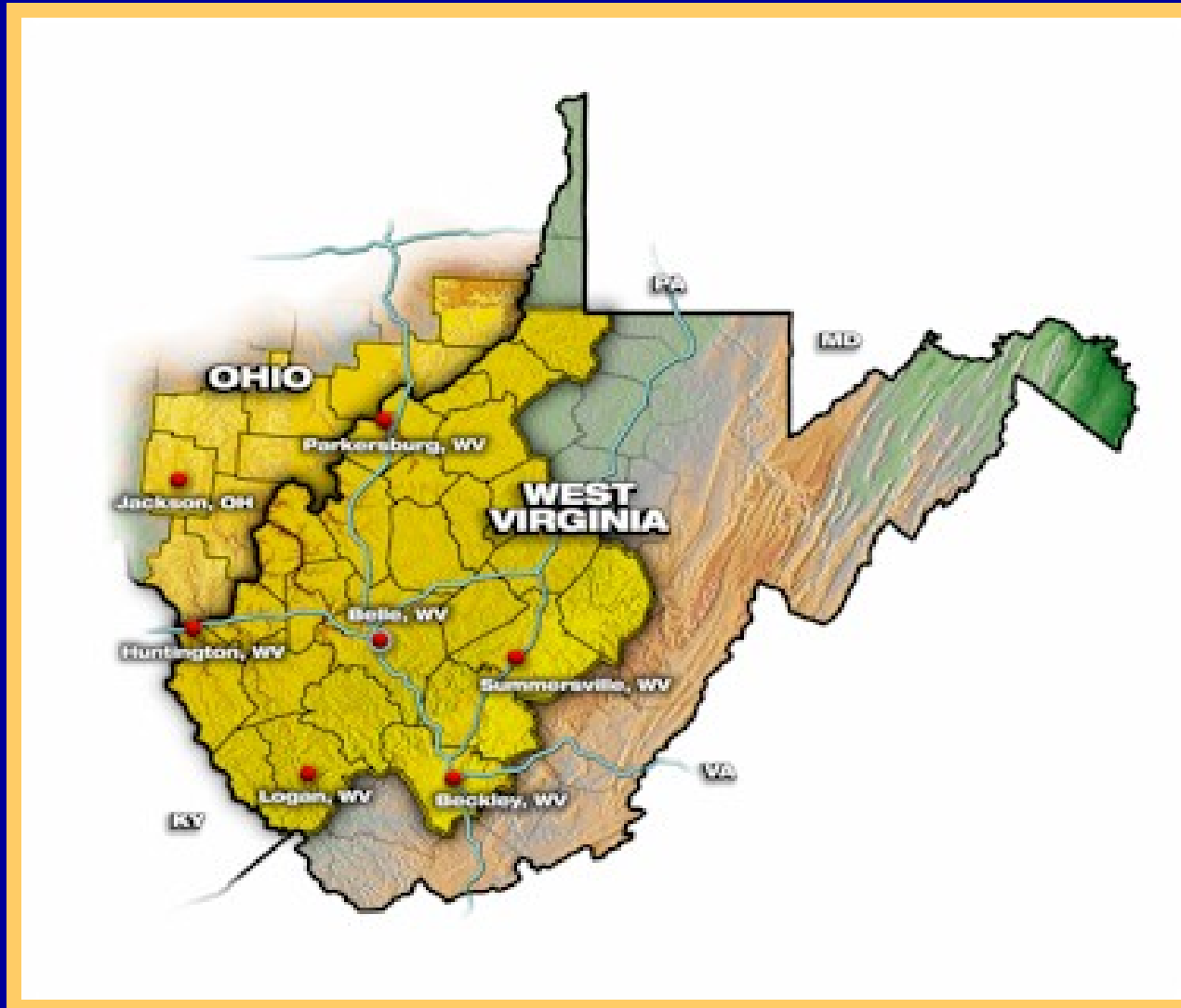
Please include the following attribution when using any part of this presentation information in a report, presentation, article, etc.

**Presented by Roger Lilly, Walker Machinery,
at the West Virginia Energy Infrastructure
Workshop on July 22, 2004 at Clarion
Conference Center in Shepherdstown, WV.
This meeting was a part of the Energy
Roadmap Workshop Series commissioned by
West Virginia Governor Bob Wise.**

Walker



Walker Territory





- Originated in 1903, world's largest manufacturer of construction equipment and engines
- Headquartered in Peoria, Illinois
- \$22.7 billion in sales in 2003
- Over 300 products ranging in price from \$20,000 to \$3.5 million
- 50% of sales outside U.S.
- Distributed worldwide through a network of 223 dealers, 58 of which are in United States

Walker



Walker



Family



L-R: Pat Walker, VP Finance, Dick Walker, Chairman of the Board, Steve Walker, President, Caroline Coleman, Assistant Marketing Manager, Wayne Coleman, VP Sales, Mike Walker, Executive VP

Our History...

- Relocated to Belle 1960
- Early growth due to highway construction
- Surface mining of coal became an important market in 1960's, along with oil & gas industries
- Rapid growth in stores and employees during 1970's
- Coal primary market since 1980
- Mission has been to manage the ups & downs of coal
- Walker Express, the CAT Rental Store 1998
- Walker Engine Power 2000

Walker



Quick Facts about Walker...

- Over \$200 million annual sales
- 600 employees at 10 locations
- Annual payroll of \$32 million
- 1,600 insured lives; \$3 million in health care
- Annual Worker's Compensation premiums of \$1 million
- Annual purchases of \$24 million from West Virginia companies

Walker

CAT

Walker



Markets We Serve

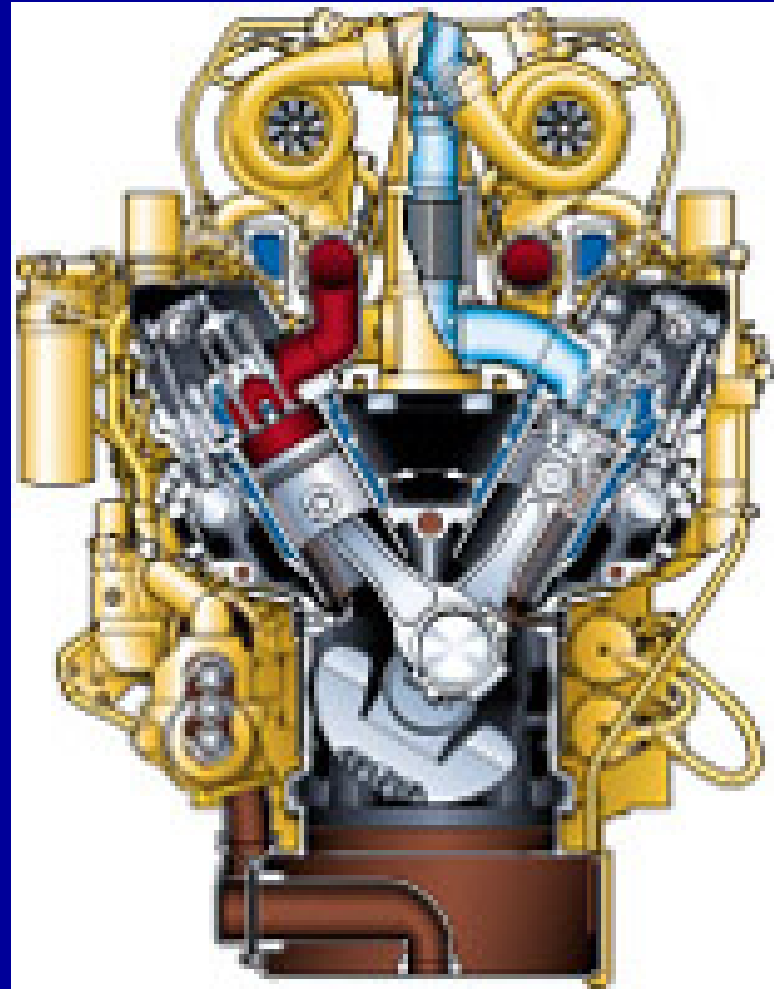


Forestry Construction Highway Industrial

**Walker
Engine Power**



Commercial & Truck Engine Power



Walker



Walker Express



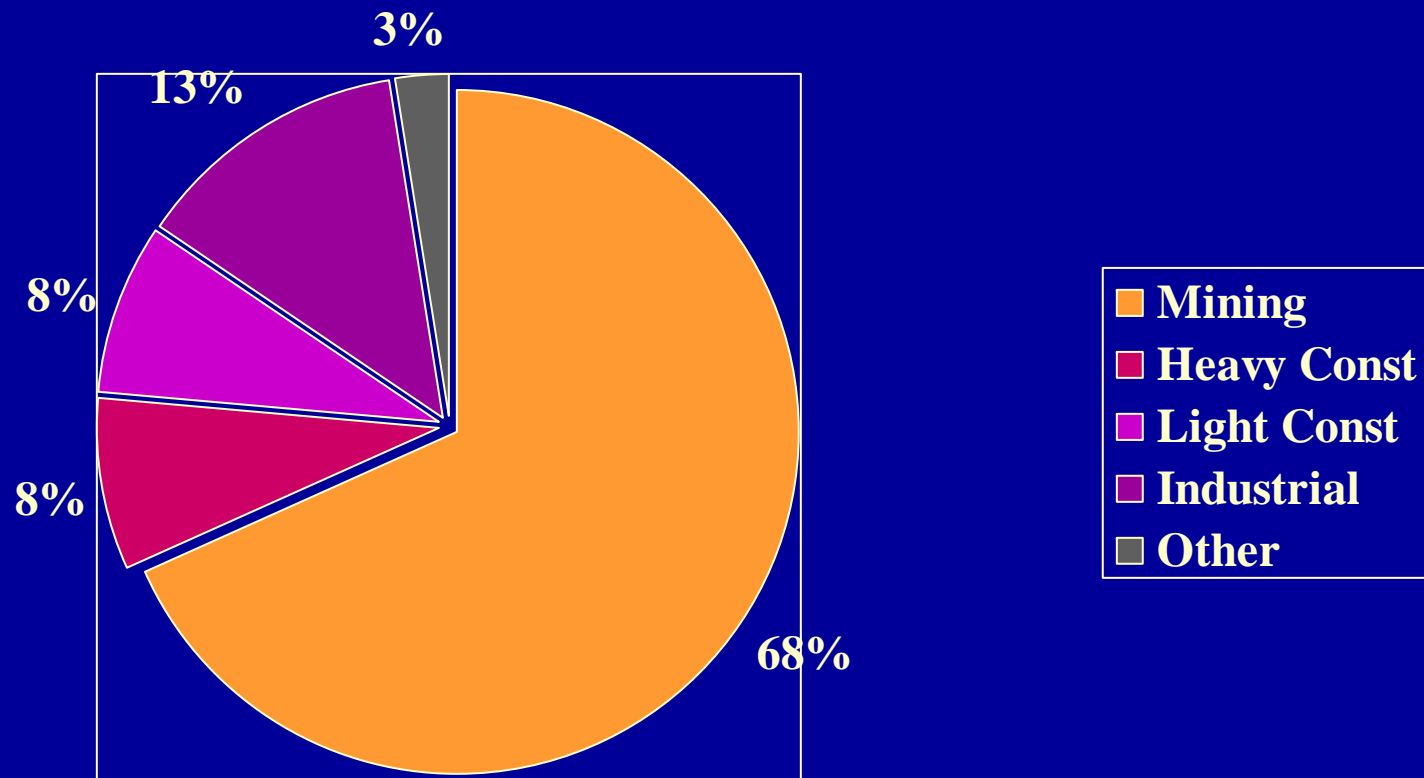
Walker



Of course...Mining



2003 Total Sales by Market



Walker



Walker



Support Coal



Walker



Public Relations

Mining Works for West Virginia

Jobs

Wages

Taxes

Family

Community

Environment



Walker



Electricity



COAL

Keeps The Lights On!

Walker



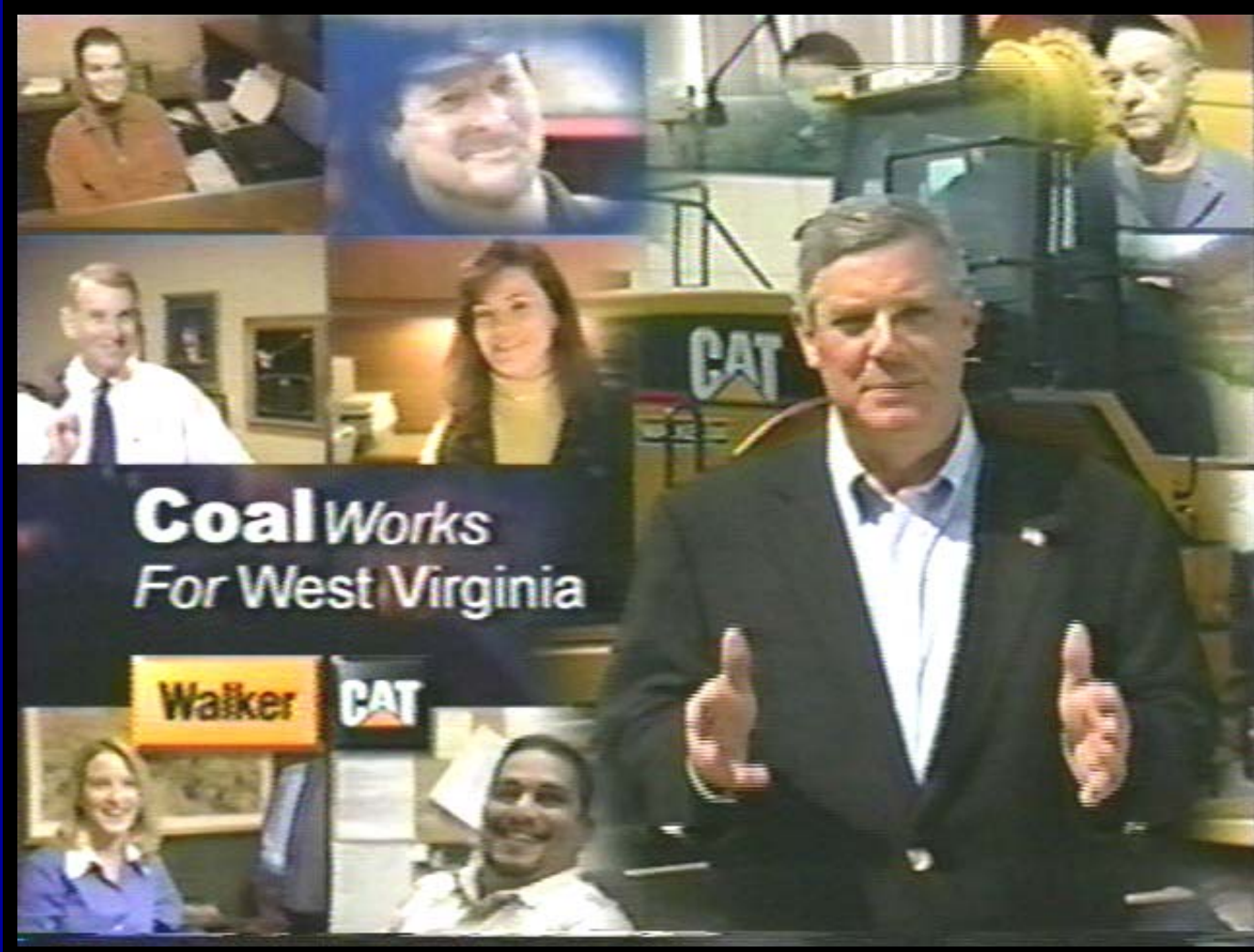
Reclamation



Walker



Jobs & Taxes



Coal Works
For West Virginia

Walker



Walker



Mining with Responsibility



- We have a compelling and proud environmental record. Let's get out the message