

# BUYERS GUIDE

## Welcome to WE's Annual Buyers Guide.

This section runs once a year and is offered exclusively to WEI service company members. The guide features a range of product and service listings organized by category. To be included in next year's guide, please contact Mike Holley, publisher, Apogee Media Group: [mike.holley@amgonline-us.com](mailto:mike.holley@amgonline-us.com).

WEI and WE do not recommend or endorse any listed service provider over another. Service providers are responsible for updating their listings, including selecting their desired category. WEI and WE are not responsible for omissions, misprints or proofing errors.

## CUSTOMER CARE + COMMUNICATIONS

### Active TeleSource

4099 SE International Way, #203  
Milwaukie, OR 97222  
866-904-8483  
[sales@activetelesource.com](mailto:sales@activetelesource.com)  
[activetelesource.com](http://activetelesource.com)

WEI GOLD MEMBER



ActiveTeleSource

Active TeleSource has worked within the regulated environment of utilities for 20+ years and understands the demands placed on your organization. Active is the vendor-partner of award-winning utilities seeking a flexible staffing augmentation solution for overflow management that supports business continuity and mitigates contact center staffing risks. It is not our goal to provide adequate service to many, it is our goal to provide extraordinary and personalized service to the right partners.

### Distributed Energy Financial Group

2015 Arminda Court  
Alpharetta, GA 30022  
202-255-2860  
[jwimberly@defgllc.com](mailto:jwimberly@defgllc.com)  
[defgllc.com](http://defgllc.com)



DEFG is a utility customer research and advisory firm focused on transforming customer experience in the utility sector through collaborative

research, customer insight analysis and the development of innovative customer solutions. This year, DEFG launched the Equity in a Clean Energy Economy (ECEE) Collaborative. Join DEFG and stakeholders throughout the U.S. as we join forces to help make unheard perspectives heard in a clean energy economy. Check out [www.eceecollaborative.com](http://www.eceecollaborative.com) for more information.

### Henkels & McCoy, Inc.

2840 Ficus Street  
Pomona, CA 91766  
909-517-3011  
[marketing@henkels.com](mailto:marketing@henkels.com)  
[henkels.com](http://henkels.com)

WEI PLATINUM MEMBER

## HENKELS & MCCOY®

One of the largest, most trusted contractors in North America, Henkels & McCoy (H&M) provides comprehensive infrastructure services to wireline and wireless carrier customers within the communications industry. For nearly 100 years, the firm has designed, constructed, installed, and maintained future-ready networks that meet requirements and exceed client expectations. With unsurpassed experience, reach, and resources, the experts at H&M execute all projects with a commitment to safety and the highest level of customer service.

## ELECTRIC T&D PRODUCTS + SERVICES

### Charge

511 E. Channel Road  
Benicia, CA 94510  
877-636-0430  
[info@chargeEPC.com](mailto:info@chargeEPC.com)  
[chargeEPC.com](http://chargeEPC.com)

WEI PLATINUM MEMBER

## CHARGE

Charge is a Disabled Veteran Business Enterprise (DVBE) serving the utility industry through an EPC (Engineer, Procure, Construct) service model. Charge aligns four companies with complementary service offerings. These include Accu-Bore Directional, Veteran Power Infrastructure, Veteran Pipeline Construction and Extreme Excavating. Our teams work across the West Coast to solve complex utility issues, build critical gas and power infrastructure, and respond when natural disasters strike to help keep utilities running smoothly.

### Henkels & McCoy, Inc.

2840 Ficus Street  
Pomona, CA 91766  
909-517-3011  
[marketing@henkels.com](mailto:marketing@henkels.com)  
[henkels.com](http://henkels.com)

WEI PLATINUM MEMBER

## HENKELS & MCCOY®

From concept through construction to maintenance and emergency response, Henkels & McCoy (H&M) has nearly a century of experience in every aspect of building and managing the critical infrastructure that powers the country. In addition to transmission, distribution, and substation expertise, H&M provides leading-edge smart grid technology solutions, energized line work, and conventional and renewable energy services. H&M is a founding member of the ET&D Strategic Partnership, a formal collaboration of industry stakeholders working to improve safety for workers in the electric line construction industry.

## Hubbell Power Systems

200 Center Point Circle  
Columbia, SC 29210  
573-682-5521  
hpscs@hubbell.com  
hubbell.com  
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Hubbell manufactures a wide variety of electric transmission, substation, distribution, and telecommunications products used by Electric utilities. Combined with Burndy, we offer the most comprehensive offering of products and systems to build, maintain, and modernize utility infrastructure. Hubbell brands include Anderson, Fargo, Greenjacket, Ohio Brass, PenCell, Quazite, Reliaguard, and Trinetics. We offer comprehensive SCADA-ready switching solutions up to 765kV with our USCO and Turner Electric brands, as well as critical bushing OEM, replacement, or repair services with PCORE, ElectroComposites, and now Meramec HV/MV current transformer products.

## IMCORP

50 Utopia Road  
Manchester, CT 06042  
860-783-8000  
stephanie.ringuette@imcorp.com  
imcorp.com



IMCORP is a provider of underground power cable reliability services for medium and high-voltage (5kV to 500kV) power cable systems for both aged and new cable installations. Our asset life cycle management services (commissioning, maintenance, and retirement) enables clients to improve cable system reliability. Using IMCORP's Factory Grade® technology, we access cable systems and identify cable systems in need of rehabilitation allowing the customer to ultimately restore the cable system to like-new status.

## JNR

3300 Fernbrook Lane N, Ste. 225  
Plymouth, MN 55447  
800-279-2567  
MarkSeaton@JNRCollects.com  
theclaimscenter.com



Is your internal claims recovery program struggling or underperforming? Let JNR and The Claims Center assist you in your outside plant investigations. We are One Call Law experts and we conduct timely, thorough Investigations. Preservation and capturing of perishable data is critical to establishing liability. Our investigators are professionals who maximize recovery of dollars owed.

A third-party damage can tarnish public perception. Let us provide your company a level of expertise that lets your technicians focus on the repair. Expedited collection of dollars owed goes directly back into your operating budget. Ask about our Day One recovery program.

## Laminated Wood Systems

1327 285th Road  
Seward, NE 68434  
402-643-4708  
sgutz@lwsinc.com  
lwsinc.com



LWS is the industry leader in supplying E-LAM® engineered laminated wood utility structures for use in unguyed angle, switch, dead end, tangent and substation applications. LWS also offers patented steel products such as the PhaseRaiser®, PoleEnforcer® and PRS Pole Reclassification System® to strengthen and extend the life of existing poles. The AVR® Adjustable Vault Reinforcement system reinforces deteriorating underground vault ceilings at a fraction of the cost of vault replacement.

## Michels Power, Inc.

817 W Main Street  
Brownsville, WI 53006  
920-583-3132  
corpinfo@michels.us  
michels.us  
WEI GOLD MEMBER



Michels Power, Inc. provides overhead power line and underground utility construction, substation, foundations and fiber optic network construction services. As a complete turnkey contractor performing safe, quality communication and electric utility construction throughout the United States, Michels Power offers unique value to investor-owned utilities, municipalities, cooperatives, primary metered customers, and communication network owners.

Michels Power, Inc. has completed hundreds of station projects across the country, from new installations to maintenance and complex, outage-driven rebuilds, since 1959.

## Nighthawk

2304 Tarpley Road, Ste. 110B  
Carrollton, TX 75606  
971-303-3735  
mark.thayer@nighthawkcontrol.com  
nighthawkcontrol.com



Adaptiv™ Scalable AMI by Nighthawk is the zero-infrastructure smart meter solution designed to deliver exceptional ROI and a seamless user experience. Adaptiv™ is reliable, easy to deploy and maintain, and provides the lowest cost of ownership of any AMI provider. Our solution avoids the high overhead cost of private networks by using advanced mesh technology and robust public cellular communications, putting AMI within reach of any municipal or electric utility. To learn more visit [www.nighthawkcontrol.com](http://www.nighthawkcontrol.com) or call 971-303-3735 today.

## Osmose Utilities Services, Inc.

635 Highway 74 S  
Peachtree City, GA 30269  
770-631-6995  
poleinfo@osmose.com  
osmose.com



Osmose provides inspection, life extension and rehabilitation services designed to build resiliency into T&D infrastructure. Osmose also provides corrosion mitigation and engineered repairs for steel structures, structural load analysis, and a variety of turnkey infrastructure enhancement and upgrade solutions. As an industry leader for over 80 years, Osmose leverages decades of inspection data by using analytics to help customers understand their asset health and optimize their approach to structure maintenance.

## PLH Group Inc.

400 E. Las Colinas Blvd, Ste. 800  
Irving, TX 75039  
214-272-0500  
info@plhgroupinc.com  
plhgroupinc.com



PLH Group is a leading construction and specialty contractor serving the electric power and pipeline markets. PLH Group has assembled a team of top quality companies that deliver services covering the broad range of needs of its customers from pipeline construction, integrity and related directional drilling to electric transmission, distribution and substation construction including specialized foundations and helicopter airborne operations. Safety, expertise, and collaboration distinguish PLH Group's diversified infrastructure service solutions. For more information, visit [www.plhgroupinc.com](http://www.plhgroupinc.com).

## Sensus, a Xylem brand

639 Davis Drive  
Morrisville, NC 27560  
805-895-3359  
arthur.burns@xylem.com  
xylem.com

WEI GOLD MEMBER



Sensus helps a wide range of public service providers—from utilities to cities to campuses—do more with their infrastructure to improve quality of life in their communities. We enable our customers to reach farther through the application of technology and data-driven insights that deliver efficiency and responsiveness. We partner with them to anticipate and respond to evolving business needs with innovation in sensing and communications technologies, data analytics and services. Learn more at [sensus.com](http://sensus.com).

## Tempest Energy, LLC

800 Winward Dr., Ste. C  
Covington, LA 70433  
985-250-9559  
info@tempestenergy.com  
tempestenergy.com



With over 100 years of combined management experience in the electrical utility industry, Tempest is committed to providing our customers the best storm response and restoration services available. Tempest provides safe, dependable and highly qualified resources to meet all of your line, vegetation, and assessment storm response needs. Tempest Energy is your Superior Storm Response™ partner!

## ENGINEERING + CONSTRUCTION

## Ampjack Industries Ltd.

90 Bergen Cut Off Road  
Box 122, Grp 200, RR#2  
Winnipeg (Manitoba)  
Canada R3C 2E6  
514-451-9511  
info@ampjack.ca  
ampjack.ca



The AMPJACK® tower raising system is an innovative, eco-friendly solution that enables Utilities to upgrade their existing transmission line assets in an efficient, safe and cost-effective manner. Our sustainable solution has minimal impact on the environment and is performed while the line remains energized.

## Black & Veatch

11401 Lamar Avenue  
Overland Park, KS 66211  
913-458-3773  
elenbaasm@bv.com  
bv.com  
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## BLACK & VEATCH

Black & Veatch is an employee-owned engineering, procurement, consulting and construction company with a more than 100-year legacy of innovation in sustainable infrastructure. The company's global power business is an integrated generation, transmission and distribution infrastructure leader, offering innovative, end-to-end services on new and existing power assets, as well as full engineering, procurement and construction (EPC) solutions. Regardless of the scope or size of the project, our execution is centered on safety and characterized by cost and schedule certainty.

## Burns McDonnell

9400 Ward Parkway  
Kansas City, MO 64114  
360-448-7126  
tturnbull@burnsmcd.com  
burnsmcd.com  
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## BURNS McDONNELL

Burns & McDonnell is a family of companies with an unmatched team of 7,600 engineers, construction professionals, architects, technologists and scientists. With an integrated construction and design mindset, we offer full-service capabilities globally. Founded in 1898, Burns & McDonnell is a 100% employee-owned company.

That means we think like owners, working through each challenge until it's resolved, exceeding our clients' goals. This dedication and drive positions us as an industry leader.

## Charge

511 E. Channel Road  
Benicia, CA 94510  
877-636-0430  
info@chargeEPC.com  
chargeEPC.com  
WEI PLATINUM MEMBER

# CHARGE

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## Ditch Witch West

355 Goodpasture Island Rd.  
Eugene, OR 97401  
541-301-6047  
kcorliss@pape.com  
Ditchwitchwest.com



Ditch Witch West is your full service Ditch Witch dealer throughout the west. With locations in Oregon, Washington, California, and Montana, you are never far from groundbreaking Ditch Witch machinery and legendary Papé support. We offer new and used equipment from directional drills to mini skid steers including parts and service support to help maximize your uptime, no matter the jobsite. Visit our one of our locations for all your Ditch Witch needs at ditchwitchwest.com.

## Henkels & McCoy, Inc.

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Pomona, CA 91766  
909-517-3011  
marketing@henkels.com  
henkels.com  
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## HENKELS & MCCOY®

Since 1923, Henkels & McCoy (H&M) has provided infrastructure solutions with uncompromising integrity and service. H&M believes the most successful projects are completed with an integrated, multidiscipline approach to engineering and construction. The firm's professional engineers, planners, and project managers work collaboratively with their construction teams to deliver high-quality results with exceptional client value. H&M's turnkey EPC delivery services maximize efficiencies by combining technical and engineering expertise with time-tested construction processes and procedures.

## JNR

3300 Fernbrook Lane N, Ste. 225  
Plymouth, MN 55447  
800-279-2567  
MarkSeaton@JNRCollects.com  
theclaimscenter.com



Is your internal claims recovery program struggling or underperforming? Let JNR and The Claims Center assist you in your outside plant investigations. We are One Call Law experts and we conduct timely, thorough Investigations. Preservation and capturing of perishable data is critical to establishing liability. Our investigators are professionals who maximize recovery of dollars owed.

A third-party damage can tarnish public perception. Let us provide your company a level of expertise that lets your technicians focus on the repair. Expedited collection of dollars owed goes directly back into your operating budget. Ask about our Day One recovery program.

## PAR Western Line Contractors, LLC

4770 N. Belleview Avenue, Ste. 300  
Kansas City, MO 64116  
816-474-9340  
info@parwlc.com  
parwlc.com  
WEI PLATINUM MEMBER



Established in 1954, PAR Western Line Contractors, LLC has earned a reputation as a trusted electrical construction industry leader and innovator. For over half a century, PAR has been synonymous with safety, quality, flexibility, and dependability.

PAR constructs, installs, repairs, and helps maintain the infrastructure needed for clients to deliver power to their customers. We offer a full range of overhead and underground transmission, distribution, and substation construction services as well as maintenance, startup, and emergency.

## PLH Group Inc.

400 E. Las Colinas Blvd, Ste. 800  
Irving, TX 75039  
214-272-0500  
info@plhgroupinc.com  
plhgroupinc.com



PLH Group is a leading construction and specialty contractor serving the electric power and pipeline markets. PLH Group has assembled a team of top quality companies that deliver services covering the broad range of needs of its customers from pipeline construction, integrity and related directional drilling to electric transmission, distribution and substation construction including specialized foundations and helicopter airborne operations. Safety, expertise, and collaboration distinguish PLH Group's diversified infrastructure service solutions. For more information, visit [www.plhgroupinc.com](http://www.plhgroupinc.com).



## Quanta Services

2800 Post Oak Blvd., Ste. 2600  
Houston, TX 77056  
713-341-7212  
bstandish@quantaservices.com  
quantaservices.com  
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Quanta Services is the leading specialty contractor with the largest and highly trained skilled workforce in North America – providing fully integrated infrastructure solutions for the electric power, underground utility and communications industries. The company's geographic footprint spans North America and Australia, and its network of companies ensures world-class execution with local delivery.

## Sunrise Engineering, Inc.

25 East 500 North  
Fillmore, UT 84636  
435-743-6151  
dfox@sunrise-eng.com  
sunrise-eng.com



For over 40 years, Sunrise Engineering has been providing engineering and design services for all aspects of natural gas distribution and transmission systems. We also provide operator qualifications, plastic and steel pipe joining qualifications, and associated training.

## Wilson Construction Company

1190 N.W. Third Avenue  
Canby, OR 97013  
800-729-1909  
info@wilsonconst.com  
wilsonconst.com  
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For 70 years, Wilson Construction Company (Wilson) has provided powerful electric utility construction solutions, helping utilities build a brighter future. With decades of industry experience, hundreds of skilled employees, and thousands of pieces of equipment, Wilson can ensure safe, quality, and personalized service for any project, anywhere.

Wilson has teams of experts working in overhead and underground transmission, distribution, substation construction, environmental compliance, and helicopter operations. This diverse skill set allows Wilson to respond comprehensively to even the most demanding projects.

## FINANCE + ACCOUNTING

### JNR

3300 Fernbrook Lane N, Ste. 225  
Plymouth, MN 55447  
800-279-2567  
MarkSeaton@JNRCollects.com  
theclaimscenter.com



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## INFORMATION SERVICES + TECHNOLOGY

### Copperleaf

2920 Virtual Way, Ste. 140  
Vancouver, BC V5M 0C4  
604-639-9700  
info@copperleaf.com  
copperleaf.com  
WEI PLATINUM MEMBER



Copperleaf provides decision analytics to companies managing critical infrastructure. Our enterprise software solutions leverage operational, financial, and asset data to help clients make investment decisions that deliver the highest business value. Copperleaf is a member of The Institute of Asset Management (IAM) and actively participates in shaping the future of asset management standards, including ISO 55000. We are committed to building a better world, one decision at a time.

## Forest Technology Systems

1065 Henry Eng Place  
Victoria, BC V9B 6B2  
250-478-5561  
sales@ftsinc.com  
ftsinc.com  
aemonitoring.com



Forest Technology Systems (FTS) is a leading manufacturer of remote environmental monitoring solutions including systems, instrumentation and communications technology for Wildfire, Hydrology and Meteorology industries. Our technology forms the backbone of some of the world's most sophisticated and demanding environmental monitoring networks. For 40 years we have supported wildfire agencies in North America with remote automated weather stations (RAWS) to capture the data for calculating the National Fire Danger Rating (NFDRS) codes. FTS technology offerings also include lightning detection software, automated cameras, weather forecasting services, compact/portable weather stations and air quality sensors. Our mission is to help our utility customers to be successful in their efforts to monitor, record and analyze environmental changes that impact grid reliability and safety.

### Landis+Gyr

30000 Mill Creek Avenue, Ste. 100  
Alpharetta, GA 30022  
678-258-1500  
Danielle.Schofield@landisgyr.com  
landisgyr.com  
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Landis+Gyr is the leading global provider of integrated energy management solutions for the utility sector. Offering one of the broadest portfolios of products and services to address complex industry challenges, the company delivers comprehensive solutions for the foundation of a smarter grid—including smart metering, distribution network sensing and automation tools, load control and analytics. Landis+Gyr operates in over 30 countries across five continents. With sales of approximately USD \$1.7 billion, the company employs 6,000 people with the sole mission of helping the world manage energy better. More information is available at [www.landisgyr.com](http://www.landisgyr.com).

### **NJUNS, Inc.**

PO Box 697  
Suwanee, GA 30024  
818-485-2765, ext. 2  
[twebers@njuns.com](mailto:twebers@njuns.com)  
[njuns.com](http://njuns.com)



The National Joint Utilities Notification System is a web-based, software program enabling our users to improve coordination of joint ventures such as pole transfers and new attachment permitting.

### **Osceola Consulting**

One Blackfield Drive, Ste. 410  
Tiburon, CA 94920  
[Info@OsceolaC.com](mailto:Info@OsceolaC.com)  
[www.OsceolaC.com](http://www.OsceolaC.com)  
800-986-1960



Osceola Consulting provides management consulting and technology services focused on strategic business and technology issues facing the Utilities industry. Management and Information Technology Consulting services typically are focused around large, complex business transformations that span technology strategy, solution planning, systems integration, program management, and organizational change

management support. Expertise includes Customer Operations and Relationship Management, Work and Asset Management, and Financial and Performance Management. Osceola works to build long-term client relationships, take a leadership role, and provide critical resources and services to support large-scale business and technology programs. Founded in 2006, Osceola is a certified Native American-Owned Business.

### **Sensus, a Xylem brand**

639 Davis Drive  
Morrisville, NC 27560  
805-895-3359  
[arthur.burns@xylem.com](mailto:arthur.burns@xylem.com)  
[xylem.com](http://xylem.com)  
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Sensus helps a wide range of public service providers—from utilities to cities to campuses—do more with their infrastructure to improve quality of life in their communities. We enable our customers to reach farther through the application of technology and data-driven insights that deliver efficiency and responsiveness. We partner with them to anticipate and respond to evolving business needs with innovation in sensing and communications technologies, data analytics and services. Learn more at [sensus.com](http://sensus.com).

### **Varasset**

4400 NE 77th Avenue, Ste. 275  
Vancouver, WA 98662  
[varasset.com](http://varasset.com)  
360-882-4002  
[David.chaney@varasset.com](mailto:David.chaney@varasset.com)  
[varasset.com](http://varasset.com)



Varasset for Joint Use is the leading utility pole joint use software solution for utilities. Manage all stages of your attachment lifecycle with our graphical workflow designer, automated notifications, and configurable dashboards. Integrate securely with your GIS and other internal systems.

For smaller utilities who want a more streamlined solution, Varasset's Joint Use 365 offers many of the capabilities of Varasset for Joint Use, but as a rapidly implemented subscription on Microsoft's Azure Power Platform.

## **MANAGEMENT CONSULTING + SERVICES**

### **E Source**

1745 38th St.  
Boulder, CO 80301  
303-345-9138  
[esource.com](http://esource.com)  
[sannie\\_sieper@esource.com](mailto:sannie_sieper@esource.com)  
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E Source is a solutions-based consulting, research and advisory, and data science firm that's been a change agent in the utility industry for over 30 years. To enhance relationships with the people you serve, achieve the next generation of savings, and lead the carbon-reduction effort, you'll need to think differently, make data useful, and learn from the best strategies across the industry. Our people, our insights, and our network will help you get there. Learn more at [esource.com](http://esource.com).

### **JNR**

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Plymouth, MN 55447  
800-279-2567  
[MarkSeaton@JNRCollects.com](mailto:MarkSeaton@JNRCollects.com)  
[theclaimscenter.com](http://theclaimscenter.com)



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## KPMG

550 S Hope Street, Ste. 1500  
Los Angeles, CA 90071  
213-593-6311  
thomaspeterson@kpmg.com  
kpmg.com

WEI PLATINUM MEMBER



KPMG provides energy executives with creative, proactive, and timely advice, taking into account critical business considerations. We help clients transform challenges into opportunities with cross-functional knowledge, open collaboration, and an insightful approach that is tailored to each client's situation and needs. We assist organizations as they grapple with the changing regulatory and competitive environment and complex risk, performance, technology, and compliance issues and evolve their customer experience to meet changing expectations and support broader growth strategies.

## Snelson Companies, Inc.

601 W State Street  
Sedro Woolley, WA 98284  
360-856-6511  
info@snelsonco.com  
snelsonco.com

WEI GOLD MEMBER



Established in 1946, Snelson Companies, Inc. is a proven leader in the field of energy infrastructure services including pipeline construction & maintenance, facility construction, fabrication, and integrity services.

## PRIVACY + CYBERSECURITY CONSULTING

## Ankura

150 N. Riverside, Ste. 2400  
Chicago, IL 60302  
773-827-2945  
joseph.shepley@ankura.com  
ankura.com



Ankura is a global consulting firm that provides trusted advice and practical solutions to help clients manage their most critical Privacy and Cybersecurity risks. We work with over 500 Cybersecurity clients annually and have partnered with over 200 clients to mature their Privacy capabilities. Ankura offers a full range of services, including proactive Cyber and Privacy assessments, incident response, threat hunting, program design and implementation, data classification and minimization, and virtual CISO and DPO staffing.

## NATURAL GAS T&D PRODUCTS + SERVICES

## Charge

511 E. Channel Road  
Benicia, CA 94510  
877-636-0430  
info@chargeEPC.com  
chargeEPC.com  
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## GROEBNER

21801 Industrial Boulevard  
Rogers, MN 55374  
800-638-8322  
info@groebner.com  
groebner.com



## GROEBNER

POWERED BY EXPERIENCE

GROEBNER is a strategic sourcing partner serving natural gas utilities and their contractors. We specialize in selling, stocking and advising on natural gas distribution products from the pipeline to the meter.

## Heath Consultants Incorporated

9030 Monroe Road  
Houston, TX 77061  
713-844-1300  
info@heathus.com  
heathus.com



Your Safety...Our Commitment

Since 1933, Heath Consultants Incorporated has been the leading service provider, manufacturer and distributor for a wide range of gas detection, pipe and cable locating, and odorant analysis equipment including the highly successful Remote Methane Leak Detector Complete Solution (RMLDCS™) and Detecto-Pak Infrared+ (DP-IR+™). Heath's products and services are designed to meet the midstream, upstream and downstream markets. Our services include walking and mobile leak surveys, gas leak pinpointing, odor complaint response, corrosion services, greenhouse gas emissions programs, underground utility mark-outs/locating, meter reading, meter change-out/AMR/AMI and a number of support services.

## Henkels & McCoy, Inc.

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Pomona, CA 91766  
909-517-3011  
marketing@henkels.com  
henkels.com

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## HENKELS & MCCOY®

Henkels & McCoy (H&M) is a trusted leader in oil & gas infrastructure services, bringing high standards of safety, quality, and respect for the environment to every project. The firm has experience and expertise in all aspects of pipeline construction projects—upstream, midstream, and downstream—from wellhead to burner tip. H&M's full scope of pipeline services includes distribution, transmission, corrosion control, pipeline integrity, and AC mitigation. The company's ability to execute any size project quickly and accurately is unsurpassed.

## Industrial Training Services, Inc.

120 Max Hurt Drive  
Murray, KY 42071  
270-293-8098  
its-training.com  
jgarland@its-training.com

WEI GOLD MEMBER



Industrial Training Services provides innovative compliance products with best-in-class support to the energy industry that meet safety, regulatory, and qualification standards. ITS offers a suite of DOT 192/195 training libraries designed for any program to adopt with instructor-led and interactive online training, knowledge exams, and performance evaluations. The OnBoard® LMS is secure with administrative and reporting features. ITS eWallet cards are scannable IDs that integrate with our mobile apps for evaluation, auditing, and field verifications.

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corpinfo@michels.us  
michels.us

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Michels Power, Inc. provides overhead power line and underground utility construction, substation, foundations and fiber optic network construction services. As a complete turnkey contractor performing safe, quality communication and electric utility construction throughout the United States, Michels Power offers unique value to investor-owned utilities, municipalities, cooperatives, primary metered customers, and communication network owners.

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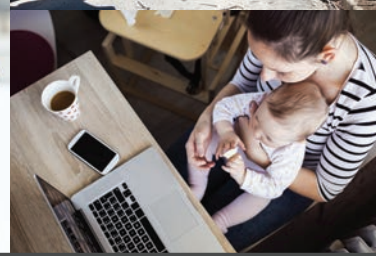
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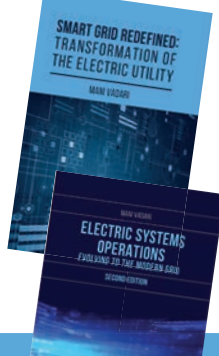
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# 5 Ways To Expedite Your Joint Use Permitting

Communications companies are receiving massive RDOF and other Federal funding to deploy broadband infrastructure. Pole owners are increasingly impacted by accelerating 5G wireless and fiber buildouts. Pole owners who can't keep up with the pace risk:

- Project timeline liabilities
- Negative attention from regulators
- Failure to serve their communities
- Noncompliant construction by attachers

Here are 5 ways you can prepare for increasing pole attachment requests.

## **1. Utilize your existing pole data**

Exposing mapped locations of your "available for attachment" poles reduces time you spend matching third-party requests with your pole records. It allows you to confirm details of an application quicker, with fewer errors. It improves billing accuracy and identifies early roadblocks such as existing permit requests on the facility or pending pole replacements. Maps also allow you to show poles that are part of a permit, making field inspections smoother.

## **2. Work toward key milestones**

Utilities need a structured process for managing permit applications, especially as permit volume increases. You need a tool that allows you to track the process for every attachment. It should manage durations for each step, as well as assigned responsibilities. It's important to give external stakeholders access to keep them informed. Your coordination effort will pay off as soon as you process that one troublesome permit request requiring complex make ready on several poles.

## **3. Measure your progress**

Identifying problematic trends in your process allows you to understand why and when take corrective action. Modern tools like Microsoft Power BI and Tableau allow companies to visualize data on a scale never before possible. For example, if you see a particular county or region with a concentration of complex make ready, you can anticipate and prepare for delays on large incoming requests.

Verbal communication and paper notes are limited. There's a time and place for both, but you also need digital, time-stamped records, both for legal liability and to inform anyone who wasn't present.

Documenting every step allows you to look back months from now and not have to rely on your memory for key details.

### 5. Keep attachers up-to-date

***"What's going on with my attachment request? Why is it taking so long?"***

There's a reason the FCC instituted shot-clocks and One Touch Make Ready (OTMR). Complex make ready, such as replacing a pole, is a project with many stakeholders and dependencies. To manage complex make ready, keep your system of record updated and provide access for your attachers. Automated emails, regular reporting, or a public communications portal, such as NJUNS, are all options.

### Need help? We have the answer.

Not all utilities have joint use management software that can handle the increasing challenge. **Joint Use 365** is the only modern, full-featured joint use software application designed for pole owners and built on the latest Microsoft cloud technologies.

Track incoming pole attachment requests, execute configurable workflows, manage



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## Joint Use, Streamlined

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