



## *In This Issue...*

- > Message from the Director
- > Tech Talk
- > Industry News
- > Lyntegar Tornado Recovery
- > New Territory Alignment

## **UPCOMING EVENTS**

**TVPPA Engineering,  
Operations & Technology  
Conference**  
Nashville, TN  
(Aug 14th - 16th)

**Midwest Transmission  
Conference**  
Grand Forks, ND  
(Sep 9th - 12th)

**Western Energy Utility  
Pole and Overhead  
Systems**  
Portland, OR  
(Sep 11th - 12th)

**ICUE** in Louisville, KY  
(Sep 30th - Oct 4th)

## **MESSAGE FROM THE DIRECTOR: BIG THINGS ARE HAPPENING IN 2019**



In the first half of 2019, we experienced a noticeable expansion of business with our existing customer base, the adoption of ductile iron poles by many new utilities, and the successful qualification of both of our manufacturing locations by one of the Nation's largest investor-owned utilities, who is planning significant usage. I want to recognize the continued hard work of our production and sales teams for the growth and improvement we have achieved so far this year.

There are several major customer opportunities nearing the point of conversion. To prepare for this, in the second half of 2019, we are making significant capital investment in equipment that will increase capacity and improve quality, both in Ohio and Utah. Additionally, we are planning for long-term capacity expansion to stay in front of what is expected to be continued growth. We are committed to having the capacity needed to deliver on the hard-earned opportunities that have been developed by the team.

- Warren

## Lyntegar Tornado Recovery

The Midwest, Plains and West Texas have seen a rash of severe weather throughout the 1st quarter. Lyntegar Electrical Cooperative was one organization that was hit especially hard “having 40 transmission poles down at their Draw substation and numerous distribution poles” (KCBD News, May 5, 2019) as the result of a storm in early May. To help support their recovery effort, the MP team was able to deliver poles from both our Coshocton and Provo facilities within just a few days of the event. Congratulations to the LEC team for their hard work and commitment to their customers. We are happy to hear that we could help support their efforts.



## TECH TALK PIN JOINT IMPROVEMENT

At McWane Poles we are always looking for ways to improve the safety and reliability of our product. One of our latest efforts focuses around the slip joints on our poles. In May of this year we started using Elco’s Tap-Flex® thread-forming structural screws to tie our pole sections together. Doing this has allowed us to reduce the risk of rivet nut slippage while maintaining the overall strength of the product. If you would like to learn more about the screws, we have attached a link to Elco’s website below and as always, please feel free to reach out to your Regional Sales Manager with any questions.

<http://www.elcoconstruction.com/Products/Flex-Technology/Metal/Tap-Flex-R>

## TOP SECTION NAME PLATE

From time to time our customers find it challenging to determine which top section is aligned with the bottom. To help relieve some of this issue we have added a matching name plate to the top section of the pole. Information on the plate includes Serial Number, Structure Number, Height, Class and Date of Manufacture. So, the next time you are in the field, take a look at the two-piece poles to see another improvement to our product.



## MCWANE POLES SUPPORTS ESMO AND SEE

Last month the team was busy interacting with current and potential customers at the ESMO in Columbus, OH and SEE, in Washington, D.C. There was very good activity in both locations as system hardening and fire resilience seems to be the topic on everyone's mind. Your RSM's will be reaching out to you for support with following up on these conversations. Lead follow up is likely the most important part of the process, so we appreciate your support.



## NEW RSM North joins the team

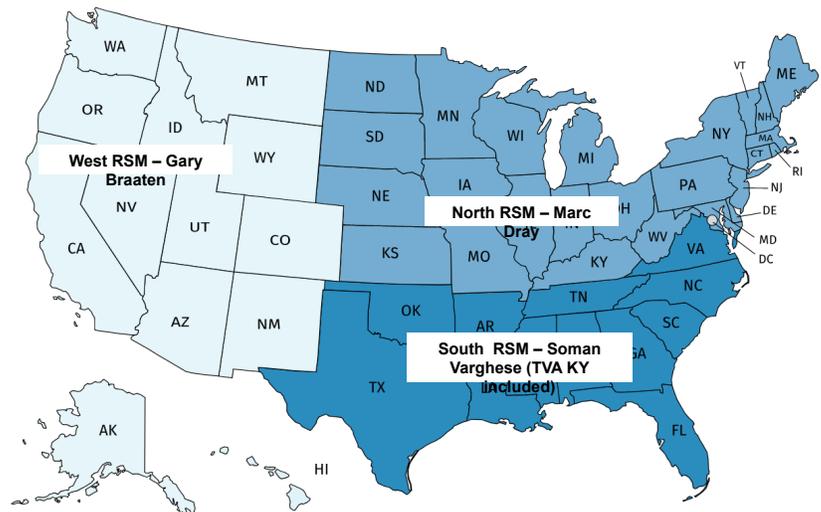
Please join us in welcoming Marc Dray to the McWane Poles Team. We're excited to have Marc join the team as he comes to us with a strong background in technical sales in a variety of markets. Over the next few months Marc will be going through the onboarding process and we will be scheduling some visits to meet with many of you as part of the plan.

**WELCOME  
MARC!!!**

## NEW TERRITORY ALIGNMENT

With Marc Dray joining the team we will be re-aligning the territories to better support our customers and rep teams. To the right is a map of the re-alignment, but should you have any questions please contact Mark Murfitt.

Regional Sales Manager - Support Areas



AEP National Support - Mark Murfitt

## NEW E-BINDERS WILL BE SENT OUT NEXT MONTH

To give everyone another tool when trying to promote our product we will be sending out E-Binders to everyone next month. Some of the content in the binder will include; a general sales presentation, current brochure, product specifications, etc. This tool should be a “one-stop shop” for everything you need to know about our poles. If you have any questions or improvement ideas for the content, please contact Mark Murfitt.

### Congratulations to the Top 5 Rep Firms for 1st Quarter of 2019:

1. USOK
2. Energy Reps
3. Moehn
4. GHMR
5. ELUS



## FOLLOW US ON LinkedIn®

In an effort to provide more timely feedback to our stakeholders about what's going on at McWane Poles, we have started to use LinkedIn® as a tool.

So follow us at: <https://www.linkedin.com/company/mcwane-poles>.