

The Official Publication of the Power & Communication Contractors Association

PCCA Journal

4th Quarter 2015

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Explaining the Hours-of-Service Exemption for Utility Service Vehicles

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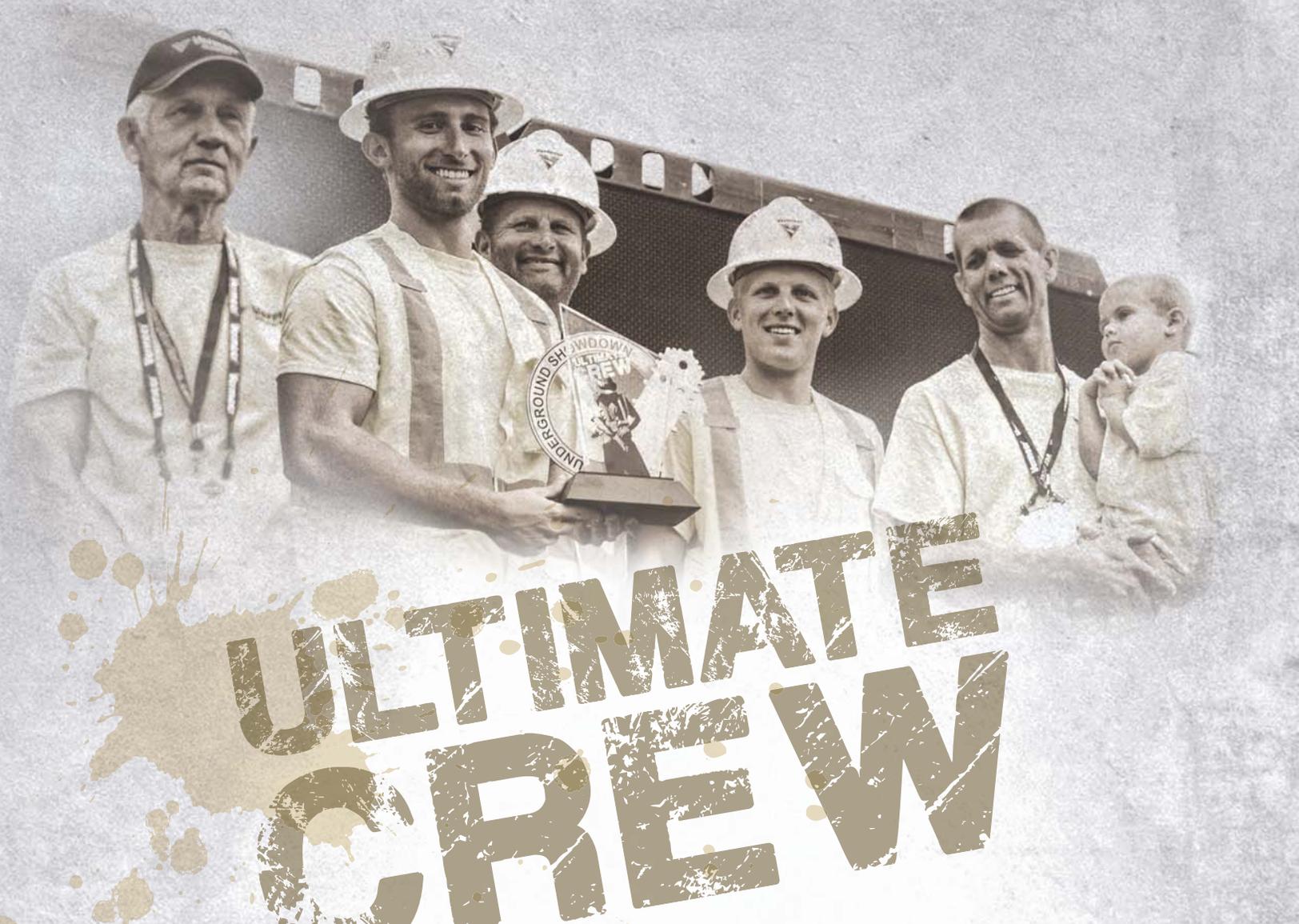


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PCCA Hits the Ground Running in Washington

By Eben M. Wyman

Since deciding in September to establish a ground game in Washington advocacy, PCCA has taken aggressive steps to implement it. In October, a group of dedicated PCCA members stormed out of the gate and planted a solid footprint in the Nation's Capital, proactively reaching out to regulatory agencies and aligning the association with key players representing the power and telecommunications industries.

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Explaining the Hours-of-Service Exemption for Utility Service Vehicles

By Peter Lolley

Most commercial motor vehicles used for utility service work spend less than two hours a day on DOT-regulated highways. These trucks are used to move highly skilled utility workers and special equipment to and from a jobsite. Once there, these trucks are our offices and toolboxes. The Department of Transportation regulates these work trucks in the same manner they do any over-the-road and freight companies, but the fact is they are just not the same.

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PCCA Looks Back, Moves Forward at Charleston Mid-Year

More than 160 PCCA members and their families traveled to Charleston, S.C., September 23-26, to honor the association's past, plan its future, and take part in the educational and social events that make PCCA meetings so valuable.

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Inside Washington



PCCA Government Relations Team Hits the Ground Running in Washington

By Eben M. Wyman

In September, PCCA took the initial steps in a major expansion of its federal government relations program. Since deciding to establish a ground game in Washington advocacy, PCCA has taken aggressive steps to implement it. In a matter of weeks, a group of dedicated PCCA members have stormed out of the gate and planted a solid footprint in the Nation's Capital, proactively reaching out to regulatory agencies and aligning the association with key players representing the power and telecommunications industries.

Developing and implementing an effective advocacy program is fundamental to the success of any national trade association. Maintaining a government relations platform not only ensures that the industry's voice is heard with regard to issues of interest, but can also establish the association as a resource for lawmakers and regulators to gain initial industry feedback in advance of governmental action. Becoming such a resource is invaluable in terms of influencing legislation and regulatory initiatives.



Providing a Strong Offense and a Solid Defense

Like many national associations, PCCA will work to expand the markets associated with its members. Although projects to build, repair, and replace electric power and communications systems are funded mostly by the private sector, there are legislative opportunities to provide for a more robust market for PCCA members and for the industry at large.

Representing construction contractors, manufacturers, and suppliers, PCCA of-

fers the unique and sought-after perspective of the "job creators" in the power and communications sector. Stakeholders who can demonstrate economic impact are needed in the debate, and PCCA contractors hire the workers and purchase the equipment needed to get the job done right. This is a focal point in our messaging.

At the same time, legislation and the regulation that stems from it can stifle innovation and productivity in the construction industry and the many services associated with it. While ac-

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tively working to advance legislation to expand the power and communication market, PCCA will also ensure that the industry is heard when overreaching regulatory proposals are introduced and move through the maze-like regulatory process.

Three weeks after agreeing to move forward with federal advocacy, several PCCA members traveled to Washington, D.C., October 13-14, to refine its legislative/regulatory strategy and began outreach to government and industry organizations. The following is a recap of this successful event.

NTCA – The Rural Broadband Association

Representing approximately 900 independent, community-based telecommunications companies that serve rural communities across the country, NTCA members provide state-of-the-art internet service to rural consumers. Because NTCA represents a major customer base of the PCCA membership, meeting with NTCA's Washington team kicked off PCCA's first visit to the Nation's Capital.

It didn't take long for NTCA's government affairs people to realize that working cooperatively with PCCA toward shared goals could lead to a long-term alliance. After discussing both the opportunities and challenges presented by the Federal Communications Commission's (FCC) Connect America Fund (CAF), both organizations agreed to work together at tackling the challenges of providing and sustaining universal access in rural areas. According to FCC, the CAF is intended to ensure "universal availability of robust, scalable, affordable broadband to homes, businesses and anchor institutions in unserved areas at an affordable cost." Unfortunately, the uncertainty surrounding the CAF program may be impeding investment in broadband ser-

vices. Both PCCA and NTCA agreed to reach out to FCC and share information about the CAF program and the most effective way to acquire and utilize CAF dollars.

NTCA clearly saw the value of having the industry's "job creators" participate in their lobbying efforts and invited PCCA to NTCA's Telecom Executive Summit in Washington, D.C., on November 15-17. Several members of PCCA's government relations team (four contractors and two staff members) participated in the NTCA event, including a Capitol Hill Day, where attendees took to Capitol Hill to educate lawmakers on the issues involved in building the projects and employing the workers that deliver broadband all around the country.

The focus of NTCA's legislative agenda is to ensure that federal programs intended to expand broadband service give ample consideration to the needs of rural America. Such programs include the Universal Service Fund, which subsidizes projects to provide universal access to telecommunications services across the country, and the FirstNet program, authorized in a 2012 tax bill. FirstNet is intended to help build, operate, and maintain a nationwide wireless broadband network dedicated to public safety and emergency communications.

PCCA was enthusiastic about joining NTCA in their Capitol Hill event, and we look forward to working with them in future advocacy efforts.

Rural Utilities Service

The Department of Agriculture's Rural Utilities Service (RUS) works to improve economic opportunity through financing for electric power, communications, and other services for individuals and businesses in rural communities with a population of 20,000 or fewer. PCCA members work on projects that improve

the quality of life for rural America through infrastructure improvements funded by RUS dollars, underscoring real-life benefits that come with the program.

PCCA was founded in 1945 to work with the USDA's Rural Electrification Administration (which later became the RUS), and we have maintained an outstanding working relationship with the agency for more than 70 years. Continuing this relationship, fly-in participants sat down with representatives from RUS's Policy and Outreach Division (Telecommunications Program) to discuss ways that PCCA can promote RUS programs on Capitol Hill and with other industry organizations. RUS appreciated our offer of vocal support of RUS and said they look forward to working with the association on a range of issues in the future.

Resources from RUS's electric program help finance construction of electric distribution, transmission, and generation facilities, including repair and replacement projects to improve service in rural areas. For the most part, loans are made to cooperatives as well as to corporations, states, and local governments that supply the power in rural areas. Additional grant assistance is provided to rural communities with exceptionally high costs to construct, extend, upgrade, and otherwise improve electric facilities.

RUS also provides loans and grants to build and expand telecommunications and broadband networks, which are now crucial for educational, social, and economic reasons as well as job creation and economic growth. Broadband is increasingly closing the digital divide between rural and urban communities, and RUS dollars are helping make that happen.

Loans to build broadband networks that deliver service to rural households and businesses are offered to rural tele-

communications companies, broadband providers, wireless companies, and fiber-to-the-home providers. As with the electric program, grants for broadband enhancements are reserved for communities with the highest need.

PCCA supports robust RUS funding through federal appropriations and other legislation that would allow RUS to leverage federal dollars. PCCA is particularly interested in the status of the “773 contract,” which provides for construction, maintenance, and repair of telephone equipment and facilities. Revisions are pending related to 773 projects, including increasing the limit of these contracts, and PCCA will monitor developments and educate policymakers about the importance of 773 projects.

For years, RUS has served as the lender of last resort for unserved or underserved rural communities that

lack essential utility services that other areas of the country take for granted. Nevertheless, RUS funding is often the target of overzealous budget hawks in Congress looking to cut federal spending in any way, shape, or form. As a key player in connecting rural America and providing critical infrastructure improvements to power and communications systems in rural areas, PCCA considers itself a steward of the program. Therefore, protection and enhancement of RUS programs will be a pillar of PCCA’s advocacy program.

Federal Communications Commission

Expansion of telecommunications service, especially access to high-speed internet in underserved areas, was a campaign promise of candidate Obama

in 2008 and again by President Obama in 2012. The FCC provides federal dollars to expedite this expansion, although gaps in the information chain have left many stakeholders at a loss as to how these resources can be accessed.

The Connect America Fund (CAF) came out of the FCC’s Universal Service Fund (USF) a few years ago, intended to eventually replace high-cost support systems. The high-cost program within the existing USF provides subsidies to telecommunications carriers that serve rural and other remote areas with high costs of providing telephone service.

There are several stipulations that need to be met in order to access CAF resources, including requirements that proposed service areas are high-cost and within the provider’s service area, and that service providers demonstrate that

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Inside Washington

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they are taking reasonable steps to offer broadband throughout the entire service area. Remaining questions and ambiguity led PCCA to reach out to FCC to learn more about the CAF program and how CAF resources are distributed and accessed by the appropriate parties.

PCCA met with FCC staff on October 14, but it became clear that another meeting would be necessary with representatives of the FCC's Wireline Competition Bureau. We held that meeting on November 16 (after press time) to discuss how best to promote the CAF program and educate interested stakeholders about the program and the federal assistance dollars associated with it.

Federal Motor Carriers Safety Administration

The U.S. Department of Transportation's Federal Motor Carriers Safety Administration (FMCSA) oversees Hours-of-Service (HOS) regulations subject to commercial drivers. PCCA members maintain large numbers of utility fleets that are obviously impacted by HOS regulations and have a particular interest in pending electronic logging device (ELD) regulations. The PCCA team knew that forging an effective relationship with FMCSA was a must. Soon after PCCA folks headed home from their Washington visit, they had FMCSA staff on a conference call to ensure that the power and communications industry fell under the exemption for "Utility Service Vehicles" from HOS requirements when responding to utility service calls to maintain and repair essential utility services.

After a productive discussion with FMCSA's Driver and Carrier Operations Division, PCCA was pleased to report to its membership that utility vehicles maintained by contractors fall under the HOS exemptions, which apply when

USV's are "repairing, maintaining, or operating" utility facilities. (See article on HOS exemptions on page 15.)

It is worth noting that during that call, PCCA was able to explain to FMCSA staff that the majority of electric power and communications construction work is contracted out, a point that surprised some FMCSA representatives on the call. The increasing role that contractors are playing in the industry is an important and often neglected point to make when discussing these issues with congressional and regulatory audiences. FMCSA appreciated this fact and agreed to add PCCA to its list of industry stakeholders that periodically evaluate HOS initiatives and updates.

Suiting Up for Future Advocacy

At press time, PCCA was preparing for its second trip to D.C. only weeks after the very successful fly-in event in October. Six PCCA representatives were heading back to Washington to learn more about NTCA programs and support this important part of our industry's customer base with their efforts on Capitol Hill.

Over the next several months, PCCA will refine and expand its legislative agenda to include other issues of importance to the industry. Some of these include:

- Support of public policy that provides a level playing field for union and non-union contractors in the federal procurement process;
- Support for comprehensive energy legislation, including provisions to:
 - » Streamline the permitting process for power transmission and distribution infrastructure improvements;
 - » Reform the pipeline permitting process to expedite projects to deliver natural gas, a commonly used fuel

for the generation of electricity;

- » Incentivize upgrades to electric transmission and distribution infrastructure; and
- » Support efforts to recruit and retain workers to provide a strong "21st Century Workforce."

PCCA will also engage other government and industry audiences, including the Broadband Opportunity Council, the National Rural Electric Cooperative, and the Common Ground Alliance.

On a personal note, after being involved in Washington business for almost 25 years, I have to say witnessing the enthusiasm and interest of PCCA members in jumping into the sometimes-intimidating world of federal lobbying has been exciting to see, and I'm honored to be a part of this important effort. Construction contractors increasingly play a bigger role in building and maintaining a wide range of critical infrastructure, and the power and communication sector must be considered among the highest of importance. I look forward to working with all of you. 🏗️

Eben Wyman, PCCA's new government relations representative, has worked in Washington, D.C., for 24 years, starting at the DOT's Office of Pipeline Safety, followed by 12 years as Government Relations Director for the National Utility Contractors Association. In 2012, he founded E. Wyman Associates, which represents several association clients that serve contractors, manufacturers, and distributors operating in various segments of the construction industry. His other clients include the Distribution Contractors Association, the Plastics Pipe Institute, and the Sustainable Water Infrastructure Coalition. He can be reached at eben@wymanassociates.net.

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Explaining the Hours-of-Service Exemption for Utility Service Vehicles

By Peter Lolley

Most commercial motor vehicles used for utility service work spend less than two hours a day on DOT-regulated highways. These trucks are used to move highly skilled utility workers and special equipment to and from a jobsite. Once there, these trucks are our offices and toolboxes. The Department of Transportation regulates these work trucks in the same manner they do any over-the-road and freight companies, but the fact is they are just not the same.

In 2005, the Federal Motor Carrier Safety Administration (FMCSA) adopted new regulations under the Safe, Accountable, Flexible, Efficient, Transportation Equity Act. Within that legislation was an exemption from the federal hours-of-service (HOS) regulations for operators of commercial motor vehicles engaged in certain defined operations. One of those

exemptions was 395.1(n) that exempts Utility Service Vehicles from any hours-of-service requirements. Immediately following the adoption of the new rules, the utility service companies began to exercise this exemption as the ultimate provider of the various utilities, but over the decade that followed, many of the utility companies who exercised their HOS exemption began to subcontract a more and more of the service and repair work.

Working closely with one of the PCCA members, Transportation Safety Consultants established the goal of receiving the same hours-of-service exemption that the utility companies received extended to subcontractors. Initially, the goal was just to be exempt during periods of emergency repair, but the final outcome was an acknowledgement from the Department of Transportation that subcontractors meeting the definition

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Utility Service Vehicle Directions

As a Utility Service Vehicle Driver, you are exempt from rules and regulations set forth in 49 C.F.R. §395 for hour of service. In the event of a roadside inspection or when asked for a Records of Duty Status by any law enforcement official, it is important to know how to respond with the correct information.

Question: What is a Utility Service Vehicle?

FMCSA defines a Utility Service Vehicle (USV) as a Commercial Motor Vehicle

- Used in the furtherance of repairing, maintaining, or operating any structures or any other physical facilities necessary for the delivery of public utility services, including the furnishing of electric, gas, water, sanitary sewer, telephone, and television cable or community antenna service; and
- While engaged in any activity necessarily related to the ultimate delivery of such public utility services to consumers, including travel or movement to, from, upon, or between activity sites (including occasional travel or movement outside the service area necessitated by any utility emergency as determined by the utility provider); and
- Except for any occasional emergency use, operated primarily within the service area of a utility's subscribers or con-

sumers, without regard to whether the vehicle is owned, leased, or rented by the utility.

Question: Why am I exempt from Hours of Service?

§ 395.1 (n) states, "Utility service vehicles. The provisions of this part shall not apply to a driver of a utility service vehicle as defined in § 395.2."

Question: When am I required to prepare a driver's daily log?

Any time you are assigned to a job for a new utility provider or for a customer that does not provide a utility service, and will be driving to a location more than 100 air miles from the facility you started at for that day, or working a period over 12 hours.

Sample roadside questions from enforcement officers:

"May I see your log book?"

Response: "As a Utility Service Vehicle I have been informed that we're exempt from completing a logbook."

Incorrect Response: "I was told I don't have to do one." "I don't have one." "We don't do them."

"Who informed you that you're exempt?"

Response: "I have been trained by our Safety Director and Compliance Consultant based on guidance from the FMCSA."

Hours of Service Exemption

Continued from page 15

outlined in 395.2 received the same hours-of-service exemption that the utility providers did.

The HOS exemption is not an all-or-nothing situation. Unfortunately, it is not as simple as just making the determination that your company is, or is not, exempt under the rule. Working with the FMCSA Office of Enforcement for the Midwest Region Center, Transportation Safety Consultants were given further guidance on how to apply the regulation.

Trip-by-Trip Basis

First, the exemption is on a trip-by-trip basis. A company may have a driver who is exempt today based on variables such as the utility customer and what work is being performed, but that same individual may be regulated tomorrow based on what his or her task is for that day. To assist with these types of issues, a driver handbook was developed and included a list of frequently asked questions that provide some direction as to when a driver is or is not exempt. Each handbook included:

- Utility Service Vehicle Definition under 395.2
- Hours-of-service exemption regulation under 395.1(n)

- Probable Q&A with roadside enforcement officers
- When a driver is required to prepare a driver's daily log
- Guidance from FMCSA Midwest Region Center for applicability
- Confirmation of the exemption from FMCSA State Program Manager

Second, the exemption is intended for the repair, operation, or maintaining of utility service. Any new construction would not be applicable and then would be subject to the hours of service requirements in part 395. The following situations would not qualify to be exempt:

- Construction of new buildings or structures
- Construction of transmission lines
- Construction of any new service area

[Editor's note: In an October 20 call with several PCCA members, staff at the FMCSA's Driver and Carrier Operations Division said that upgrade work—such as replacing existing copper lines with fiber or replacing existing steel gas lines with plastic—is considered maintenance, not new construction, and would therefore qualify to be exempt.]

Education Is Crucial

Ultimately, educating the drivers of how to apply the exemption is the most crucial part to a successful implementation of the exemption. Under certain situations, drivers aren't required to carry a driver daily logbook, but it's the drivers understanding of his requirements and proper explanation to roadside enforcement that will make the exemption successfully utilized.

The FMCSA's ultimate goal is to eliminate fatal accidents caused by commercial motor vehicles. In most cases, a commercial driver of a utility subcontractor will organically remain within the hours established within the regulations. What the exemption offers is the flexibility to meet the needs of the utility customer without risk of compliance concerns.

Peter Lolley is Compliance & Safety Specialist for Transportation Safety Consultants Inc. He is a Certified Director of Safety, North American Transportation Management Institute, and serves on the Missouri Trucking Association's Council of Safety Supervisors. He also has HazMat Certification from the USDOT Transportation Safety Institute.



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USDA Awards Nearly \$2.3 Billion in Loans for Rural Electric Infrastructure Projects

Agriculture Secretary Tom Vilsack in October announced nearly \$2.3 billion in loans to build and improve rural electric infrastructure in 31 states.

“Improving our rural electric utility systems will help us continue to provide reliable and affordable electricity to rural customers,” Vilsack said. “By financing these improvements, USDA helps

increase efficiencies, reduce carbon emissions, and improve the quality of life in rural areas.”

USDA is awarding loans to 77 utilities and cooperatives in 31 states. The funding includes more than \$108 million for smart grid technology, \$41 million for renewable energy improvements, and \$9 million for storm damage repairs. These loans will help build or improve 12,000 miles of transmission and distribution

lines.

The funding is being provided through USDA Rural Development’s Electric Program, which makes loans and loan guarantees to non-profit and cooperative associations, public bodies, and other utilities, primarily for electric distribution in rural areas.

Funding is contingent upon the recipient meeting the terms of the loan or grant agreement.

USDA Electric Loans - October 22, 2015

State, Borrower, Loan Amount

AL, FL, PowerSouth, \$115,884,000
AR, Craighead Electric Co-op Corp., \$31,525,000
AR, MO Clay County Electric Co-op Corp., \$15,000,000
AR, MO, OK, Today’s Power Inc., \$10,500,000
CO, K C Electric Assn., Inc., \$10,849,000
FL, Suwanee Valley Electric Co-op, \$13,000,000
FL, West Florida Electric Co-op Assn., \$11,000,000
FL, Withlacoochee River Electric Co-op, \$97,800,000
FL, Seminole Electric Co-op, \$122,601,000
GA, Planter EMC, \$24,935,000
GA, Colquitt EMC, \$22,000,000
GA, Hart EMC, \$25,344,000
GA, Washington Electric Membership Corp., \$11,675,000
GA, Southern Rivers Energy, \$20,000,000
GA, Jackson Electric Membership Corp., \$140,000,000
IL, Illinois Rural Electric Co., \$25,000,000
IN, Southeastern Indiana REMC, \$20,000,000
IN, Tipmont REMC, \$23,000,000
IA, Grundy County REC, \$5,000,000
IA, Butler County REC, \$14,500,000
IA, Maquoketa Valley REC, \$5,000,000
IA, Central Iowa Power Co-op, \$59,773,000
IA, Prairie Energy Co-op, \$3,900,000
KS, Lyon-Coffey Electric Co-op, \$10,000,000
KY, East Kentucky Power Co-op, \$90,617,000
KY, East Kentucky Power Co-op, \$221,832,000

State, Borrower, Loan Amount

MI, IN, OH, Midwest Energy Co-op, \$59,000,000
MN, Meeker Co-operative Light & Power, \$9,000,000
MN, McLeod Co-operative Power Assn., \$20,950,000
MN, IA, Tri-County Electric Co-op, \$12,240,000
MN, Brown County Rural Electric Assn., \$8,000,000
MN, IA, Federated Rural Electric Assn., \$6,364,000
MN, Steele-Waseca Co-operative Electric, \$7,670,000
MN, South Central Electric Assn., \$11,000,000
MN, People’s Energy Cooperative, \$28,500,000
MN, Redwood Electric Co-op, \$7,900,000
MN, IA, Freeborn-Mower Electric Co-op, \$50,485,000
MN, Minnesota Valley Electric Co-op, \$12,075,000
MN, IA, Nobles Cooperative Electric, \$10,903,000
MN, Agralite Co-op, \$7,373,000
MN, PKM Electric Co-op, \$6,250,000
MN, North Star Electric Co-op, \$8,000,000
MN, BENCO Electric Co-op, \$15,200,000
MS, Southern Pine Electric Power Assn., \$76,076,000
MO, Farmer’s Electric Co-op, \$12,000,000
MO, IA, Grundy Electric Co-op, \$2,799,000
MO, Southwest Electric Co-op, \$14,551,000
MO, IA, OK, Associated Electric Co-op, \$190,836,000
MT, Fergus Electric Co-op, \$10,000,000
MT, Goldenwest Electric Co-op, \$10,000,000
NC, GA, SC, Haywood EMC, \$20,110,000
NC, Halifax EMC, \$6,944,000

State, Borrower, Loan Amount

NC, Surry-Yadkin EMC, \$33,000,000
NC, O2 EMC Portfolio 1, LLC, \$10,000,000
NC, O2 EMC Portfolio 1, LLC, \$7,700,000
NC, O2 EMC Portfolio 1, LLC, \$5,000,000
ND, North Central Electric Co-op, \$30,000,000
ND, Burke-Divide Electric Co-op, \$27,000,000
NE, Midwest Electric Member Corp., \$7,919,000
NM, TX, Farmers’ Electric Co-op of NM, \$38,723,000
NM, AZ, Columbus Electric Co-op, \$14,705,000
OH, Consolidated Electric Co-op, \$15,500,000
OH, Washington Electric Co-op, \$13,000,000
OK, MO, Kamo Electric Co-op, \$90,565,000
OK, Northfork Electric Co-op, \$20,746,000
OK, East Central Oklahoma Electric Co-op, \$12,200,000
OK, Cookson Hills Electric Co-op, \$7,451,000
OR, Umatilla Electric Co-op Assn., \$43,059,000
OR, West Oregon Electric Co-op, \$4,017,000
SC, Pee Dee Electric Co-op, \$28,079,000
SD, Charles Mix Electric Assn., \$6,361,000
TN, Appalachian Electric Co-op, \$30,000,000
VA, WV, Craig-Botetourt Electric Co-op, \$4,238,000
WA, Orcas Power & Light Co-op, \$17,100,000
WI, Oconto Electric Co-op, \$10,000,000
WI, IL, Scenic Rivers Energy Co-op, \$13,000,000
WI, St. Croix Electric Co-op, \$8,500,000

RUS Funding Expands Rural Broadband Access

On November 18, USDA Rural Utilities Service Administrator Brandon McBride announced that nearly six million Americans who live and work in rural areas now have access to new or improved high-speed internet service, thanks to USDA funding provided in the American Recovery and Reinvestment Act.

“I am proud to announce today that all of the active projects USDA has financed through the Recovery Act are now providing broadband service in rural areas nationwide,” McBride said. “In 2009, the Obama administration pushed for, and Congress provided USDA with, an unprecedented level of funding and five years to connect rural areas to high-speed networks. Bringing broadband to these areas is having a tremendous impact on rural communities. This access means more jobs, better education, and a higher quality of life. The economic viability of rural America, like all of America, depends on access to broadband.”

USDA said that 254 Recovery Act broadband projects financed by the Rural Utilities Service totaling \$2.9 billion are providing broadband service in 44 states and American Samoa. More than half the infrastructure projects were completed under budget, resulting in the return of nearly \$113 million to the U.S. Treasury. The measure’s five-year period

for funding broadband projects expired at the end of the 2015 fiscal year.

These projects have brought high-speed internet access to 260,000 rural households, 17,500 businesses, and 1,900 community facilities. The service providers estimate that completed projects could provide access for more than 5.8 million rural consumers.

While Congress instructed USDA to improve rural broadband access as part of a sweeping set of infrastructure investments funded through the Recovery Act, USDA is financing additional expansions to rural broadband service through other annual funding.

“We’ve accomplished a great deal as a result of the Recovery Act funding,” McBride said. “But we still have more to do. Too many rural Americans are still living on the wrong side of the digital divide. USDA is committed to bridging that divide by getting more rural Americans online at work, at school and at home.” According to the Federal Communications Commission, only 47 percent of people who live and work in rural areas have access to high-speed internet, compared to 90 percent of those who live and work in urban and metropolitan areas.



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PCCA Looks Back, Moves Forward at Charleston Mid-Year

More than 160 PCCA members and their families traveled to Charleston, S.C., September 23-26, to honor the association's past, plan its future, and take part in the educational and social events that make PCCA meetings so valuable. The historic city served as an ideal backdrop for the PCCA Mid-Year Meeting that reunited old friends and colleagues, celebrated four new inductees into the PCCA Hall of Fame (see page 27), and provided a firsthand account of the 2000 terrorist attack on the USS Cole. Yet Charleston is also a forward-looking, cosmopolitan city, and that too was fitting for a group that is expanding its advocacy efforts in Washington, D.C., and throughout the power and telecommunications industry (see page 9).

As always, the Construction Industry Roundtable was the centerpiece of the Mid-Year. Ken Kuchno, Deputy Assistant Administrator for the Rural Utilities Service Telecommunications Program, led off the roundtable with a report on his agency's broadband and electric programs. He said that despite a few negative stories that received a lot of press, the Broadband Initiatives Program (which was mandated by the Obama administration's economic stimulus efforts) was a "huge success," providing more than \$3.5 billion in loans and grants for broadband deployment in rural America. He said that the RUS Electric Program will provide \$1.866 billion in 2015 in loans and loan guarantees to finance the construction or improvement of electric distribution, transmission, and generation facilities in rural areas. He also discussed the impact of the Federal Communications Commission's Connect America Fund on broadband-expansion efforts and said that "RUS and the FCC are sharing information better than ever before." Kuchno also reported on the "long overdue" efforts to update many of its contracts and said that PCCA would continue to be involved in the process.

Dean Mishke, of Finley Engineering and the American Communications Engineers, followed with an engineering perspective on many of the issues that Kuchno discussed. He concluded his remarks by saying that there is "a lot of positive news out there." Jaime Espinosa, of Corning Cable Systems, discussed the factors putting pressure on the global fiber supply for 2016 and beyond, most notably increased funding for broadband construction and emerging markets around the world.

Mark Bridgers, Continuum Advisory Group, delivered another upbeat forecast for the telecom, overhead and underground power, and pipeline markets. "The sun is shining," he said. "Make hay while it shines for the next 12 to 24 months." But he tempered his enthusiasm with a discussion of the profound shortage of workers in the construction industry. "We've done a lousy job of getting people to come work in our industry," he said, noting that 10-20,000 new workers will be needed in the next 5-10 years. Bridgers will discuss the industry's labor situation in much greater detail during the PCCA Convention in Key Largo in March, where he will lead the session "Who Will Do the Work? North American Utility Construction Workforce Supply vs. Demand."

FMI's Dan Shumate was likewise optimistic in his assessment of the markets in which PCCA members work. He said that FMI's mergers and acquisitions business is as busy as it's been in the last 10 years. He said that a light has been shined on infrastructure issues in the United States and that transmission work is booming, distribution infrastructure is in great need of repair, and gas market growth is in replacement and repair.

The Mid-Year education program also featured Issue Roundtables on marketing/membership and government/labor, and two sessions led by FMI's Andy Patron: a general session on management succession and a Leadership Development Program refresher on executive communication.

Commander Kirk Lippold, USN (Ret.), delivered the Mid-Year's keynote address, detailing the harrowing yet uplifting story of how he and his crew reacted to the Al Qaeda attack on the USS Cole in the Port of Aden, Yemen, in 2000. The audience was captivated as Lippold proudly recounted the bravery and professionalism of his crew. Throughout his story, Lippold wove in what he calls the Five Pillars of Leadership that leaders in all walks of life can benefit from: integrity, vision, personal responsibility and accountability, trust and invest, and professional competence.

The PCCA crowd also kicked up its heels a few times, especially at the closing party, a circa 1939 celebration at the historic Riviera Theater, which has been restored to its original Art Deco splendor. Attendees also explored the wonderfully historic city of Charleston, including tours of Patriots Point and Fort Sumter.



See Mid-Year photos on pages 22 - 24



RUS's Ken Kuchno reports on the hefty investment in rural electric and broadband infrastructure that the RUS made in 2015.

The Construction Industry Roundtable grabbed attendees' attention with valuable information on the markets in which they work.

After the Roundtable, Corning's Jaime Espinosa continues discussing fiber availability with Jerrod Henschel of Michels Corporation (right) and FMI's Dan Shumate.



A Michels Moment: Ruth Michels (center) enjoys time with Lyn and Nadine Thulin.



FMI's Andy Patron leads a general session on management succession.

PCCA Executive Vice President Tim Wagner (center) chats with two of the Mid-Year's top stars, Hall of Fame inductee Winston Weaver, Jr., (left) and keynote speaker Kirk Lippold.



Commander Kirk Lippold captivates the PCCA audience with the story of how his crew reacted quickly, bravely, and professionally to the Al Qaeda attack on the USS Cole in Yemen in 2000.

Brad Radichel of Condux welcomes Roland Taggard and Tobin Kurtin, both of Wagner-Smith Equipment Co., to their first PCCA meeting.



Dean Mishke, of Finley Engineering and the American Communications Engineers, gives his take on RUS and FCC broadband programs.

Roundtable attendees heard positive news on the short-term health of the construction economy but worrisome news on the availability of skilled workers.

From left, David Aubrey, Okay Construction; Heath Sellenriek, Sellenriek Construction; and Jerry Beyer, Vermeer, grab a bite during the President's Welcome Reception.





Brightening the Welcome Reception are, from left, Doris Ferlmann, Karen Pribyl, and Kiana Tom.



During the Board meeting, Past President Steve Sellenriek, Sellenriek Construction, explains how increasing government advocacy efforts will benefit membership recruitment and retention.

PCCA President-Elect Todd Myers, Kenneth G. Myers Construction, welcomes PCCA members to the Opening Session.



Fish stories, fabrications, exaggerations, balderdash, and outright baloney—a morning cup of coffee at PCCA is never boring.

Dan Levac of Preformed Line Products, center, is always full of good ideas and quick with a joke. Judging from the reaction of McLaughlin's Matt Manning, this is probably the latter during the Marketing/Membership Roundtable.



Robert Orr of Sherman + Reilly, right, talks business with Ray McCorkel of HyPower, Inc.

Debbie and Kevin Mason, Electricom, beneath the Carolina moon.



Lori Stephens, right, catches up with Coquette Fluharty during the Welcome Reception.

Construction Industry Roundtable moderator Jerrod Henschel, Michels Corporation, urges attendees to speak up with questions and comments.



Robin Gilbertson, J&R Underground, signs the Get Well Soon poster for PCCA President Tim Killoren.





Though PCCA avoided the historic deluge that hit Charleston the week after we left, the rain did alter some of our outdoor plans but never once dampened our members' enthusiasm for fun times or their fascination with American history. Top left, the USS Clagamore served for 30 years during the Cold War before retiring to Charleston Harbor. Top center, Tommy and Brenda Muse, Aubrey Silvey Enterprises, explore a Vietnam War-era helicopter. Top right, PCCA members check out an F-15 fighter jet aboard the USS Yorktown. Bottom left, Craig and Missi Amerine, Amerine Utilities Construction, disembark a UH-34 Sea Horse, one of the three Vietnam War-era helicopters at Patriots Point. Center, a few brave golfers ventured out to the course during the storm, but alas, pro shop putting was their only reward. Bottom right, PCCA members cruised across Charleston Harbor to Fort Sumter for an interesting afternoon learning about the start of the Civil War.

The Celebration at the Riviera Theater featured throwback costumes, dancing to Big Band tunes, and joyous times, as evidenced by the smiling faces below. Clockwise from the top left photo are Jameson and Sheena Ringger, NESCO; Erin and Derrik Luttschwager, Kenneth G. Myers Construction; Gene Klaasmeyer, Klaasmeyer Construction; John Audi and Janet Cardarelli, MasTec North America; Bob and Sara Demuth, Blue Diamond Industries, and Gail and Denis Hannah, Sherman + Reilly; and Chase Lapcinski and Kiana Tom, Push, Inc.



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PCCA Inducts Industry Luminaries into Hall of Fame

The recent PCCA Mid-Year Meeting in Charleston, S.C., was filled with memorable moments: an uplifting tale of American bravery and patriotism, numerous upbeat reports on the future of our industry, and visits to famous places that shaped our nation's history. But none of those were more poignant than when Winston Weaver, Jr., rose to the podium at the Riviera Theater to accept induction for him and his father, Winston O. Weaver, into the PCCA Hall of Fame. Winston's rich baritone, which permeated PCCA Prayer Breakfasts for decades, is a bit softer these days but was no less captivating as he explained what this association meant to a young contractor from Rockingham, Va., many years ago. He was amazed that so many people offered him invaluable information, ideas, guidance, and friendship, and he remains appreciative to this day.

On September 25, PCCA inducted four distinguished individuals into the association's Hall of Fame: Jimmie Brooks, Brooks Construction Company, Inc.; Ted Koenigs, Michels Corporation; and Winston O. Weaver and Winston Weaver, Jr., both of Rockingham Construction.

PCCA Executive Vice President Tom Wagner kicked off the ceremony with a brief history of the association: "In the early 20th century, the United States was divided into two worlds: one with electricity and one without. That division existed primarily between rural and urban areas. Eighty years ago,

fewer than 11 percent of U.S. farms had been electrified. As part of President Roosevelt's New Deal, the Rural Electrification Act of 1936 created the Rural Electrification Administration, which was charged with electrifying rural farms that the power companies had deemed too expensive to electrify. The REA provided low-cost, self-liquidating loans to electric cooperatives created by rural Americans to build networks of transmission and distribution lines. This was not only the birth of our industry but was the greatest public/private partnership in the history of the United States. Nine years later, in 1945, PCCA was founded to provide a unified voice for the industry when working with the USDA's Rural Electrification Administration. Seventy years later, we still have the same mission, to represent members' interests to the USDA's Rural Utilities Services, the descendant agency of the REA."

Wagner went on to honor some of the people "who have made our association great." He said, "Our Board of Directors created the Hall of Fame to recognize and celebrate the contributions that individuals have made over the years to the success of our association and to the success of the power and communication construction industry. Obviously, we have a long way to go to recognize all the people who helped us get to where we are today, but we have a good start—and I think it's very important that we get started before many of these important people are forgotten."

Continued on page 28

PCCA Hall of Fame

Continued from page 27

Jimmie Brooks, Brooks Construction Company, Inc., Shawnee, Okla.

One of the Mid-Year's most touching moments was when PCCA Board Member Garrett Akin explained to the audience at the Riviera Theater how much this honor meant, and how much PCCA meant, to his late grandfather Jimmie Brooks. Standing alongside Garrett on stage were his mother and Jimmie's daughter, Edie; his father Gary, a PCCA Past President and President of Brooks Construction Co.; his sister, Meredith Tyler; and her husband, Jason Tyler, Vice President of Operations and Safety at the company.

Jimmie, along with his father E.W., founded Brooks Construction Company, Inc., in 1956. Since then, guided by four generations of the Brooks family, BCCI has completed more than 58,000 miles of telephone line for more than 100 telephone companies.

Jimmie started in the telephone and power construction business as a lineman. He graduated from Tulsa University with a BS degree in physics and worked for Gulf Oil as a pipeline engineer before starting BCCI.

While Jimmie and E.W. started the company in the aerial construction days, buried construction eventually became the preferred method of line construction, and new methods had to be developed. With his engineering background, Jimmie was instrumental in designing and constructing one of the first static cable plows in the industry, which was known as the Norman Cable Plow.

That innovation has been a hallmark of BCCI throughout

their history. Their nearly 60 years of experience make them unique in the industry, but it's not just years alone on which they have built their reputation. The secret is in their ability to adapt to continuing changes in all areas of telephone line construction—and that ability began with Jimmie Brooks.

Jimmie also played a major role in helping build the PCCA to what it is today. He was a longtime PCCA Board member, President of the association in 1986-87, and most notably a dear friend and valued mentor and colleague to people throughout the association and the industry.

Ted Koenigs, Michels Construction, Brownsville, Wisc.

PCCA was honored to have Ruth Michels, CEO and Chairman of the Board of the Michels Corporation, attend the Mid-Year to accept the Hall of Fame award for her brother Ted Koenigs.

Ted Koenigs graduated from high school in Campbellsport, Wisc., in 1945 and went on to serve in Casablanca, Africa, during World War II. After the war, he graduated from Marquette University with a degree in business, and in 1957, he opened a building specialties company with Jim Michel.

Two years later, Ted and Jim partnered with Ted's brother-in-law, Dale Michels, to form Michels Pipeline Construction. The plan was for Ted and Jim to continue working at their business while Dale managed and grew Michels for five years, just enough time to take advantage of huge gas opportunities in the early 1960s and then move onto other projects.

That plan changed during the first year when Dale was seriously injured and couldn't work. Ted and Jim took turns a week at a time running Michels and their own company. After Dale returned to work, Ted opened Precision Metals Inc. in his hometown of Campbellsport, but remained active in Michels Corporation.

Since those humble beginnings, Michels has flourished and was recently ranked by *ENR* as the 24th largest contractor in North America. The company's more than 5,000 employees take pride in what Ted, Dale and Jim began more than 50 years ago—their reputation for performing safe, high-quality work and for being the contractor that their customers know will exceed



The family of Jimmie Brooks: Jason and Meredith Tyler, Garrett Akin, and Edie and Gary Akin

Ted Koenigs' sister and Michels CEO and Chairman of the Board Ruth Michels



including Pat Michels, Bill Weltin, Bob Westphal, and PCCA Past President Ron Tagliapietra.

Tag called Ted Koenigs a mentor and a role model. He said that Ted was a very fair, honest man and a natural leader. "When Ted talked, people listened."

Ted fostered a culture of innovation and creative thinking at Michels, encouraging his people to improve their work processes and constantly think about new and better ways to do things. That culture has obviously served the company well.

Michels joined PCCA in 1967, and Ted was an active member for more than 20 years, serving on numerous committees and as the PCCA President in 1984-85. He was very instrumental in rewriting the RUS 511 construction contract, which preceded the 515. He also served on the Wisconsin Underground Contractors Association board for nearly

15 years and was influential in shaping the direction of that association as well.

their expectations.

Ted Koenigs was an influential force in the communications and pipeline construction industries for more than 40 years. He was a mentor to countless young people in the industry,

Continued on page 30

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PCCA Hall of Fame

Continued from page 29

Winston O. Weaver, Rockingham Construction Co., Harrisonburg, Va.

Marion Weaver founded Rockingham Construction on February 5, 1937, after the Rural Electrification Act was passed in 1936 and seven months after the local electric co-op was formed. For the first 20 years, the company was primarily engaged in overhead electric power pole line distribution and transmission work. There was virtually no work available during World War II except for some maintenance and additions to the electrical systems on military bases. Rockingham's real growth came after the war when they built substations, rural telephone systems, cable TV systems, and stadium lighting systems for schools. The company also cleared and maintained right-of-ways and had a commercial and private building division.

Winston O. Weaver began working at Rockingham Construction part time in 1940 while in school. After World War II, he returned home to complete college and work for the company part time, and then full-time after graduation.

Winston and his father signed their first contract with Pepco on December 8, 1950, and the company has continued working on the utility's system ever since. In 1952, Winston successfully opened the company's rural telephone division and began cable TV work a few years later. The untimely death of his father, made Winston responsible for the business at age 34.

The business continued to thrive. In the early 1960s, Winston opened Rockingham Builders to do all phases of underground work, including power, telephone, and cable—including fiber, gas, and various conduit and manhole jobs. That part of the business merged with Rockingham Construction in 1986.

Rockingham Construction built many thousands of miles of

first-time REA lines in rural areas of the Mid Atlantic States, literally turning on the lights in much of that region. The Weavers were told by their customer and the fiber manufacturer, that Rockingham was the first private contractor to receive and install fiber optic cable.

Rockingham has been a PCCA member for more than 45 years, and Winston O. Weaver was a long-time Board member and served as PCCA President in 1985-86. But his most enduring legacy in our association occurs every year on Sunday morning during our Annual Convention—the PCCA Prayer Breakfast. After receiving enthusiastic support from PCCA leaders, Winston organized the first PCCA Prayer Breakfast in January 1973 at the Arizona Biltmore. That wonderful tradition carries on today, and in Key Largo next March, the association will hold its 44th annual prayer breakfast.

Winston Weaver, Jr., Rockingham Construction Co., Harrisonburg, Va.

When Wagner introduced the final inductee of the evening, he said, "You may have noticed that when discussing Winston's father starting our Prayer Breakfast tradition, I said that the breakfast has carried on until today—as if it got their on its own. But we all know better than that. The breakfast requires significant planning, hard work, and a long list of contacts to get such relevant and interesting speakers. And for more than two decades, all that planning, hard work, and networking was provided—at no cost ever to PCCA—by Winston Weaver, Jr."

Winston Jr. began working for Rockingham on summer crews between 1960 and 1966 while in school, and returned to the company in 1969 to work part-time as its first Safety Director while finishing college. After serving on the Operations Committee and in other positions, Winston became President of Rockingham Builders in 1969 and President of Rockingham Construction in 1982. During the late 1960s through the early '80s, Winston helped with the formation of a partnership and an equipment company related to Rockingham and both overhead and underground construction.

Besides organizing and running our Prayer Breakfast for 22 years, Winston served as PCCA President in 1995-96, for many years on the Board of Directors, and as Chair of the PCCA Insurance Committee, where he helped fund and capitalize the association's Captive Insurance Company in Bermuda.

PCCA Past President Winston Weaver, Jr.



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In Memoriam: Howie Bowdring

PCCA is deeply saddened to report that Howie Bowdring, husband of PCCA's Stacy and a beloved member of the PCCA family, died unexpectedly from cardiac arrest on October 28 during a Masters swim practice.

Howie has been a regular at PCCA meetings for years, always eager to pitch in, willing to work long hours, and ready to have a good time with his friends at PCCA. Of course, many of the Bowdrings have helped us at PCCA meetings, and our sympathies and prayers go out to Stacy, their children Shannon, Molly, and Patrick, and all of the wonderfully large Bowdring family.

"Howie was one of the nicest people that I've ever known and a fantastic husband, father, and friend," said Tim Wagner, PCCA Executive Vice President. "He will be greatly missed by everyone he touched."

Howie was born in Somerville, Mass., on June 11, 1960, as the fifth of nine children. The family moved to the Belle Haven area of Alexandria, Va., in 1965. He was a natural athlete, a real asset on the tennis teams at Bishop Ireton High School, where he graduated in 1978. Howie won the Virginia State All Catholic Doubles Championship four times and later competed on an east coast



doubles tennis circuit. He attended Mary Washington College and Virginia Tech before starting his professional career.

Since 2007, Howie was the Controller of the CARANA Corporation, which designs economic development strategies in dozens of countries. The friends he aided there are scattered to the far reaches of the globe. From 1997 to 2007, he was the Controller at Millennium Bank and served previously at the Greater Atlantic Savings Bank and First Commonwealth Bank.

Howie was not only known for his collegial, fun personality, but also for his steadfastness and dependability. Whether the request was for work or fun, you could count on Howie to say, "I'm in."

Howie was everything to everyone: coach, athlete, referee, grill master, handyman, friend, and father. You could not attend a Fort Hunt sporting event without seeing Howie there, whether he was coaching little league (for over a decade) or refereeing back-to-back basketball games on the weekend. In his spare time, he competed in triathlons and conquered the demanding 4.4-mile Chesapeake Bay Swim three times.

Unofficial leader of Redskins tailgates, Howie captained the grill and captivated those around him with his quick wit and hearty chuckle. Heaven was his in-laws' cottage on the Potomac River at Cobb Island, Maryland. In another life, Howie might have been the spokesperson for Budweiser, living it up with the Clydesdales and Dalmatians.



Howie was the Treasurer of the Stratford Landing Citizen Association, on the board of directors of the Stratford Recreational Association, and a member of Good Shepherd Catholic Parish in Alexandria.

Survivors include his father Howard P. Bowdring, Sr. of Alexandria, Va.; wife of 28 years, Stacy Ferlmann Bowdring of Alexandria, Va.; three children, Shannon M. Bowdring of Burlington, Vt., Molly A. Bowdring of Pittsburgh, Pa., and Patrick T. Bowdring of Alexandria, Va.; siblings Michelle Bowdring Shaw of McLean, Va., Katherine Bowdring of Alexandria, Va., Nancy Bowdring Mino of Gates Mills, Ohio, William Bowdring of Alexandria, Va., Patricia Bowdring Gordon of Sterling, Va., and Elizabeth Bowdring of Alexandria, Va., as well as 14 nieces and nephews.

A Mass of Christian Burial was offered on Tuesday, November 3 at Good Shepherd Catholic Church, Alexandria, VA. In lieu of flowers, contributions may be made to the Patrick Bowdring 529 College Savings Plan. Send checks made out to American Funds with account number 61736515 in the memo line to: American Funds, PO Box 2280, Norfolk, VA 22501.



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The 2016 PCCA Convention is your chance to discover true tranquility at a place that is exclusive, remote, and gorgeous in all directions.

The history of Ocean Reef Club is the thoughtful creation of an ideal, exclusive community of like-minded people. From the modest fishing camp and lodge established in 1945, the resort's facilities have slowly grown to world-class status. The original 9-hole golf course, laid out in the 1950s, evolved into two 18-hole championship courses, a clubhouse, and a pro shop. A tidal swimming lagoon was created during the fifties along with a swimming pool. Shops began to appear. Moorings became a marina. It was a good place to be.

Folks at the resort say their unique lifestyle sets Ocean Reef Club apart from other private clubs and resorts. "We're exclusive, yes, yet warmhearted," they say. "We're secure, yet carefree. We're comfortable, yet concerned for others. We never forget that we share an incomparable location in a wondrous natural environment that is the glory of our lifestyle. Ocean Reef Club is a place where we come to be ourselves, a haven where we enjoy our traditions as well as the innovations that continue to enrich our lives."

PCCA has arranged for accommodations in three different locations at the Ocean Reef Club—the Inn, the Yachtsman's Inn studios, and two bedroom villas.

- **The Inn** is centrally located and offers all the services and amenities of a luxurious hotel. The distinctive Marlin, Pompano, Dolphin, and Amberjack buildings provide an elegant haven during your stay. You can choose an elegantly appointed room with water, ocean, or tropical views.
- **The Yachtsman's Inn** studio residences are located adjacent to the Ocean Reef Club Marina. Yachtsman's Inn private studios put you conveniently and comfortably in the center of everything.
- **Two-bedroom villas** offer luxury accommodations in a variety of locations and amenities from private docks to views of manicured greens. The villas are individually decorated, and are ready with everything for a leisurely stay at Ocean Reef Club.



Bruce Devlin in 1969, are in excellent condition. The Dolphin Course hosted the 2014 SFPGA Southern Chapter Pro-Am of the Year where courses from all over South Florida are represented by different professionals who determine the recipient of this award.

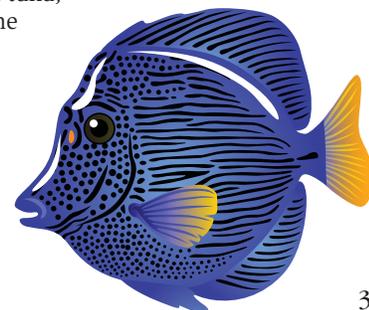
Host of the PCCA Tourney, the Hammock Course is partially situated in a mangrove and tropical hardwood hammock and contains many rare and endangered species of plants. It is considered the more scenic of the courses and is a true test of target golf. With fairways meandering through the natural hammock and water hazards on 14 holes, concentration is paramount. This par-71 course is 6,200 yards in length and offers a magnificent collection of memorable holes.

The Dolphin Course features fairways winding past tamarind, coconut palms, and mahogany trees as well as other exotic landscaping. Glittering water hazards delight the eye and call for accuracy. Generous fairways allow a margin for error off the tee, but the real test on this 6,500-yard par-71 course arrives when you get to the greens. The large, undulating greens require careful reads to avoid the dreaded three-putt.

Marina. It's possible that Ocean Reef marina is the finest in the United States. That wasn't the intention, merely the result. The club is adjacent to the only living coral reef in American waters, an amazing place to dive.



Key Largo is surrounded by exceptional fishing opportunities—flat, deep-sea, and reef—making Ocean Reef a sport fisherman's paradise. You can charter a boat and go after the big ones and then hire a guide to take you out in the warm water of the flats to try and outsmart a wily bonefish. Five miles or so offshore, you'll almost surely encounter sailfish, and the waters are full of blue and white marlin, dolphin, shark, wahoo, blackfin tuna, and amberjack, depending on the season. The Gulf Stream is only half an hour to the southwest.



Preliminary Schedule

Friday, March 4

Registration Open 8 - 6 pm

PCCA Leadership Development Program

Financial Management with Andy Patron 8 am - 4 pm

Financial statements tell a story about the projects and companies they represent. We will provide an overview of some typical financial reports like balance sheets, income statements, project P&L, and cash flow statements and will help you interpret them. These reports are not just numbers on a page, but they are like the heart rate monitor of your company. Join us to evaluate and analyze some financial statements, and learn how to recognize value drivers. Discover how to read the “story” that every report has to tell.

Also, if profit is like “food,” cash is like “air” to your company; you cannot last very long without it. We will play a cash flow game to highlight how important cash is to the life of your company.

Finally, we will have some fun dissecting the annual reports of subcontractors and owners to see if they are financially sound. We will learn about what to look for and what questions to ask.

A principal with FMI, Andy Patron has a 25-year history with private and public sector owners and contractors. He started his career as a management engineer, analyzing operations, studying work process flow, and creating industrial engineering solutions for a national healthcare provider. He went on to manage the planning, design, and construction of their major medical facilities. He has been responsible for the day-to-day operations of a residential builder, and he has a practical understanding of the unique field challenges that exist within the construction industry. He has also been a worldwide project manager for a Fortune 100 information technology company and understands the complexities of working across continents and cultures. He leverages this broad industry experience to deliver consistent and practical solutions.

\$500 per person, includes all educational materials, professional instructor, breakfast and lunch on Friday, an invitation to Friday night’s VIP reception, and breakfast on Saturday.



Board of Directors Meeting 4:15 - 5:45 pm

Open to PCCA Board of Directors only.

Board/Past President/Sponsor Reception & Dinner 6:15 - 8:30 pm

Open to PCCA Board members, Past Presidents, 2016 Convention Sponsors, LDP attendees, and their spouse/guest **by invitation.**



Saturday, March 5

Leadership Development Program Breakfast 7:30 - 9 am

Open to LDP registrants only.

Past Presidents Breakfast 9 - 10:30 am

Tim Killoren hosts the PCCA Past Presidents for breakfast and a lively discussion of the power and telecommunications industry.

Powerboat Poker Run 11 - 4 pm

Get ready for a high-speed and exhilarating day on the water during the first-ever PCCA Poker Run! Your team of six will see the Keys in the best possible way—by boat, and you will visit some of the area’s most famous watering holes—Alabama Jacks, Jimmy Johnson’s Big Chill, and Gilberts. We’ll hoot and holler at each stop, and you will collect playing cards at each one. At the end of the day, you’ll combine your cards for the best possible poker hand, and a winner will be crowned. Oh, it’s gonna be a party.

\$400 per person includes, food and drinks at the stops, professional captain, safety equipment and gratuities.



Opening Session with Rocky Bleier 5:30 - 7 pm

Rocky Bleier was not very big and not very fast, but he was an incredibly determined athlete when the Pittsburgh Steelers picked him late in the 1968 draft. Before he could prove himself as a rookie, he was drafted again—this time for combat duty in Vietnam.

A few months later, crippled by enemy rifle fire and grenade wounds in both legs, Bleier faced his biggest challenge. He could barely walk; he certainly couldn’t run. To ever play professional football seemed impossible.

But Rocky Bleier did the impossible. The story of his agonizing two-year battle to overcome his injuries and return to the Pittsburgh Steelers is described in the book *Fighting Back*, and was recreated in the 1980 ABC-TV movie of the same name. The rest of his exciting 12-year career is history: how he pressed on to become one of the Steelers’ leading ground-gainers, how he passed the 1,000-yard rushing mark in one season, how he contributed to four Super Bowl victories, and how he consistently made the big play during important games with uncanny predictability.

Bleier’s ability to inspire effort and commitment from others continues. He has been active in the National Multiple Sclerosis Society and the International Special Olympics. As a board member of the Vietnam Veterans Memorial Fund, he helped enable the erection of the Memorial in Washington, D.C. In 2015, Bleier received the Eagle Rare Life Heroism Award for his incredible drive and inspirational story.

Bleier’s special qualities have been recognized by colleagues



and others who have honored him with awards too numerous to list in detail. Among them are the Whizzer White Humanitarian Award, the Vince Lombardi Award, and the Most Courageous Athlete of the Decade Award. He was also chosen as one of the Ten Outstanding Young Men of the Year by the U.S. Jaycees.

Bleier is in great demand as a speaker, motivating audiences in a wide variety of organizations, corporations, and universities. He sees parallels between the challenges he faced in the past and the challenges all business people face in today's crowded, competitive marketplace.

President's Welcome Reception & Dinner **7:30 - 9:30 pm**

Tim and Nancy Killoren will host this reception and dinner on the Town Hall Lawn and patio.

Sunday, March 6

Annual Prayer Breakfast **8 - 9:30 am**

The Prayer Breakfast is a longtime PCCA tradition that unites members and their families in scripture, music, and fellowship.

This year's Prayer Breakfast speakers, Nate and Ginna Killoren, have been living and working in Nairobi, Kenya, since 2008. Nate, a pilot and aircraft mechanic, served as Chief Pilot for AIM AIR, an organization that provides flight support to any Christian organization working in East or Central Africa. Beginning in 2015, he assumed the role of International Crisis Response Coordinator for SIM, a Christian organization with 4,000 people working in 70 different countries. Nate is a graduate of the Moody Aviation program.

As a physician, Ginna provides medical care to volunteers working in Africa as well to refugees living in Nairobi. She graduated from East Tennessee University.

The couple has two sons, Liam and Quinn. All four of them seek to take the Light of the World into dark places.

Utility Construction Industry Overview **9:45 - 11:45 am**

Chris Daum, the president and chief executive officer of FMI Corporation who focuses largely on the utility construction sector, reports on activity in PCCA members' primary markets and discusses what he sees coming down the pipeline.



As the president and chief executive officer of FMI Corporation, Chris oversees the management of all FMI businesses and services and leads the firm's strategic growth efforts. Previously, Chris served as president and senior managing director of FMI Capital Advisors, the firm's investment banking subsidiary, where he also led the firm's utility infrastructure practice.

He works with owners, boards, and management teams on strategic issues involving industry trends, management, ownership transfer, and mergers and acquisitions. He is a contributing author to numerous industry publications and media outlets and is an energetic and entertaining speaker on the current and future impact of economic, technology, and competitive trends on the industry.

Prior to joining FMI, Chris served as global financial services leader for an industrial company with operations throughout

North and South America and Europe, and he began his career in public accounting with KPMG.

Chris has a Bachelor of Science in business with a major in accounting from Virginia Tech. He is a licensed certified public accountant (inactive) in the state of North Carolina and holds FINRA securities licenses 24, 79 and 63.

Buccaneer Island Hospitality Area **12 - 5 pm**

Join fellow members at the PCCA Buccaneer Island hospitality area for a day of fun on the beach. The area will include chairs, cabanas, towels, and bottled water as well as complimentary use of double and single kayaks, paddle boards, and a catamaran. Full beverage and food service will be available at the adjacent Beach Grill.



Silent Auction & Reception **6 - 7 pm**

Not as raucous as the Live Auction to follow, the Silent Auction and Reception are filled with cocktails, hors d'oeuvres, good times with friends, and some low-key bidding for about 50 minutes. Then, as the deadline nears, things tend to get a little crazy and it's everyone for themselves!

Auction & Dinner **7 - 10 pm**

Always filled with clamor, craziness, and plenty of surprises, the PCCA Auction is the liveliest night on the PCCA calendar. PCCA revelers bid on a variety of fabulous trips, ballgames, tools, equipment, jewelry, and much, much more. All proceeds go directly to building programs and services for PCCA members, so everyone is encouraged to bid early and often and to have a great time.

Monday, March 7

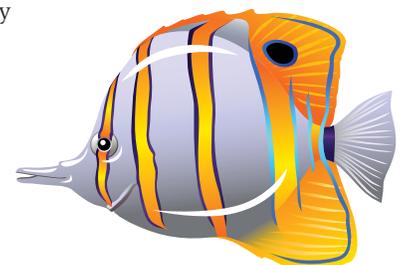
Annual Associates Exhibit & Breakfast **8:00 - 10:30 am**

PCCA's manufacturer and supplier members host the 15th Annual Associates Exhibit & Breakfast. Contractor members have been particularly pleased with our exhibit format, which allows them to peruse the displays, meet with vendors, discuss jobsite issues, and learn about the industry's latest products and services in a very relaxed atmosphere.

Exhibit Teardown **10:30 am - 8 pm**

Who Will Do the Work: North American Utility Construction Workforce Supply vs. Demand **10:30 - 11:30 am**

Mark Bridgers will introduce the audience to the likely landscape they will face over the next decade where volatility and change will stress the financial, leadership, and people resources of firms in the utility construction industry.



Preliminary Schedule

The last decade has seen a massive expansion in the volume of utility construction work. Much of the expansion in these markets has taken place while the rest of the construction industry was mired in a severe depression and resources migrated to the utility segment. As the economy improves and construction in other sectors of the economy accelerates, the capacity of the energy and utility construction workforce to meet the forecasted needs is in question.

Attendees will pursue the following learning objectives:

- Obtain a picture of the current capacity of the combined utility workforce and contractor workforce
- Review a forecast indicating where and when demand will exceed industry construction capacity
- Learn the implications of the forecasted shortage in supply for contractors and utility firms
- Understand both short- and long-term solutions for utility firms
- Understand both short- and long-term solutions for utility contractors
- Discover how equipment suppliers and dealers can better support their customers

Mark Bridgers, a principal with Continuum Advisory Group, is a consultant to the design and construction industry and leads a Utility Vertical Market team. He works primarily with gas/electric utilities, power generators, pipeline companies, and energy companies to support the planning, design, and constitution of capital assets. He frequently works with the service providers to these firms including overhead or pipeline contractors, industrial and mechanical contractors, engineering firms, and value-added material and equipment suppliers. Mark has shared vast expertise at PCCA meetings for many years and has been a great supporter of the association.



Exhibit Wrap-up & Associates Meeting 11:30 am - 12 pm

PCCA's associate members hold a roundtable discussion on topics that affect manufacturers and suppliers in our industry. We will also review the just-completed Associates Exhibit and other convention activities and discuss ways they can be improved to further benefit everyone involved.

PCCA Golf Tournament 12:30 - 6 pm

The Ocean Reef's Hammock Course provides a picturesque and challenging setting for the PCCA Tournament, a scramble-format event that is better known for its joke-making than

its shot-making. The par-71 course runs through a beautiful tropical hardwood hammock and is famous for its scenic vistas and rare and endangered plantlife, but with water hazards on 14 holes, the course demands a great deal of accuracy...or at least a lot of golf balls.

\$290 includes cart, box lunch, sleeve of balls, and taxes



Ocean Reef Club Dine Around

Be sure to make reservations early at one of Ocean Reef's fabulous restaurants. Dining at Ocean Reef Club presents the pleasant dilemma of choosing among a half dozen restaurants for dinner.

From the seaside elegance of the Islander to the casual atmosphere in the Raw Bar to the lively vibe at the Burgee Bar, dining is a highlight at Ocean Reef Club. You'll always find a spot to satisfy your appetite and match your mood, and when you prefer to dine in privacy, the Ocean Reef Club catering team is eager to provide service to any lodging accommodation at Ocean Reef Club for an everyday meal or special occasion.

Tuesday, March 8

Continental Breakfast 7 - 8 am

Project Owner Perspective Panel 8 - 9:30 am

This panel discussion will give contractors, manufacturers, and suppliers involved in utility construction insights into the planning and decision-making process of project owners. You will learn about trends in our industry and gain a better understanding of how owners—publically traded companies, utilities, and cooperatives—plan for the future while attempting to keep market share in a very competitive economic environment. Invitees include Google Fiber, Dominion Power, the National Telephone Cooperative Association, and the National Rural Electric Cooperative Association. Moderated by Mark Bridgers, Principal, Continuum Advisory Group.

Spouse Breakfast and Floral Demonstration 9-11 am

Please join PCCA first lady Nancy Killoren for a delicious breakfast and a floral arranging demonstration presented by r.f. Orchids and Flowers. Robert Fuchs (r.f.) is world-renowned as an orchid nurseryman and hybrid developer. At his beautiful shop at Ocean Reef, his many creations can be seen, enjoyed, and purchased. The shop also creates delightful floral arrangements for every occasion. During this floral demonstration, attendees will learn from professional florists while creating stunning floral arrangements that will be on display as centerpieces at the PCCA Variety Show and Hall of Fame Dinner later that day.



Construction Industry Roundtable 9:45 am - 12 pm

Many PCCA members make their decision to attend the PCCA Convention each year based primarily on the valuable information gleaned from the Construction Industry Roundtable. This fast-paced and frank discussion moves through the various sectors of power and communications construction and elicits thoughtful insights and candid opinions from contractors and suppliers working throughout North America as well as from experts representing the government, engineering, insurance, and legal sectors.

Group Snorkeling Trip

1 - 4 pm

Sea turtles, rainbow-hewn parrot fish, schools of bright blue tangs to giant groupers—snorkeling is a simple and enjoyable way to see reef life firsthand! First time out? Guides will show you how and fit you with the gear you'll need to snorkel at your own pace. Ideal for families of all ages.



Visit two sites at the shallows of Carysfort Reef in the protected waters of the National Marine Sanctuary. The 45-foot luxury catamaran is easy to board and is ideal for sunning, socializing, and relaxing.

Check-in at Marina Village is at 12:30 for a 1 pm departure. Tour includes snorkeling gear, instruction, guides, towels, and bottled water.

\$85 per person includes taxes and gratuities.

Private Eco-Kayak Tour

1 - 3 pm

The most popular program at the Ocean Reef Club, this laidback trip takes you through mangroves, past bird rookeries, and leaves you speechless. You'll paddle through waters so clear that you can see to the bottom of the sea floor. Guides offer guests the basics of kayaking.

Check-in at Marina Village at 12:30 for a 1 pm departure. Tour includes all equipment, instruction, guides, and bottled water.



\$85 per person includes taxes and gratuity.

The PCCA Variety Show and Hall of Fame Dinner

6:30 - 9:30 pm

Combining a little bit of the old *Ed Sullivan Show* with a little bit of the *Tonight Show* and a whole lot of PCCA, this exciting evening features big band music, edgy comedy acts, a sumptuous dinner, and a few big-time stars—the new inductees into the PCCA Hall of Fame.

The evening kicks off with cocktails and hors d'oeuvres on the patio and lawn overlooking the magnificent Ocean Reef marina, and then we move into Town Hall for dinner and the show. We will fete outgoing PCCA President Tim Killoren, welcome the officers for 2016-2017, and celebrate the careers of the Hall of Fame inductees.

The comedy portion of the evening features Natasha (Fluharty) Bledsoe and her husband, Andrew Bledsoe. Natasha, of course, grew up attending PCCA meetings, and her act has been described as "equal parts clever and funny." Her self-deprecating humor and unconventional observations are inspired by real life and her family members (e.g., her father, John). She is a Laughfest regular and was a semi-finalist in the Funniest Person in Grand Rapids competition. Andy's life experiences (e.g., being John Fluharty's son in law) have made

it necessary for him to develop a good sense of humor, and he loves sharing it with others. He likes to think you'll laugh at his jokes, even if they're at his expense. He was a semi-finalist in the Funniest Person in Grand Rapids and Laff Tracks' Trippin' to LA competitions and has performed at the Laughfest comedy festival.

The evening's music—mellow dinner tunes and late-evening dance party—features the Andrew Thielen Big Band, which became a PCCA favorite during the 2015 Mid-Year in Charleston. Andrew formed his big band in 1992 with the sole purpose of showing audiences how cool everyone's favorite song can be when played by a full big band. This sensational band travels up and down the East Coast and recently played at Maryland Governor Larry Hogan's Inaugural Ball, the Vietnam Helicopter Pilot Association in Washington, D.C., and actress Betty White's birthday party. They have also done a PBS special and played at Mt. Rushmore in South Dakota.



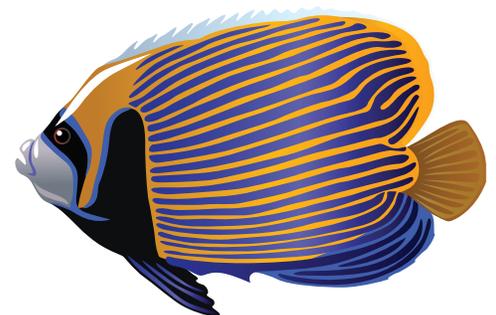
Wednesday, March 9

Board of Directors Wrap-up Breakfast Meeting

9 - 10 am

Open to PCCA Board of Directors only.

Departures All Day



Fishing Excursions

No matter the time of the year, there's always a battle waiting for anglers in the waters surrounding Ocean Reef. Whether you go for the excitement of deep-sea sport fishing, reef fishing, bonefishing, or back country fishing, you will enjoy the fishing experience of a lifetime. A fleet of charter boats is available for a variety of trips, from half-day through full day.



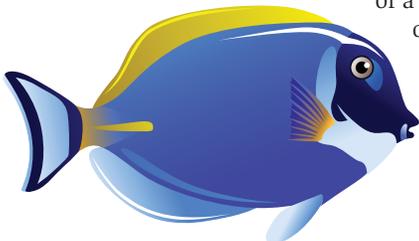
Deep Sea Fishing. The western edge of the Gulf Stream is approximately 30 minutes east of the club. Deep-sea sport fishermen may encounter dolphin, blackfin tuna, amberjack, wahoo, shark, marlin, sailfish, and kingfish offshore, depending on the time of year.

From November to April, the charter boats primarily fish for sailfish, using live bait on light tackle. Catching the baitfish (balao) on the way out to the deep water is an interesting part of your adventure. The balao are chummed up to the surface, where they are caught by cast net or by fishing for them using tiny hair hooks. Once the baitwell is full, the boat runs to the outside edge of the reef and the action begins. If you've never hooked into a 7-foot-long tail-walking sailfish on light spinning tackle, you're in for a thrill of a lifetime. The club encourages tag and release for all bill fishing.

Marlin, kingfish, wahoo, tuna, mackerel, amberjack, cobia, shark, grouper, and mutton snapper also are commonly caught. Once again, the club strongly supports the release of all gamefish.

Reef Fishing. Like the name implies, reef fishing is done around the coral reef itself, only a few miles offshore. Numerous patch reefs are located within 20 minutes of the club. You'll be bottom fishing in calm, sheltered water 10- to 30-feet deep for snapper, grouper, yellowtail, hogfish, porgies, grunts, jacks, mackerel, and barracuda, to name just a few of the almost 600 species found on the reef.

Once anchored up-current of a good spot and after lots of chum is put out to create a feeding frenzy right behind the boat, there is almost non-stop action as you catch fish after fish.



Bone Fishing. It is only ten minutes to the shallow flats where the bonefishing is some of the best in the world. Pound for pound, no fish can outfight the "grey ghost." Fishing for bonefish is done in small, open skiffs in water so shallow the boat will barely float. You and your guide stalk the fish, and once you spot them it's up to you to make an accurate cast with the bait.

In other words, it's sight-fishing—where you have to see the fish before it sees you. It's half-hunting, half-fishing, and the angler participates to the maximum degree. Keen senses and patience are essential, and of course close attention should be paid to your guide's instructions.

Back Country Fishing. Tarpon are in the Keys all year and feed 24 hours per day. This "Silver King"—flashiest of all inshore gamefish—is fished for in two distinct ways. Your guide either poles the deeper grass flats hunting for them much in the same way as with bonefishing or takes you up into the sheltered mangrove creeks to live baitfish for them. Strikes are incredibly explosive, and the fish puts on a spectacular aerial show. Tarpon weigh from 10 to 200 pounds and, once hooked, stay in the air more than in the water.

Fishing tours can be arranged directly through Orvis Ocean Reef by calling (305) 367-2227 or by visiting www.orvis.com/oceanreef.



Ditch Witch Makes a Splash with PCCA Auction Item

While trips are being bid on during the annual PCCA Auction, it's only natural for folks to speculate on how those trips will play out in real life. We think things like, "That's a perfect place to take all those kids," or "They're really going to enjoy that golf course," or "Gee, I hope that stadium has enough Bud Light." And when the bidding starts for the four-day weekend at the Sellenriek's place on the Lake of the Ozarks, that speculation gets ramped up a notch or two.

When Tucker Dotson of Ditch Witch purchased the Sellenriek Lake Weekend at the 2015 PCCA Auction in Aruba, here is what absolutely nobody in the room was thinking: "That sounds like a perfect spot for a mid-year sales meeting!" But as it turned out, that's exactly what happened.

"This trip really encompassed everything you look for in a business trip: planning, setting goals, camaraderie with your co-workers, and beautiful place," Dotson said. "And to top it off, we got to spend a lot of time with a good customer. The Sellenrieks are great hosts."

Ditch Witch has a mid-year sales meeting each year that focuses on plans and goals for the second half of the year. "Usually it's in Perry (Oklahoma), but once in a while, we go off campus to give everyone a little time to unwind," Dotson said.

This year, they held two days of meetings at Camden on the Lake (home of the 2014 PCCA Mid-Year Meeting), with 23 individuals from the corporate sales team, including three representatives from their Barcelona, Spain, office. The meetings included an upbeat economic forecast from FMI's Chris Daum.

On the last day of their trip, the Ditch Witch crew spent the whole day with the Sellenrieks at their lake house. "Nobody hosts people better than they do," Dotson said. "They had



more than enough of everything for 23 people, and they even had a band there playing for us. The Sellenrieks treat everyone like they matter. You just can't find better people."

And what about the PCCA Auction? "I know this," Dotson said, "we way underpaid for the value they gave us."

The 2016 PCCA Auction is on March 6, during the 71st Annual PCCA Convention, March 4-9, at the Ocean Reef Club in Key Largo, Fla.



Year-End

Product Showcase

HammerHead

HammerHead has introduced four new tools to its pneumatic piercing line. The new models come in two sizes, 4-inch and 5.125-inch. Both sizes are available in a Catamount reciprocating head model or a fixed, non-reciprocating head model. The new tools are ideal for installing utilities or any underground installation that requires minimal disruption to landscapes, buildings, or traffic flow.

Each new pneumatic piercing tool comes with the Power Port Reverse feature. The patented quarter-turn reverse design pneumatically locks into forward or reverse, preventing accidental direction change during the bore. The patented Debris Free Tailcone eliminates the introduction of debris into the tool body, increasing overall production and tool life.

The new Catamount piercing tools, along with the entire Catamount line, are designed for tough working conditions in a wide range of soil conditions. The tools are engineered without mechanical springs, so contractors enjoy more productivity with lower cost of replacement parts. They are also easy to service in the field due to HammerHead's original tailbolt design. A two-year warranty offers peace of mind.

Additional Catamount features include exclusive Smart Head Technology to reduce tool swim and increase performance, a redesigned body housing providing better durability and tool life, and HammerHead's original Clamped Rear Anvil that provides



200 percent more clamp load. Composite wear rings also eliminate metal-to-metal contact, decreasing wear and sustaining performance levels. Made of a specially designed composite, these rings offer a low coefficient of friction and have a higher abrasion resistance. The Catamount piercing tools provide contractors with a single tool for a variety of ground conditions. www.hammerheadtrenchless.com

Baroid Industrial Drilling Products

QUIK-BORE high-yield boring fluid system is specially formulated for use in horizontal directional drilling (HDD), primarily tunneling and microtunneling applications.



QUIK-BORE high-yield boring fluid system is a proprietary blended product using Wyoming sodium bentonite. Use of the system provides functional gel strength for cuttings suspension, improves borehole stability, reduces filtration by forming a thin filter cake with low permeability, and lubricates pipe in microtunneling operations.

Advantages include that the system is high-yielding and easy to mix, helps provide lubrication for pulling product line, can be used in unconsolidated formations, can provide gel strength to compensate for low annular velocity, can minimize the number of boring fluid products required, disperses readily in water, efficiently improves filtration control, and is NSF/ANSI Standard 60 certified.

QUIK-BORE high-yield boring fluid system can be purchased through any Baroid Industrial Drilling Products Retailer.

www.baroididp.com

Preformed Line Products

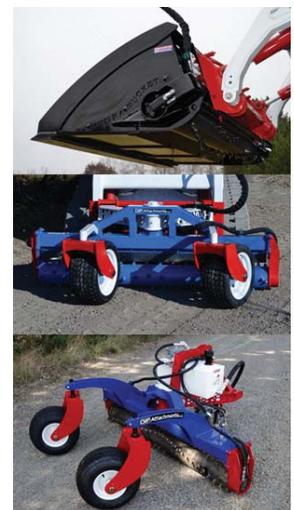
The new COYOTE ATC (Aerial Terminal Closure) is Preformed Line Products' first aerial closure system designed to support the drop distribution network without the need for specialized drop cable assemblies. The closure features a unique dual chamber with independent access to the splice/slack storage chamber and to the drop connection chamber.

www.preformed.com



FS3, Inc.

FS3, Inc. now offers innovative and efficient restoration equipment. The Hydra-Bucket is a new invention that makes your skid loader more versatile. You can grind stumps, roots,



brush, hard ground, driveways, grass and also pulverize dirt. The drum is bidirectional, so it is a powered box blade in reverse and a leveling bar, a bucket, dirt pulverizer, stump

grinder, and brush mower, and it can be used to help the skid loader move in low-traction situations.

The Skid Loader Hydra-Rake and 3pt PTO Hydra-Rake are truly industrial pieces of equipment. There are no shafts, chains, or gear boxes to cause breakdowns. The carbide teeth guarantee cutting contact on every inch of the ground to pulverize any soil type in its path. With this unit's weight and power, you'll eat up the competition and get your leveling or restoration project done faster and smoother!

These units are available in various widths and are manufactured 100 percent in the USA using high-quality materials and components. Available to all PCCA members exclusively through FS3, Inc. www.fs3inc.biz

See our ad on page 53.

Power & Tel

Working with Power & Tel provides you a renowned



level of consistency and financial stability. As a mainstay in the communications industry for over a half a century, Power & Tel understands commitment to your customers and the business factors that allow for long-term success in an ever-changing marketplace. By utilizing our expertise in managing products and data flow within the supply chain, you can place even greater focus on meeting marketplace demand and your profit objectives.

Power & Tel is a WBE certified company, which helps meet diversity requirements, and also is committed to strict quality standards as demonstrated by our ISO 9001 and TL 9000 certifications and internal Quality Assurance Team. www.ptsupply.com

Bethea Tool and Equipment Company

Since 1986, Bethea Tool and Equipment Company has manufactured and provided a wide range of stringing blocks, bundle

blocks, and handline blocks for contractors and utility companies around the world.

Other products, such as swivels, ropes, mats, etc., are also in Bethea's product line. All products are high quality and guaranteed by the company's limited warranty.

Last year, Bethea Tool and Equip-



ment Company expanded to include a 65,000-square-foot distribution center near Memphis, Tenn. This full service distribution center allows for a greater amount of inventory to be maintained for improved customer service. The sales center remains in Birmingham, Ala., to maintain sales and order efficiency.

Bethea's catalog can be viewed online, and a hard copy of the catalog can be ob-

Continued on page 44



**THE MID-ATLANTIC'S
LARGEST
ELECTRICAL AND TELECOM
UTILITY INVENTORY
AVAILABLE
24 HOURS A DAY!**

**MAKE US YOUR
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Product Showcase

Continued from page 43

tained by calling the company. Shipping on 90 percent of Bethea's products is normally within 24 hours after receipt of an order. Pricing is competitive. All inquiries are welcome. At Bethea Tool and Equipment Company, product quality and customer satisfaction is our number-one goal.
www.betheatool.com

See our ad on page 47.

BRON

BRON is excited to add the NEW TR450 Wheel Trencher to its already extensive lineup of Self-Propelled Utility Tractors. Powered by a fuel-efficient Cummins Q5X15 Tier-3i 15-liter engine rated at 450 horsepower at 1,800 rpm, and cooled by the proven BRON Tri-Core cooling package, the TR450 is designed to keep you working in even the most extreme climates.

The strong purpose-built tractor frame conveniently locates the major components for a low center-of-gravity and improved tractor weight distribution. An integrated self-levelling, side-tilt feature keeps the trench vertical while improving operator comfort and tractor stability. With a heavy-duty D5 undercarriage and optional track pad widths up to 36 inches, the TR450 maintains low ground pressure.

Trenching wheels by BRON are available in varying widths to a depth of 8.5 feet; custom wheel sizes upon request. Bucket profiles able to carve a flat or radiused trench are followed by crumbers or chutes, leaving a smooth trowelled trench bottom. Oversized flange-bearings are used for the upper truck wheels, which are split to simplify servicing, keeping the wheel operating for maximum productivity.

A high-powered conveyor system can be offset to each side of the wheel, able to place the soil to either side of the trench. The strong sabres positioned over the conveyor to maximize bucket cleanout can absorb shock with their integral hydraulic springs.

BRON is eager to actively promote the TR450 and has an excellent dealer relation-



ship with Vermeer Canada throughout the country.

www.bronrfw.com

See our ad on next page.

Ditch Witch

The powerful Ditch Witch JT9 horizontal directional drill is equipped with a high-performance, air-cooled Tier 4 Deutz diesel engine. The 66-horsepower drill offers 9,000 pounds of pullback force. Its sturdy, yet compact frame combines the simplicity and easy operation of smaller drills with the advanced features of bigger drilling machines, such as a heavy-duty anchor system, open-top vise wrenches, integrated remote display, and on-board 16-gpm drilling fluid system.

The JT9 is not only powerful, but also compact drill, allowing operators to reach and set up in tight spaces. The machine easily maneuvers in and around the jobsite and is designed to help ensure the most efficient utility installation possible.

A comfortable operator station helps reduce operator stress and improve operator productivity. The improved operator station features an advanced display with insight into all engine diagnostics and an ergonomic seat that slides fore and aft, requiring less operator reach for drill-pipe handling.

www.ditchwitch.com

See our ad on page 20.



General Machine Products Co., Inc.

General Machine Products Co., Inc. (GMP) has introduced the AirStream Cable Blowing Machine to its line of fiber optic cable placing equipment. Specifically designed to safely install micro fiber cable into pre-installed 5.0 to 18.0 mm (0.196 to 0.708 inch) OD micro duct, the AirStream will place 2.5 to 11.0 mm (0.098 to 0.433 inch) OD cable at speeds up to 80 M (260 feet) per minute. This, along with its low maintenance and high reliability, makes the AirStream an excellent value.

The AirStream incorporates a tabletop design with easy-to-use ergonomic controls for one-person operation. The unit uses a double belt drive concept, backed by the latest in servo control technology, to provide a secure cable grip with precise torque and speed control. The pushing force, up to 20 kg (44 lbs.) maximum, can be adjusted to suit the cable stiffness.

The AirStream uses compressed air to install micro fiber cable into micro duct in both indoor and outdoor environments. Its electrically operated, double belt drive can be operated in forward and reverse to propel the cable through the micro duct. An electronic monitoring system provides readouts of speed and distance and includes an emergency stop capability.

The compressors are available to accommodate GMP's complete line of cable blowing machines. On-site training is available with purchase, and rental and rent-to-own programs are available.

Other features include one-person operation, tabletop design with ergonomic controls, cable speed and distance monitoring on a digital display, variable torque and



speed control , forward and reverse operation , easy cable threading , polycarbonate safety guard over the double belt drive, reduced noise levels, and compatibility with flat drop cable .

www.gmptools.com

See our ad on page 11.

Utility One Source

Utility One Source and Elliott Equipment recently unveiled the E190, the newest (and tallest) member of the companies' collaborative "E-Line" of Aerial Platforms. Like the E-Line models that preceded it, the E190 is A92.2-certified, the highest grade in the industry, significantly outpacing the criteria for a sole bucket-on-crane configuration.

"The certification alone is an asset," said UOS President Fred Ross. "The E190 and all E-Line models won't endure the loads and abuses of a crane with a bucket attached. Additionally, because its composition is

manifest of superior safety standards, such integrity eradicates the requirements for test-lift and proof tests prior to operating the equipment."

The ever-increasing presence of these E-behemoths on the hi-lines isn't just a trend; the E-Line is gaining traction quickly. Though the positive industry response is undoubtedly affirmation of several efforts, Elliott Equipment's President Jim Glazer said that the true source of success is much easier to identify: "Customer-driven engineering has been the leading principle and backbone on which the E-Line has operated." Since its inception and throughout its ensuing reign, the driving force has always been the "consideration of—and adaptability to—the wants and needs of our utility customers."

UOS, co-developer and sole distributor of the E-Line, pursues perpetual, full-scale field evaluation with its utility-focused clientele, and Elliott translates the findings into engi-



neering and dynamic equipment solutions.

The customer-centric focus of the partnership echoes throughout every inch of all E-Line models, every component a response to a need once articulated by a valued UOS customer. The E-Founders' continued pursuit of innovative, safety-centric and efficiency-optimizing technologies, alongside their endless backing of equipment expertise and proven market dominance, will surely continue to stir intrigue in the future of the utility equipment markets.

www.u1source.com

See our ad on the inside back cover.

Continued on page 46



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BRON is a registered trade mark of RWF Industries a division of Roberts Welding & Fabricating Ltd.

Product Showcase

Continued from page 45



The Toro Company

The Toro Company has introduced TDOS 1, an all-new software operating system for Toro's DD4050 horizontal directional drill (HDD). The new software will provide a number of added features to HDD operators, including streamlined drill controls, intuitive navigation, and single-screen display of all key information – such as tool rotation speed, engine RPM, thrust, torque, and drilling fluid flow and pressure.

In terms of productivity, the streamlined drill controls are designed to increase pipe load and unload cycle speeds to deliver optimal performance in all conditions.

TDOS 1 will also enable contractors to monitor drill idle time, in addition to total engine hours, to better assess machine utilization. Additionally, operators are provided with notifications when recommended maintenance should be completed to help ensure the drill maintains top performance.

"The integration of this robust new software ultimately provides a more productive HDD unit," said Joshua Beddow, marketing manager at the Toro Company. "Utility contractors can have complete confidence that they're getting the most out of their HDD equipment. Novice and veteran operators alike will be able to quickly understand the intuitive controls, which helps increase overall productivity on-site."

The new software also features multiple configurable settings and limits, including torque and thrust limits, allowing the operator to optimize drill performance based on the requirements of each specific application. The software and operator station

continue to offer single- or dual-joystick operation to accommodate operator preferences.

www.toro.com/underground

Terramac

Terramac is a North American manufacturer of rubber-tracked crawler carriers designed with utility work in mind. The RT9 was recently customized with a digger derrick attachment, while a larger-sized carrier model, the Terramac RT14, was just unveiled. Both units are extremely versatile and are expected to take rubber-tracked utility equipment to a new level.

From powerline construction to power transmission work, the Terramac RT9 digger derrick combination is the ultimate machine for conquering the assortment of utility tasks. The rubber-tracked technology offers a low ground pressure of just 5.1 psi fully loaded, and the unit comes equipped with increased torque from a 230-horsepower Cummins diesel engine for trekking through various terrain to lift, dig holes, set poles, or turn screw anchors. The added Terex Commander 4045 attachment contributes 22,250 pounds maximum capacity, 360-degree swivel feature powered by the RT9's 2-speed hydrostatic transmission, trapezoidal design of the 2-lift cylinder, and sheave height of 26.8 feet to 44.8 feet. The Terramac RT9 with digger derrick stands as a leader in rubber-tracked utility equipment and does not require over-size permitting for transport.

The new RT14 is the largest unit in Terramac's lineup and is built for heavy-duty jobs. The Terramac RT14 offers an unprecedented degree of customization to meet the needs of the utility industry and is ideal for



right-of-way maintenance, powerline construction, and powerline service. The RT14 features a 28,000-pound carrying capacity, with just 7.5 psi, and offers numerous enhanced features including a digital monitoring system, joystick with dump controls, and superior cab amenities.

Terramac is supported by a full-line dealer network to offer you increased sales and rental support, parts, and service availability and to ensure customer satisfaction.

www.terramac.com

Vermeer

The Vermeer D23x30 S3 Navigator horizontal directional drill (HDD) packs speed and power into a shorter, narrower design to help increase productivity when working in urban areas or compact jobsites. With 24,000 pounds of thrust and pullback and 3,000 foot-pounds of rotational torque—an impressive increase over its predecessor, the D20x22 Series II Navigator HDD—the D23x30 S3 is equipped to maximize machine and jobsite efficiency.

The D23x30 S3 offers significant gains in sound reduction making it well-suited to working in congested commercial and residential areas, as the quieter working environment makes for less neighborhood disturbance. With a 99 dBA guaranteed sound power level and an operator ear rating of 78.7 dBA, the D23x30 S3 is one of the quietest drills on the HDD market.

A carriage speed of 206 feet per minute and a rotational speed of 219 rpm (which rivals larger drills), and enhanced rod break-out efficiency help contractors install more linear feet per day. The D23x30 S3 also offers a ground tracking speed of up to 3.3 mph to help contractors get from one project to



another faster.

To power the D23x30 S3, Vermeer has selected a 100-horsepower, liquid-cooled, turbocharged diesel Deutz TCD 3.6L4 Tier 3/ Tier 4-compliant engine, which is capable of producing greater power than its predecessor.

"The D23x30 S3 is the ideal drill for utility installations up to 6 inches in diameter and in compact or congested areas," said Jon Kuyers, senior global product manager, underground, for Vermeer. "The D23x30 S3 helps address today's operational challenges and provides a low cost of operation due to its power-to-footprint ratio."

www.vermeer.com

See our ad on page 3.

McLaughlin

McLaughlin has introduced a new truck-mounted vacuum excavator series that fills a hole in the market by giving utility contractors productive potholing at an affordable package price, with the capacity and power they need to stay on the job longer.

The MEGA VX200 6-inch vacuum excavator series features spoil tank capacities ranging from 1,200 to 3,000 gallons and a standard option of 800 gallons of fresh water. It has a 6-inch hose diameter with a 3,200 CFM blower at 18 inches of mercury.

The tank, power pack, and water system all have a modular design, versatility that allows a contractor to mount the unit on either a new or a repurposed truck chassis.

The MEGA VX200 6-inch series was designed after listening to customers who said they wanted a vacuum excavator for their potholing jobs and fluid management needs that fills a gap between smaller trailer-



mounted vacuum excavators and the largest truck-mounted units.

The MEGA VX200 6-inch series is powered by a 200-horsepower John Deere Tier 3 engine. It features the McLaughlin industry-exclusive 3-stage cyclonic filtration system that allows for both wet and dry vacuum excavation while prolonging filter life and

helping to keep maintenance costs low.

The McLaughlin patented cam-over hydraulic rear door provides a 360-degree positive seal without additional clamping requirements to keep fluids securely in the debris tank. No components are inside the tank, so maintenance is external.

Continued on page 48

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Product Showcase

Continued from page 47

The MEGA VX200 6-inch vacuum excavator will be available this fall through the Vermeer global dealer network.

www.mclaughlinunderground.com

See our ad on page 17.

American Augers



American Augers has always sought to provide industry-leading equipment to the pipeline and utility markets. This is evident in the release of the new DD-110 110,000-pound HDD boring machine, which debuted at the annual American Augers customer event in June. The simplicity of this power and performance unit works to ensure jobs are completed on time and on budget.

The 260-horsepower Cummins Tier 4 final engine provides the necessary power for 15,000 foot/pounds of rotary torque as well as 110,000 pounds of thrust/pullback muscle.

American Augers builds the largest category of horizontal directional drills in the industry and a full range of Auger Boring machines. Developed and hand-crafted in the USA, with the rugged user in mind, American Augers rigs are built to last and backed with 24-hour worldwide support. www.americanaugers.com

John Deere

Built in John Deere's world-class facility in Dubuque, Iowa, the 310SL HL backhoe is customer-designed for a variety of jobs, including loading trucks, placing pipe, dig-



ging trenches, moving materials, and tearing up asphalt.

The 310SL HL meets today's emission regulations through a rugged Final Tier 4/ EU Stage IV PowerTech Plus diesel engine (110 horsepower). It also boasts a five-speed PowerShift transmission with speeds up to 25 mph. The 310SL HL heavy-left model can deliver up to 25 percent more backhoe-lift capacity under normal conditions than comparable K-Series models. Utilizing the sealed-switch module, operators can get an additional 10-15 percent boost through the new Lift Mode feature. The 310SL HL also delivers all the advantages of PCLS hydraulics in the 14-15 foot digging-depth category, enabling operator efficiency and productivity.

Operators will find comfort in the cab, which features extra legroom and a more comfortable seat, leading to easier rotation between loader and backhoe operation. Redesigned pilot towers feature fingertip electrohydraulic controls to provide easier operation. A multifunction lever on the steering column controls turn signals, wipers, lights—just like that of a car or truck, allowing the operator to maintain line of sight to the front of the machine while operating in the loader position. A new "palm-on-top" loader-control grip enables control of clutch disconnect, quick shift, auxiliary proportional roller, and momentary front-wheel drive. In addition, the 310SL HL boasts improved diagnostics with a state-of-the-art multi-language monitor.

Operators looking to get the most out of their 310SL HL can rely on Ultimate Uptime featuring John Deere WorkSight. With Ultimate Uptime, operators receive pre-delivery and follow-up inspections; three years of JD-Link telematics, machine health prognostics, and remote diagnostics and programming capability; and the ability to add additional dealer-provided uptime solutions to customize the package to individual needs. www.deere.com

See our ad on the inside front cover.

Sherman+Reilly

Sherman+Reilly offers customers advanced stringing equipment, blocks, and tools for the utility industry. Our Revolution Series stringing equipment is designed around operator safety, ergonomics, and environmental comfort. Our tools and blocks are built with maximum durability and productivity in mind.

Sherman+Reilly is proud to showcase both the Revolution Series P-2000X Advanced Bullwheel Puller and our new line of Hydraulic Cutting and Crimping Tools. The newly designed fully hydraulic P-2000X provides 20,000 pounds of maximum pulling force and ergonomic digital controls that allow smooth and precise control for feathering the speed on medium or hard angle blocks. The P-2000X also offers new anti-twist steel hard line for greater durability and enhanced control. One important feature of the pullers is the Safe-Zone Cab, which employs a floor-to-ceiling polycarbonate front window for maximum visibility while providing superior protection against impact. The Safe-Zone Cab is designed to reduce operator fatigue, allow a quiet environment for enhanced communication between operators, and provide an "off-ground" envelope for greatly reducing the risk of "touch potential" in energized environments.

Sherman+Reilly Cutting and Crimping tools provide direct ergonomic benefits over traditional hand tools. Our cutting and crimping tools provide unmatched productivity using Intelli-CRIMP and Auto Retraction Stop (ARS) technologies, along with integrated maintenance management and accountability through i-press. By providing superior durability with coated circuit boards, powerful 5 pole motors, ABS Terpolymer



housings, and 5.0 Amp hour batteries, our tools help you get the job done right every time.

www.sherman-reilly.com

See our ad on pages 4-5.

Dura-Line Corporation

Dura-Line is leading the way in MicroTechnology, a system of products and methods that includes micro ducts, FuturePath, micro cable, fiber management connectivity, and placing equipment. MicroTechnology is a flexible system that is employed in both the OSP and ISP environments.

The application of MicroTechnology reduces or eliminates construction cost and provides greater broadband capacity and future expansion of the network. MicroTechnology systems are employed in long-haul, back-haul, FTTx, and MDU applications that serve all of the bandwidth demanding markets.



MicroTechnology systems do not use conventional size ducts, innerducts, or fiber cables. Instead, Dura-Line micro ducts and FuturePath are matched with micro fiber cables to maximize placing distances and installation speed. FuturePath is pre-bundled micro ducts assembled in a strong honeycomb design that provides multiple pathways for micro cables. This strong Dura-Line FuturePath can be placed using traditional construction methods such as HDD, chute plowing, and trenching. Aerial versions of micro ducts and FuturePath are also available. Coupling and splicing micro ducts and FuturePath is made easy with push-on couplers that are air and water tight. No special tools

or equipment are required for micro ducts or FuturePath.

MicroTechnology solves the “no more room” problem by creating space in already occupied conduit systems by utilizing “over-rides.” Micro ducts or FuturePath can be placed in existing conduits with existing cables and thereby provide a pathway for micro cables, creating more bandwidth capacity without more costly permitting, digging, etc.

MicroTechnology maximizes space in the OSP environment. Less space is required to store slack lengths of the micro cable. Additionally, because the micro cable can be placed in longer lengths, the use of splice points and access points is greatly reduced, thus eliminating boxes or enclosures.

www.duraline.com

See our ad on page 51.

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TK100

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Product Showcase

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Terex Corporation

Terex now offers a new end-mount or top-mount cobra-style jib on its popular Hi-Ranger TL and LTM series aerial devices. Available on all 24-inch x 48-inch platforms, the Terex cobra-style jib is engineered with hydraulic articulation and extend, enabling operators to achieve a greater range of motion and increased productivity.

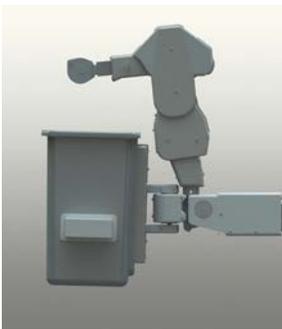
The cobra-style jib boasts a low, 16-inch profile, as well as a 600-pound platform capacity and 1,000-pound maximum lift capacity, which can be realized with the work line extended farther from the basket shaft than other jibs allow. Operators can easily rotate the cobra-style jib thanks to an additional bearing at the bottom of the jib. This rotation offers linemen more versatility at the pole, enabling them to easily line up with work as needed. It also offers better accessibility between lines. This additional bearing rests on top of the Kingpost socket, which is attached to the jib and is situated on the left of the leveling bracket so that it does not interfere with work. Composite bushings are incorporated into the cobra-style jib's design to help reduce wear on the Kingpost socket.

This new jib also incorporates a pop-pet valve feature, which enhances safety because it prevents the unit from damaging itself during operation. The valve will instantaneously shut off various functions if the rear of the jib makes contact with the fiberglass boom.

The new Terex cobra-style jib quickly retracts and conveniently stows out of the way. With the jib in stowed position, the truck's boom can still utilize its full range of motion, down to -40 degrees.

www.terex.com/utilities

See our ad on page 55.



Southwire Company

The utility industry continues to become more complicated every day. So the last thing you need is a challenging, labor-intensive, and expensive substation project. That's why Southwire offers end-to-end solutions for a smarter, future-proof substation from a single, trusted source for all your wire and cable needs.

Of course we design our energy products for top technical and economic performance, but foundational to our principles is safety. For example, Southwire's patented SIMpull Control Cable with its low-friction jacket delivers not only productivity and reliability, but also employee safety benefits.

"Risk of personal injury associated with repetitive motion and fatigue is reduced due to the low-friction jacket, which requires less force and physical effort to install than traditional cables," said Brett Kenerly, Substation Product Manager.

Our decades of experience also have shown us that today's energy company needs customized solutions for complex needs. We offer custom cut and kitted cable and wiring products for substation projects, flexible ordering and shipping to get what you need, when and where you need it, and a centralized sales, manufacturing, and logistics facility that can quickly anticipate and fulfill your substation needs.

"The exciting thing about our business is that this is only the beginning," Kenerly said. "While the pace of change has been truly transformative, the next five years will get even faster. Our partnerships with the best companies in the world continue to provide powerful insight into the emerging smart energy grids of tomorrow."

www.southwire.com



Global Machinery

The THALER KE-SP60100 is a leading large-capacity underground puller. With a

maximum pulling force of 22,000 pounds, 3,000 feet of anti-twist steel cable, the ability to save your pull data to a memory stick or print it right at the jobsite, and a manually adjustable depth boom, it is rapidly becoming many contractors' underground puller of choice.

These pullers are high-quality products representing the latest modern technical standards in the field of underground cable pullers. They are built in accordance with the latest industry standards and meet all governmental regulations. Some features include hydrostatic drive, double capstan system, Final Tier 4 diesel engine, large drum capacity for long cable lengths, and a pulling force that is controlled by an electronic measuring system that can be adjusted to any force between 0 and 22,000 pounds.

Global Machinery is the U.S. distributor for Jakob Thaler and stocks these 22,000-pound pullers, along with the 11,000-pound model pullers, at several locations throughout the country. The company rents, sells, and services specialized utility construction equipment to contractors, public utilities, government agencies, and municipalities. It has everything from skid steers, track loaders, and mini excavators to large cable plows, trenchers, directional drills, and vacuum excavators. Global Machinery also rents fiber optic cable blowers, fiber optic cable pullers, and cable reel trailers. It has rented equipment from Florida to Alaska and everywhere in between.

The Thaler underground puller is available at six locations throughout the United States. Please contact Global Machinery to find the location nearest you.

www.globalmachinery.com



Altec Industries, Inc.

Altec is a leading provider of products and services to the electric utility, telecommunications, tree care, lights and signs, and contractor markets. We deliver products and services in more than 100 countries throughout the world.

For 85 years, Altec has been a company committed to excellence. Our products are industry leaders and consistently raise the bar through innovative product design, integrated safety features, and continued dedication to total customer satisfaction.

We offer a high level of customization. Each unit is planned, designed, and hand crafted with your exact needs in mind. We're not finished until our customers feel they have the highest quality solution, and we won't stop until we get it right. We pride ourselves in our manufacturing process and our direct sales force who always strive to exceed our customers' needs.

We're not only a manufacturer. Altec also offers unparalleled service with 22 service center locations throughout the United States and Canada and an extensive fleet of mobile service technicians. We are also the only authorized dealer of genuine Altec replacement parts and offer the most complete line of parts for equipment repair and maintenance.

Altec Supply has become a leading provider of tools, accessories and supplies from a full line of reputable suppliers to meet the needs of our diverse customer base.

Global Rental provides a comprehensive line of truck-mounted rental equipment for the industry, short- and long-term rentals, and late-model equipment—all with purchase options.

Through Altec Capital, our customers enjoy the convenience of using a single company to provide both equipment and financing solutions.

We are custom built. We are customer first. And through innovation with purpose, we are proud to assist you in the job you do



every day.

www.altec.com

Vac-Tron Equipment

Vac-Tron Equipment is excited to introduce the new HTV 573 PTO (Power Take Off) Truck. *Patent Pending. There is no other truck like it in the industry! Vac-Tron is an industry

Continued on page 52

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- Be ready for the next generation of fiber
- Build once now, not again in the future
- Multiple pathways available for future growth

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Product Showcase

Continued from page 51



innovation leader in industrial vacuums, potholing, daylighting, hydro excavation, air excavation, and environmental clean-up equipment.

HTV 573 PTO Truck: A new series of PTO truck driven systems available on Ford or Freightliner chassis. The full line of the HTV (Hydro Truck Vac) series is available with 350-gallon to 1,800-gallon size debris tanks. The power take off of the truck drives positive displacement vacuum blowers that produce 1,000 to 3,000 CFM. These units are standard with a high-pressure water system, full hydraulic rear doors, reverse pressure, and the patented "Big Red" filter housing that cleans the dirty air down to 0.5 microns before it passes back through the vacuum pump. Air compressors and hydraulic booms are also available on all the HTV series units.

The HTV series gives you the performance needed to take on the tough jobs in a compact package. The 350-gallon unit is built on an F-550 chassis. The 500 gallon unit is built on a 26,000 GVWR F-650 chassis. And the 800-gallon unit is built on a 33,000 GVWR F-750 chassis. If it is capacity you are looking for, then the HTV 1873 full hydraulic PTO unit may be for you. This unit has 1800-gallon debris capacity, 700-gallons of fresh water, 3000 cfm with reverse pressure, and a fully hydraulic 6-inch boom, available on a freightliner chassis. Other trucks available upon request.

www.vactron.com

See our ad on the back cover.

Underground Tools, Inc.

Underground Tools, Inc. recently introduced the new Terra-Bore lineup of PDC Back-

reamers/Hole Openers. The new PDC hole opener product line is a highly productive reamer line for drilling in solid rock formations.



Designed primarily for boring in solid rock, these units are available in standard sizes from 6 to 36 inches and are available with or without pilot stabilizers. They also come in multiple wing/flute configurations. Premium quality diamond cutters on all cutting faces provide excellent cutting action and stability in the bore path, while tungsten carbide wear pads on the packing ring surfaces provide extended wear ability. They also come standard with hardened steel, replaceable thread-in fluid port jets.

The 6- to 12-inch PDC Hole Openers are machined from solid heat-treated bar stock for strength and durability, and all sizes are re-buildable to reduce long-term costs, provided the bodies are not overly worn or damaged.

Larger units are built with a one-piece center shaft and armor plate wings and bodies. All sizes are manufactured with standard box-by-box configurations, which allows for ease and flexibility when connecting to any make and model of horizontal directional drill.

Underground Tools, Inc., headquartered in Lino Lakes, Minn., is a world leader in the manufacturing and distribution of wear parts for the construction industry, specializing in trencher and horizontal directional drilling ground-engaging tools.

www.undergroundtools.com

Blue Diamond Industries

Blue Diamond is excited about the continued success of our patent-pending 3N1 Boreable HDPE conduit with three innerducts pre-installed inside. Blue Diamond 3N1 saves time and money by allowing contractors to bore a complete package of casing and innerduct together.



The 3N1 is available in a 4-inch SIDR 11.5 casing with three 1.25-inch SDR 13.5 innerducts installed. Custom innerduct configurations are also available. Lengths of 500-1000 feet are standard, and custom options are available.

Blue Diamond is pleased to offer a complete solution in microduct technology. With our partners, we can offer all of the components required to build the complete microduct system, including connectors, adaptor tees, access fittings, and chambers.

Whether you are building a new FTTH, FTTC, or FTTX or are interested in adding microduct to an existing conduit, we have a solution and the expertise to get the job done.

We manufacture conduit for telecom, power, green energy wind and solar, highway and street lighting, FTTH (fiber to the home), ITS (intelligent highway systems), CATV, cell tower backhaul, and cloud storage applications. BDI also manufactures cable in conduit by extruding the pipe over power, CATV, and telecom cable during the manufacturing process.

Blue Diamond Industries is a premier manufacturer of high density polyethylene (HDPE) conduit headquartered in Lexington, Ky. Blue Diamond is a woman-owned small business with WOSB and WBE certifications. In addition, Blue Diamond has obtained DBE certification in 16 states. Blue Diamond is also certified as a "qualified HUBZone small business concern." Our quality management program is ISO 9001:2008 certified. Blue Diamond is certified to UL and RUS compliant. www.bdiky.com

Caterpillar Inc.

The new Cat F2 Series Backhoe Loaders build upon the solid performance, reliability, and durability of previous F Series models with updated engines that meet U.S. EPA Tier 4 Final emissions standards. These fuel-efficient machines also feature new operator's stations, along with further enhancements to improve performance and productivity. The F2 Series includes the 416F2, 420F2, 430F2, and the new 415F2.

The 415F2 uses a Cat C3.4B engine, rated at 68 net horsepower, and the 416F2, 420F2, and 430F2 use the Cat C4.4 ACERT engine,



with net-horsepower ratings (SAE J1349) of 87, 93, and 108, respectively. The 415F2 does not require diesel exhaust fluid, a convenience for buyers such as rental firms and governmental agencies.

All of the new F2 Series models have extremely powerful implement hydraulic systems and redesigned hose routing for extendible sticks, adding to overall reliability and durability. Using a load-sensing, variable-displacement piston pump that provides full lifting and digging forces at all engine speeds, hydraulic flow is matched to work demands for highly efficient operation. All models can be equipped with auxiliary hydraulics, including a third-function loader valve and a six-function backhoe valve.

The redesigned F2 Series operator's station has ample legroom with air-suspension seats for exceptional comfort. A new rear window design also improves trench sight lines.

The 420F2 and 430F2 continue to be avail-

able with both single-tilt and Integrated Tool Carrier (IT) front linkage. The IT machines have a standard hydraulic loader quick coupler. New for the IT models are twist-to-connect hydraulic quick disconnect fittings that can be connected under pressure. Four-wheel drive is standard for the 430F2 and available for other models.

www.cat.com

Scott Powerline & Utility Equipment

Scott Powerline & Utility Equipment rents, sells, and services equipment for electrical line construction and maintenance companies, investor-owned utilities and electric co-ops, and companies involved with bridgework, foundation drilling, sign and lighting, and general construction. With facilities in Monroe, La., and McDonough, Ga., the company serves customers in the United States and Canada.

Continued on page 54

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Product Showcase

Continued from page 53

Scott Powerline offers products from Elliott, National Crane, PowerTraxx, Tadano Mantis, Terex, Skylift, LoDril, TSE International, and other industry recognized brands, which includes



boom trucks, bucket trucks, cranes, crawlers with winches, digger derricks, amphibious vehicles, pressure drills, sign trucks, tracked equipment, pole trailers, vacuum excavators, and wire equipment.

Since our beginning, Scott Powerline has remained family owned and believes in working with customers one-on-one to get a job done. They appreciate the value of maintaining a strong customer relationship built around respect and trust.

Built on family; raised on service!
www.scottpowerline.com

See our ad on page 6.

NESCO Rentals

NESCO Rentals is proud to be the exclusive master rental distributor for the integrated rubber Right Track System. The NESCO Right Track System is the perfect combination of a truck and track-mounted vehicle providing optimum performance of equipment saving both time and money.

"With a track machine, we'd have to load it on a trailer and haul it to the jobsite. With [NESCO's Right Track System], we can take



the tracks off and drive [the truck] down the road," said Justin Pontius, general foreman. "It's very helpful!"

With increased PSI, easy installation, and nearly unlimited usage, the NESCO Right Track System can be put to work throughout the country.

NESCO offers a variety of rent-ready Right Track System vehicles, including the Terex TM100, Terex Commander 6060, Terex General, and Terex Commander 6060 digger derricks. The system is easily installed and removed, allowing for total equipment and jobsite versatility.

Serving the United States, Canada, and Mexico, NESCO Rentals maintains one of the industry's largest rental fleets and service networks. NESCO's inventory includes aerial devices, cranes, digger derricks, drills, stringing gear, trailers, and specialty equipment. NESCO provides quality machinery and professional expertise throughout its service and rental divisions, serving thousands of customers in dozens of industries.

With more than 45 service locations across the country, NESCO provides dedicated technicians, sales staff, and expert consultants for your job. NESCO Rental's fleet consists of more than 20 different product lines, offering unique rental solutions for track vehicles, CDL equipment, back-easement options, all-wheel drive, among others. All equipment is regularly tested for safety and compliance. Orders can also be catered to fit specific project needs.

www.nescorentals.com

See our ad on page 13.

Hi-Line Utility Supply

Hi-Line Utility Supply is proud to present the PPE Category 2/12 CAL Arc Flash Protective Equipment Kit (CPAG12-size-NG). This kit



includes a 35-inch jacket, bib overall, hard hat, face shield, chin cup, cap bracket, hood, ear plugs, safety glasses, and gear bag. Additional kits are available up to Category 4, and all kits have an average lead time of only one week on most orders.

To complete your kit, Hi-Line offers a full selection of in-stock selection of gloves, protectors, and bags. Hi-Line is also a NAIL-Accredited Rubber Goods Testing facility and can proof-test and retest your rubber goods to keep you in compliance with ASTM/OSHA Standards.

For all of your Arc Flash and Rubber Goods needs, reach out to Hi-Line Utility Supply. Contact the company to place an order, request a copy of our new 2014-2015 Catalog, or for more information on these and other great tools from more than 175 different manufacturers.

www.hilineco.com

Pengo

Turning your challenges into solutions!

Pengo recently launched the improved Medium Duty Utility Auger. New features include a patent-pending flight stabilizer gusset, a recessed socket connection for added stability, seam welds for increased life-cycle of the tool, and a 3/8-inch thick center shaft. This upgraded auger is available with your choice of dirt, carbide, step rock, or rock heads.



At Pengo, your challenge is our challenge; let us be your solution provider.

www.pengoattachments.com

Pelsue Company

New Off-Road Pelsue Splicing Trailer: Upon special request from a customer to build a couple off-road fiber optic splicing trailers, the Pelsue Company built the first of several to follow in the summer of 2015. Compared to the standard Pelsue splicing trailer, the "Off-Road" package increases the



axle ground clearance by an additional 2 inches and provides an additional 4 inches of clearance for the heavier-duty reinforced aluminum frame. To account for the added height, the track width is expanded by an additional 4 inches.

Although the gasoline fuel tank already rests safely above the axles, there is also a steel skid plate cover added. The standard tires are replaced with domestic all-terrain, and the fiberglass fenders have been substituted with heavy-duty aluminum painted in gray hammer power coat, thus making this trailer as tough as the individuals that use them.

Since our inception in 1963, the Pelsue Company has designed and manufactured high-quality equipment to improve the personnel efficiency and working conditions in various underground, confined, and outdoor areas. Always happy to provide a quote based upon your specifications!

www.pelsue.com

See our ad on page 16.

Zigma Ground Solutions

Zigma Ground Solutions, leaders in the field of temporary access and ground protection, delivers a wide range of matting solutions to civil, construction, utility maintenance, and event industries. But product choice is just one element of the total service offering. Combining its range of services, both pre and post purchase, Zigma+ has been introduced to highlight the reassurance



and confidence that when customers are deploying a Zigma branded product, they are partnering with the company that set the global standard in the temporary access industry.

As the name implies, Zigma+ offers something extra, and this is a policy in all that

Zigma does. Zigma Ground Solutions has long been recognized for offering customers a wide range of temporary access and ground protection matting solutions. Across all aspects of the company from design concept to after sales service, Zigma delivers top

Continued on page 56

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Product Showcase

Continued from page 55

technical and customer support throughout its global organization.

Supported by an experienced team within Zigma's strategically located offices, customers and installation teams can call on this personal touch resource at any time. Whether it is to conduct a site visit to advise on best installation practice or a telephone call to share technical knowledge on ground conditions, their mission is simple: to provide customers with the most cost-effective and safe temporary access solution backed by the reassurance offered by Zigma+.

Key elements of Zigma+ include top global technical and customer support both pre and post purchase, personal contact, wide range of matting and connection solutions, ISO 9001 accredited manufacturing, variety of payment plans, optional trade-in opportunities, extended warranty options—immediate replacement, and quality controlled manufactured to a high tolerance. www.zigmagroundsolutions.com

Grande Truck Center

Grande Truck Center in San Antonio, Tex., serves the individual and fleet trucking needs of customers across the country with one of the most complete and diverse truck inventories in the U.S. From a start-up truck retail operation to a top national dealership, Grande has kept trucks on the road for 48 years. A one-stop-shop for trucking needs, Grande has grown to include sales, parts, and service departments.

On the ground, in stock, and ready to go, Grande's truck brands include Mack, Volvo, Western Star, Autocar, and Ford SUVs and crossovers, light-duty, medium-duty, and super-duty trucks. Grande specialty trucks



include crane and garbage and mixer trucks with the opportunity to create turn-key packages or supply just the cab and chassis. Grande's sales team combines for over 300 years of truck sales experience, making them experts on getting customers in the truck they want.

Grande services vehicles from all 48 states in the contiguous U.S., from light trucks all the way up to Class 8. Adding 17 new CNG approved bays this fall to its existing 26 heavy and medium duty truck service bays and 18 light truck service bays brings their total number of service bays to 61. With factory-trained technicians, extended hours, and transmission and chassis dynamometers, Grande has the right tools to meet any customer's service and maintenance demands.

The staff of highly qualified parts personnel is dedicated to customer service and available 24/7 to handle all parts needs. "If we don't have it, we can get it" is a motto the company stands by. With \$6 million in parts, Grande has the inventory to get trucks back on the road. Local delivery, competitive prices, and parts shipped worldwide.

www.grandetruck.com

See our ad on next page.

CZM Foundation Equipment

The EK250SM Short Mast from CZM Foundation Equipment is designed and engineered in the USA for high performance and versatility. Mounted on a CAT 336 HP (Tier IV) excavator base, it delivers maximum torque of 234,500 lbf.ft, a drilling depth of 60 feet, and 156 inches of drilling diameter. With a working height of just 30 feet, this is the ideal high-power machine for low clearance/restricted height drilling projects.

In keeping with CZM's customer-focused philosophy, the EK250SM is supported by the extensive Caterpillar service network.

The EK250SM is designed to for use in a wide range of foundation drilling applications, including bridge foundations, transmission lines, high-rise commercial buildings, elevated highways, and more. This model



and others in the CZM product line are used in projects nationwide by McKinney Drilling Company and Longfellow Drilling service, among others.

The robust design of the EK250SM rotary is a result of the large inner passage diameter, which allows this model to deliver higher drilling torque, the use of stronger Kelly bars, and longer lifetime of main components. The big inner passage is a main feature of CZM's unique, patented "Bottom Drive CFA" mechanism and allows the rig the versatility of fast, easy, and economic conversion for different applications, including drilled shafts, CFA, and displacement pile.

The combination of hydraulic extended crawlers, centralized parallelogram, and a mast made of lightweight/high-yield strength "weldox" steel affords the EK250SM the safest stability.

CZM products are recognized for their high quality, superior after-sales service, and innovative design incorporating the CAT base and first-line components of American vendors. Our customer-oriented philosophy relies on qualified professionals providing services including corrective and preventative maintenance, commission, parts, tools and accessories, sales, and more.

www.czm-us.com

See our ad on page 49.

Subsite Electronics

Subsite Electronics has introduced TSR mobile software to download horizontal directional drilling (HDD) bore information from Subsite TK Series HDD Guidance System directly to smartphones and tablets. TSR mobile software enables drillers to generate an as-built report as soon as the pilot bore is completed. Information can be sent to and viewed on Android mobile phones and



tablets as well as Windows-based computers and Mac OSX.

TSR mobile software is shipped with each TK HDD guidance system sold and can be downloaded at no cost from the Subsite Electronics website for use with TK equipment already in service.

TSR mobile software profiles include a pitch-based graph of bore data. To log a data point, the operator simply pushes a button on the guidance system. The profile is calculated by rod distance as the downhole tool progresses, documenting tool location and pitch as well as field terrain.

Reports can be immediately e-mailed to the office or the customer via smartphone or tablet.

“The TSR mobile software speeds production by replacing the manual bore log, which is time-consuming and creates the opportunity for error,” said John Bieberdorf, product manager, HDD guidance systems. “From the business aspect, sending reports directly from the field can improve cash flow because many customers will not pay for a project until as-builts are provided.”

TK HDD guidance systems are available in three models to fit specific drilling needs. TK systems filter out signal interference present on many work sites to provide accurate tracking of the bore head. The TK Series features dual locating modes (walkover and drill-to). Easy-to-understand, high-contrast graphics are legible even in bright light, and the TSR remote display can be mounted on the drilling unit to suit the driller’s preferences.

www.subsite.com

See our ad on page 19.

TT Technologies

The Grundowinch line of hydrostatic constant-tension winches from TT Technologies are specially designed for the variable conditions in below-grade work. All models feature protective cable storage and are available with an air-cooled diesel or gas engine, as well as an adjustable boom system.

Portable and powerful, Grundowinch is well-suited for underground utility construction applications including underground cable pulling, pipe bursting, sliplining, pipe pulling, and swage lining.

The constant-tension design feature means any cable slack is immediately

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Product Showcase

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sensed and quickly taken up automatically. This makes for an ideal winch for sensitive operations. Control is easy with a number of convenience and operational features such as single-lever tension control (no gears to engage), power assisted winch line feed, and winch controls located at the rear of the unit to provide a safe view of the job while operating.

TT Technologies offers nine models of Grundowinch constant tensions winches ranging pulling capacities from 1.5 tons to 20 tons. A 3-ton hydrostatic Grundowinch is ideal for pulling CCTV and cable through innerduct. The Grundowinch can pull up to 3,280 feet of 3/8-inch cable at pulling speeds of up to 160 feet per minute. In addition to a 3-ton pulling capacity, the winch offers infinite speed control throughout the pulling range. The 3-ton winch is compact and highly portable for pulling in easements and backyards.

The compact Grundodrill 4X is ideal for the installation of conduit for power and last-mile applications. The Grundodrill 4x offers 9,800 pounds of thrust and pullback. Using the compact drill is less intrusive and ideal for areas where larger units are not an option. The drill features a dual hydrostatic pump system and a four-auger stake down system that provides greater stability. www.tttechnologies.com

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with discounted pricing along with a quick and easy set up to help them hire the best employees fast. GHRR also gives back 10 percent to the PCCA from each account affiliated with the association.

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See our ad on page 25.

American Polywater

A power utility got a big surprise recently when they tested a specially formulated rubber goods cleaner on a hot-line jumper. Polywater RBG Rubber Goods Cleaner from American Polywater revealed potentially hazardous burn and cut damage lurking beneath the grimy, blackened surface. The failed tool was removed from service, averting possible injury.

Rubber goods take a beating in the field. Dirt and grime buildup turns tools black. Any change in appearance is a warning that the rubber may not retain its electrical insulating property. Protective rubber equipment should be inspected for anything that might compromise its integrity. But grimy discoloration can mask damage. Abrasions, burns, cuts, and minor nicks are particularly difficult to detect. Regular cleaning before each



inspection is the best way to stay safe.

Protective rubber goods are not used in a pristine environment. Rubber is soft and particularly susceptible to physical and chemical damage. Damage can be caused by cuts from sharp tools, punctures from wood splinters and barbed wires, degradation from chemicals such as hydraulic fluid or agricultural fertilizers, and much more.

Regular cleaning is simply good practice. It preserves electrical integrity and prolongs equipment life. Dry fertilizer, herbicide, and pesticide residues are invisible but will degrade rubber's integrity. Most protective rubbers are designed to resist ultraviolet light, ozone, and oxidants but tend to be susceptible to chemical damage. Degradation by various contaminants such as oil and grease can cause hard or soft spots and accelerated aging. Other contaminants are conductive, especially when combined with moisture from rain, snow, or high humidity.

Cleaning also restores original color to tools. It is crucial that grounding jumpers be clean and highly visible for electrical and vegetation trimming crews.

Clean and inspect your protective rubber goods before each job. Clean rubber is easier to inspect and provides increased tool visibility. Regular cleaning with RBG Rubber Goods Cleaner prolongs the life and effectiveness of rubber protective goods and is fundamental to electrical safety.

www.polywater.com/videos.asp

American Wire Group

American Wire Group (AWG) is a global company responsible for the design, production, and direct distribu-



tion of wire and cable for the renewable energy industry (wind and solar) and to electric utilities responsible for power generation, transmission, and distribution.

AWG has material in stock and ready for immediate shipment from either its West Coast or East Coast warehouses. AWG offers a complete line of collection system underground cables in 15KV-35KV TR-XLPE/EPR, overhead bare aluminum T&D conductors (ACSR/AAAC/AAC), industrial power cables, bare copper conductor, copper clad steel, static wire, guy wire, aluminum clad steel, substation control cables, fiber optic cables & hardware, and OPGW. Exclusive for its medium voltage line, AWG also stocks TE/Raychem products. To support the growth of the solar power industry, AWG stocks aluminum PV cable in 600V and 2kV for use on DC collection systems. Copper PV cable is also available.

AWG's accumulated experience spans more than 100 combined years in the wire and cable industry. With inventory over \$6 million in warehouses across the U.S., AWG can respond to the most urgent requests—in hours not days. Combined with an extensive manufacturing capability, AWG handles projects both large and small. As a result, AWG makes it easier and less expensive as a complete solution for all cable needs.

Let AWG be your "powerful solution."
www.buyawg.com

Condux International

As a leading provider of cable installation tools, Condux International continues to expand upon its



line of fiber optic cable blowing equipment, the Gulfstream series of fiber blowers.

The newest addition, the Gulfstream 150, will install fiber from 1 to 2.5 mm into duct from 5 mm to 8 mm. These smaller ranges make the GS150 perfect for enterprise and

FTTH deployments. The machined aluminum construction provides a lightweight profile with long-life durability. Using a belt-covered, single drive roller, the GS 150 quickly deploys fiber while providing the extra protection for this delicately sized fiber.

Also suited for the FTTx and enterprise markets, the Gulfstream 200 installs 2 mm - 5.5 mm fiber into 5 mm-8 mm duct. The GS200 utilizes a belt design that provides traction control and large contact area, which reduces pressure on the fiber while reducing slippage during installation.

For middle-mile fiber and micro fiber installations, Condux International developed the Gulfstream 300. Offering portability, convenience, and power for standard projects, this cost-effective package will install fiber from 3 mm to 10 mm into duct from 7 mm to 18 mm.

Rounding out the Gulfstream family is the long-standing Gulfstream 400. Built to suit middle-mile and long-haul installations, the GS400 can install fiber optic cable at speeds approaching 300 feet per minute. Featuring advanced Electronic Control Box (complete with touch screen controls and cable pressure limit settings), the GS 400 offers superior sensitivity and monitors cable installation closely. If problems are detected, the machine will shut down within one half of a second. The GS 400 will install cable sizes from .23 inches to 1.13 inches into duct sizes up to 2 inches.

www.condux.com

See our ad on page 29.

Digital Control Incorporated

For nearly a quarter century, Digital Control Incorporated has guided the HDD locating industry by developing state-of-the-art technology and providing quality customer service. DCI's mission is to be the global innovation leader for products and services that make underground construction safer and more profitable.

DCI has revolutionized HDD locating again with the new Falcon line of locaters. Falcon analyzes active interference and selects from hundreds of different frequencies to program a single transmitter for any jobsite. Drill with the best frequency for the job, every bore, every time, for maximum drill site productivity. Falcon technology was designed with your F5 and F2 locating systems in mind; both can be upgraded to Falcon technology. DCI also offers attractive trade-in

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Product Showcase

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deals for those still using DigiTrak Eclipse and Mark Series units.

The DigiTrak Aurora display represents another industry first, a platform for task-specific applications that add value to the jobsite. Aurora represents the latest in color touch screen technology and allows for rapid navigation between applications. Aurora is a connected device that enables the collection, integration, and sharing of jobsite data. The LWD Live application is now available for Aurora devices. LWD Live displays the bore profile in real time.

DCI's LWD software creates a detailed as-built. The F5 captures pitch, depth, annular fluid pressure, transmitter temperature, and real-time tension being applied to the product pipe during pullback. The F5 with LWD software meets the growing jobsite documentation requirement in the underground construction industry while simultaneously compiling a historical reference bank for future projects where safe, efficient navigation is key.

All DCI products are backed by our Customer Service Group. We invite you to contact us and find out for yourself. www.digitrak.com

CASE Construction Equipment

CASE has introduced its new line of Tier 4 Final N Series backhoe loaders. All CASE N Series backhoes come standard with Site-Watch telematics and can be outfitted with a variety of industry-exclusive standards/



options, including Power Lift, Ride Control, Comfort Steer, ProControl, Easy Flex side lights, and a mechanical universal backhoe bucket coupler that allows contractors to use attachments from competitive machines. Each machine is also available in the proven CASE Extendahoe configuration for extended digging and reach capabilities.

All CASE N Series backhoes feature the company's exclusive over-center design, which transfers weight to the front of the machine for smooth roading and better traction and allows the operator to dig closer to the machine. N Series controls are simple, with adjustable pilot control towers, a control pattern selector, and adjustable wrist rests. Each N Series machine comes standard with Adjustable SmartClutch, which lets operators customize the feel of forward-to-reverse transitions (smooth, moderate, or aggressive) to their preference. All CASE N Series backhoes feature the SmartFit bucket tooth system, which features heavy-duty, self-sharpening teeth and a hammerless fastener system for easy installation.

The Tier 4 Final models feature new Fiat Powertrain engines with selective catalytic reduction (SCR) technology to meet Tier 4 Final standards. The system does not include a DPF or any other components that require intensive/long-term maintenance or regeneration. Operators who remember to top off the diesel exhaust fluid tank when they refuel will notice no additional regular maintenance activities with the new solution. As an after-treatment system, SCR represents a more efficient use of the backhoe's fuel, as all fuel is put toward productive effort instead of burning off accumulated particulate in a DPF. It also helps lower operating temperatures compared to backhoes with a DPF. www.casece.com

Blaze Equipment

Blaze is more than a drill rig service company. We are experts



in rotary drill rigs with exceptional customer service, backed by more than 40 years of knowledge and experience. For years, contractors in the utility, foundation, and oilfield arenas have chosen our products and services for their value, availability, durability, and performance under all types of conditions.

Blaze Equipment's goal is simple: give you the best service, parts, and equipment in the business from the planning of your job to its completion. Whether it's a single piece of equipment, part, or an entire fleet and its service needs, let us know how we can help you.

With our newly located and expanded service and part center in Fort Worth, Tex., we have one of the largest inventories in the region. We offer complete Kelly Bar repair and sales with our technicians who have years of field service and factory-specialized training. Blaze Equipment also has a fleet of mobile units equipped with welders, crane, and lubricants and stocked with parts to repair your rig right at your jobsite.

Blaze Equipment parts inventory includes new and professionally rebuilt Zollern powershifts, gear boxes, bearings, motors, swivels, valves, wire rope and harnesses, winches, auger tools, cable presses, Carco seals, cylinder seal kits, solenoids, and our own line of oil impregnated wear pad sets—everything your operation will need to save time and money.

Blaze Equipment has also been an innovative force in drill rig sales and rental as the exclusive CZM authorized dealer in the Southwest United States. This includes CZM's EK125 for smaller jobs and the full sized EK250 for higher volume needs. We also specialize in working with IMT, Soilmec, and various other rigs.

Wagner-Smith Equipment

Wagner-Smith Equipment is a nationwide provider of power line and telecommunica-



tion wire stringing equipment and related tools. With six stocking locations, including two engineering and manufacturing facilities, Wagner-Smith Equipment can respond to your needs in a moment's notice with safe, reliable equipment.

Equipment rental and sales: single and multiple drum V-groove and underground pullers, single and multiple sheave conductor blocks, tensions, reel and pole trailers, reel strands, and reel winders.

Tools and accessories: rope, pumps, presses/dies, hydraulic tools, grips, rubber goods, fall protection and PPE, swivels, cutters, ladders, and meters, testers and locators.

Wagner-Smith Equipment has locations in Phoenix, Ariz.; Lawrenceville, Ill.; Bursleson, Tex.; Dayton, Ohio; Tualatin, Ore.; and McDonough, Ga.

www.wagnersmithequipment.com

See our ad on page 8.

Kennametal

In the networked world of the future, mini- and even micro-trenching is playing a large

part. Formerly extensive, open-cut trenches are being replaced with narrow (from two inches down to as little as 0.5 inches wide) cuts for laying fiber-optic cable and conduit.

As with all trenching or horizontal directional drilling jobs, reliable tools are paramount. Kennametal's new CM-Mini Series offers a range of small-diameter block and bit in NB, plug, and cap-style tips to match a wide range of trenching requirements. For example, the CM61 features a small-diameter tip designed for increased penetration, while its rear-mount style makes it accessible to worn bore blocks. The CM65 by comparison features a wide collar for maximum block protection along with a cap carbide tip profile for excellent performance in medium to hard abrasive cutting conditions. There are also four new



tools in Kennametal's new CM-Mini series: CM69, CM70, CM71, and CM72 with proven NB tip carbide.

A range of carbide tip styles are available for the CM Mini Series. Plug-style tips feature a physical lock between steel and carbide for maximum toughness. Cap-style tips are the premier choice for abrasive applications with the carbide on the business end, not sunk into the shank. The NB tip withstands abrasive cutting like a cap with the physical support of a plug. Unlike a cap point that blunts at the end of wear life, the NB tip sharpens as it wears, making it an excellent choice in rock cutting as well as asphalts/abrasives.

Micro-trenching is gaining attention because of increased efficiencies (narrower, shallower cuts accomplished in less time with less disturbance in busy environments). New CM Mini Series tools from Kennametal will make this global trend even more effective.

www.kennametal.com

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PCCA Industry Calendar

PCCA Project Manager Academy	January 11-14, 2016
Crowne Plaza Hotel Denver Airport	Denver, Colorado
UCT 2016	February 3-5, 2016
Georgia World Congress Center	Atlanta, Georgia
2016 DCA Annual Convention	February 15-19, 2016
Naples Grand Beach Resort	Naples, Florida
Rural Telecom Industry Meeting & EXPO	February 21-24, 2016
Walt Disney World Swan and Dolphin Resort	Lake Buena Vista, Florida
PCCA 71 st Annual Convention	March 4-9, 2016
Ocean Reef Club	Key Largo, Florida
2016 FTTH Connect	June 13-15, 2016
Gaylord Opryland	Nashville, Tennessee
2016 PCCA Mid-Year Meeting	July 20 -23, 2016
Kalahari Resort & Convention Center	Sandusky, Ohio
2017 CONEXPO-CON/AGG	March 7-11, 2017
Las Vegas Convention Center	Las Vegas, Nevada
PCCA 72 nd Annual Convention	March 17-22, 2017
El San Juan Resort & Casino	San Juan, Puerto Rico
ICUEE 2017	October 3-5, 2017
Kentucky Fairground & Exposition Center	Louisville, Kentucky

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