

## Accountants and Auditors

### Abdo, Eick & Meyers, LLP

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Abdo, Eick & Meyers, LLP has been providing audit and accounting services to public utilities for over 40 years. We currently provide audit services to over 15 Minnesota electric utilities. We have a commitment to the training and development of our staff. This translates to great resources for our clients.

### LarsonAllen LLP

220 South 6th Street, #300, Minneapolis, MN 55402-1436  
Phone: 612-376-4500 Toll Free: 888-529-2648  
Fax: 612-376-4850 Web: www.larsonallen.com  
Thomas P. Koop, CPA Darwin W. Viker, CPA  
Harold Parsons, CPA Craig Popenhagen, CPA

CPAs/Consultants/Advisors. LarsonAllen is Minnesota's largest CPA firm and the 18th largest in the United States. We have been providing auditing and financial consulting services to Minnesota utilities for more than 30 years.

## Attorneys

### Boardman, Suhr, Curry & Field LLP

1 South Pinckney Street, 4th Floor, P.O. Box 927, Madison, WI 53701-0927  
Phone: 608-257-9521 Fax: 608-283-1709  
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Legal services to municipalities and their utilities. Power supply and environmental consultation, transmission and regulatory matters, municipal telecommunications and pole attachment services, contract negotiation, administrative and court litigation.

### Flaherty & Hood, P.A

525 Park Street, Suite 470, St. Paul, MN 55103  
Phone: 651-225-8840 Fax: 651-225-9088  
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Flaherty & Hood, P.A. is a public affairs law firm specializing in local government legal and legislative representation. The firm's practice areas include: Labor and Employment Law (contract negotiations and grievance and interest arbitrations), Electric Utility Regulation and Taxation, Environmental Law (regulatory and environmental review), Annexation and Land Use Law (agreements, ordinances, and contested cases), Real Estate, Legislative Advocacy, General Municipal Law (open meeting, data practices, and joint powers), and Administrative Agency and Court Litigation.

### McGrann Shea Anderson Carnival Straughn & Lamb, Chartered

800 Nicollet Mall, Suite 2600, Minneapolis, MN 55402-7035  
Phone: 612-338-2525 Fax: 612-339-2386  
William R. McGrann, Chairman Douglas M. Carnival  
Andrew J. Shea (Of Counsel) Kaela M. Brennan

McGrann Shea proudly serves municipal utilities in all aspects of the law: governmental affairs, power supply contracts, wholesale rate proceedings, joint action agencies, state and federal regulation, bond and underwriters counsel, real estate, data practices, open meeting, public bidding, service territory issues, condemnation, municipalization, franchise ordinances, rate disputes and litigation.

### **O'Brien & Wolf, L.L.P.**

206 South Broadway, Suite 611, Rochester, MN 55904  
Phone: 507-289-4041 Toll Free: 1-800-537-3506  
Fax: 507-281-4778 Web: obrienwolf.com  
James R. Carlson, Partner, jcarlson@obrienwolf.com

O'Brien & Wolf, L.L.P. is a seven-attorney law firm established in 1933 that employs three full-time paralegals and has experience in service territory acquisition matters, employment law, general litigation including warranty claims, and municipal law

### **Spiegel & McDiarmid**

1333 New Hampshire Avenue NW, Washington, DC 20036  
Phone: 202-879-4000 Fax: 202-393-2866  
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Larissa A. Shamraj, partner, larissa.shamraj@spiegelmc.com

Spiegel & McDiarmid is a mid-sized, national law firm that focuses on helping local and state governments and consumer groups develop and manage public infrastructure. Clients include municipalities, cooperative utilities, public agencies, regional and national energy associations, airports, and others. We also assist clients in federal legislative, appropriations and agency matters.

## **Communications Equipment & Supplies**

### **Calix**

16305 36th Avenue North, Suite 300, Minneapolis, MN 55446  
Phone: 763-268-3346 Fax: 763-268-3301  
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Keith Carlson, Director of Sales, keith.carlson@calix.com

Calix is a leading supplier of packet-based access systems to communications service providers. Calix access systems enable an array of information, communication, and entertainment services over fiber and copper networks. Calix solutions help communication service providers transform their networks from circuit to packet, narrowband to broadband, and increasingly deep fiber.

## **Computer Consultants and Services**

### **Opus21 Management Solutions**

680 Commerce Drive, #160, Woodbury, MN 55125  
Phone: 651-905-0400 Toll Free: 888-228-5291  
Fax: 651-905-0440 Web: www.opus21ms.com  
Lynn Shuba, President, lynn.shuba@opus21ms.com

Opus21 is a business management and outsourcing solutions company that serves clients throughout North America. Some of the critical solutions we offer include CIS data hosting, Customer Billing & Payment Processing, Inbound/Outbound Call Center Activities, Training & Skills Development and Accounts Receivable Management & Recovery.

### **Professional Computer Systems Co.**

3710 Timberline Drive, Denison, IA 51442  
Phone: 712-263-3106 Fax: 712-263-8145  
Web: www.pcsco.com  
Kathy Muckey, Marketing Coordinator, kathy.muckey@pcsco.com

PCS specializes in delivering high-tech application software to the utility industry for over 26 years. The Utilit-e Solutions suite includes Utilit-e Connect, a CIS and Billing application; Utilit-e Online, an e-Commerce solution; Utilit-e Insight, a Financial Accounting solution which includes multi-company, multi-fund, and multi-service capabilities; and Utilit-e Central, a hosting solution.

### **Tyler Technologies - INCODE Products**

4400 So. Technology Drive, Suite 100, Sioux Falls, SD 57106  
Phone: 800-264-0561 Fax: 605-362-7291  
John Smith, Territory Sales Manager, johnsmith@tylertech.com

Tyler Technologies, INCODE Products is a software company providing products and services for municipalities across the nation. Tyler is currently working with over 50 MN municipal utilities and over 1400 in 33 states.

## **Conservation Improvement Program Design and Delivery**

### **Center For Energy and Environment**

212 3rd Avenue North, Suite 560, Minneapolis, MN 55401  
Phone: 612-335-5858  
Fax: 612-335-5888 Website: [www.mncee.org](http://www.mncee.org)  
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Founded in 1979, the Center for Energy and Environment (CEE) is a nonprofit organization that promotes the responsible use of natural and economic resources. CEE has provided energy, environmental and housing rehabilitation services to utilities, private corporations, neighborhood organizations, municipalities and public agencies for twenty-seven years. These services include program design and delivery, financing, building audits, technical research and training, and evaluations. CEE offers a full spectrum of energy, environmental and building rehabilitation services designed to improve lives of business owners, homeowners and tenants. CEE is staffed by experts in engineering, technical analysis and financing, who apply innovative technical approaches and proven business processes to increase building efficiency, improve occupants' health and productivity and reduce energy costs.

## **Construction Contractors**

### **BlueSky Daylighting, Inc.**

43747 270th Avenue SE, Fosston, MN 56542  
Phone: 218-686-8216 Fax: 701-281-5967  
Dave Wilde, President/Owner

We specialize in non-destructive utility exposure; liquid clean up and removal and various clean-out services such as manhole clean-outs.

### **Donovan Construction, Inc.**

53 South Owasso Blvd. West, St. Paul, MN 55117  
Phone: 651-484-9632 Toll Free: 800-288-1701  
Fax: 651-484-9652 Web: [www.donovanline.com](http://www.donovanline.com)  
John Shamp, General Manager

Donovan is a power line contractor specializing in overhead and underground electrical distribution, transmission and substations.

### **Hooper Corporation**

2030 Pennsylvania Avenue, Madison, WI 53704-4746  
Phone: 608-249-0451 Fax: 608-249-7360  
Web: [www.hoopercorp.com](http://www.hoopercorp.com) E-mail: [elecplr@hoopercorp.com](mailto:elecplr@hoopercorp.com)  
Dave Miller, Vice President

Hooper's Electric Power Division provides everything from high-voltage power lines to substations, tree trimming, right-of-way clearance and line maintenance. Our departments include line, substation, and tree trimming.

### **Karian Peterson Powerline Contracting, LLC**

7004 County Road 15, SW., P.O. Box 345, Montevideo, MN 56265  
Phone: 320-269-9326 Fax: 320-269-6769  
Charles Riesen, Manager

Construction & maintenance, overhead, distribution, transmission lines and substations.

### **MP NexLevel, LLC**

500 County Road 37 East, Maple Lake, MN 55358

Phone: 320-963-2400 Toll Free: 800-245-5732

Fax: 320-963-2439 Web: [www.mpnexlevel.com](http://www.mpnexlevel.com)

Lawrence L. Pribyl, President, [lpribyl@mpnexlevel.com](mailto:lpribyl@mpnexlevel.com)

Don Zwilling, Regional Sales and Marketing Director, [donz@mpnexlevel.com](mailto:donz@mpnexlevel.com)

Construction contractor placing aerial and underground distribution lines, service wires, conduit, manholes, splicing, locating.

### **Quality Contracting**

3066 Spruce Street, Little Canada, MN 55117

Phone: 651-224-2424 Toll Free: 888-904-2500

Fax: 651-224-2220 Web: [qualitycontractinginc.com](http://qualitycontractinginc.com)

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Doug Yetzer, General Manager/Owner, [doug.yetzer@qqu3.com](mailto:doug.yetzer@qqu3.com)

Quality Contracting is an industry-leading contractor with offices in Little Canada, MN, Denver, CO, and Waukesha, WI. We specialize in natural gas and electric underground construction, streetlight installation, horizontal directional drilling, hard and soft surface restoration, storm water compliance, traffic control and utility locating. Our fully trained and certified employees will provide you with the highest level of customer service, satisfaction, workmanship, and safety.

### **Underground Piercing**

14320 James Road, Rogers, MN 55342

Phone: 763-428-7939 Fax: 763-428-7934

Web: [www.undergroundpiercing.com](http://www.undergroundpiercing.com)

Our services include Compaction Boring, Directional Boring, Back Hoeing, Cable/Duct Plowing, Fiber Optic Cable Jetting and 12" - 36" Auguring for Light & Sign Bases. We can offer underground support for your cabling project or Turnkey Projects, big or small; for connecting buildings, schools and businesses.

## **Electric Generator & Motor Service**

### **Peaker Services, Inc.**

8080 Kensington Court, Brighton, MI 48116

Phone: 248-437-4174 Toll Free: 800-622-4224

Fax: 248-451-8280 Web: [www.peaker.com](http://www.peaker.com)

Peaker Services, Inc. is the authorized Woodward Governor Central Distributor for the state of Minnesota. Peaker Services, Inc. is also the authorized distributor for Dynalco Products. Peaker Services sells, engineers, designs, manufactures, installs and supports control systems for industrial engines, steam and gas turbines and electrical power generation management.

## **Electric Services**

### **Border States Electric Supply**

105 25th Street North, P.O. Box 2767, Fargo, ND 58108-2767

Phone: 701-293-5833 Toll Free: 800-676-5834

Fax: 701-237-9811

Web: [www.borderstateselectric.com](http://www.borderstateselectric.com) E-mail: [corp@border-states.com](mailto:corp@border-states.com)

Barry Nelson, VP of Marketing, [bnelson@border-states.com](mailto:bnelson@border-states.com)

#### *Branch Office:*

9100 Wyoming Avenue North, Suite 550, Brooklyn Park, MN 55445-1862

Phone: 763-425-5500 Toll Free: 800-552-7674

Fax: 763-315-9550

Border States is one of the largest independent electrical distributors in the United States. We provide quality products, valued service, and technical expertise to support our customers' supply chain needs in the construction, industrial, utility, and data communications markets. Border States is a 100% employee-owned company with headquarters in Fargo, N.D., and 57 branch operations in 13 states and Mexico.

### **Cole's Electric, Inc.**

7596 NW 40th Street, Owatonna, MN 55060

Phone: 507-451-1387

Toll Free: 800-801-1387

E-mail: coleselectric@msn.com

Cole's Electric, Inc. provides directional boring systems, boom trucks, vacuum excavation, underground trenching, and cable location services to residential, commercial, industrial and farm clients. We offer free estimates and 24-hour service.

### **Comfort Masters Mechanical, Inc.**

2706 20th Avenue South, Moorhead, MN 56560

Phone: 218-233-0128

Toll Free: 888-233-0128

Fax: 218-233-0700

E-mail: comfortmasters@hotmail.com

Scott Wilson, President

Pam Wilson, Vice President

Kari Stelter, Sec/Treasurer

Installs heating, air conditioning, ventilation systems, sales and installation of fireplaces, water heaters, air purification equipment, generators, and floor heaters. Also service. Installs electrical systems - new and existing - sales and service and plumbing.

### **T & R Service Company**

310 West Hwy 34, PO Box 197, Colman, SD 57017

Phone: 605-534-3571

Toll Free: 800-843-7995

Fax: 605-534-3717

Web: www.trservice.com

E-mail: serve2@svtv.com

James Thompson, President

Greg Fritz, Sales

T & R Service Company performs PCB testing, transformer repair, transformer disposal and transformer decommissioning services.

## **Electrical Equipment and Supplies**

### **American Power & Communications Group**

1695 7th Avenue, Grafton, WI 53024

Phone: 262-474-0022

Fax: 262-474-0034

Sales: Kevin Minor, Kevin Ramsey, Mark Burger, Jay Krzyzaniak

### **Arjay Automation**

7400 Cedar Avenue, Richfield, MN 55423-4667

Phone: 612-861-1749

Toll Free: 800-761-1749

Fax: 612-861-4292

Web: www.arjaynet.com

Jerry Ward, Sales, jward@arjaynet.com

Arjay Automation is a Minneapolis-based manufacturers rep organization selling to the electric utility and industrial markets. Arjay represents several quality lines in the electrical measurement, control and recording field including Scientific Columbus and Rochester Instruments (now Ametek), Beckwith Electric, Yokogawa, Omicron, Vanguard, Radian Research, WECO, FKI Switchgear, Elpro Technologies, and Satec.

### **Burmeister Electric Co.**

3776 West Broadway, Robbinsdale, MN 55422

Phone: 763-588-0545

Toll Free: 800-328-4920

Fax: 763-588-8353

Web: www.irby.com

Chad Cravens, District Sales Manager, cravens@irby.com

Jeff Wisdorf, Branch Operations Manager, wisdorf@irby.com

Burmeister is a regional company distributing products for the largest manufacturer base in the United States. We serve over 400 utilities in eight states with three warehouse locations. Our portfolio consists of transmission, distribution, and substation products. Burmeister also provides logistic planning and a broad scope of supply chain services.

## **Dakota Supply Group**

2601 3rd Avenue North, Fargo, ND 58102

Phone: 701-237-9440

Toll Free: 800-437-4702

Fax: 701-237-6504

Web: [www.dsginc.biz](http://www.dsginc.biz)

Paul Mund, Utility Group Manager, [pmund@dsginc.biz](mailto:pmund@dsginc.biz)

Dakota Supply Group is a full line distributor of utility, electrical, communications, automation, plumbing/HVAC, filtration, and waterworks supplies serving municipal utilities, REC's (electrical and telecommunications), investor owned utilities, communication and data companies, contractors, industrials and institutions. There are 17 branches in North Dakota, South Dakota and Minnesota to serve your needs.

## **ElectroTech, Inc.**

3268 Winpark Drive, Minneapolis, MN 55427

Phone: 763-544-4288

Fax: 763-542-8102

Web: [www.electrotech-inc.com](http://www.electrotech-inc.com)

Jeff Starkman, CPMR, President

Chuck Healy, CPMR, Vice Pres.

Bob Anderson, Sales Engineer

Mike Crane, Sales Engineer

Roger Nagel, Sales Engineer

Manufacturer's representatives serving the utility and electrical industry in the Upper Midwest.

## **Energy Product Sales**

351 Commerce Court, Vadnais Heights, MN 55127

Phone: 651-312-4200

Fax: 651-765-8400

Web: [www.energyproductsales.com](http://www.energyproductsales.com)

Dave Wick, President

EPS is a manufacturer's representative serving the electrical industry in Minnesota, North Dakota, South Dakota and western Wisconsin.

## **Exterran**

1404 Mohawk Road, P.O. Box 187, McPherson, KS 67460

Phone: 620-241-8740

Toll Free: 800-526-4247

Fax: 620-241-8744

Web: [www.exterran.com](http://www.exterran.com)

Mitchell A. Opat, Operations Mgr., [mitch.opat@exterran.com](mailto:mitch.opat@exterran.com)

Exterran's Turbocharger Group is dedicated to turbochargers and related equipment. We offer repair, replacement and exchange, from components to complete assemblies. We analyze, diagnose and test as needed. We also perform all types of specialized field machining.

## **FRESCO, Inc.**

13705 26th Avenue North, Suite 116, Plymouth, MN 55441

Phone: 763-559-7071

Fax: 763-559-5915

Email: [info@frescoinc.net](mailto:info@frescoinc.net)

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Bill Belz, Inside/Outside Sales, [bbelz@frescoinc.net](mailto:bbelz@frescoinc.net)

FRESCO, Inc., represents a complementary line of products designed for the electric utility industry. We work closely with distributors to educate our customers in the application of all product lines represented.

## **Graybar Electric Company, Inc.**

2300 East 25th Street, Minneapolis, MN 55406

Phone: 612-721-3545

Toll Free: 800-472-9227

Fax: 612-728-2555

Web Page: [www.graybar.com](http://www.graybar.com)

Bill Keller, District Vice President

Fortune 500 service provider engaged internationally in the wholesale distribution of electrical and communications products and integrated supply services.

### **Integrated Power Services**

111 East Main Street, P.O. Box 722, Litchfield, MN 55355  
Phone: 888-694-6200 Fax: 320-693-0243  
Steve Bergeson, Sales rep., steveb@tcwind.com

With over 60 employees and a 75,000 square foot facility, TRICO TCWIND has the capability and experience to handle any of your electric motor / generator repair needs. With a lifting capacity of 40,000 pounds, we offer in-house repair up to and beyond 10,000 HP A.C., 5,000 HP D.C. and wind generators to 3+MW. Class H electric insulation materials are standard, Inverter Duty magnet wire is standard and VPI processing assures that our rewinds are completed with the best possible materials. TRICO TCWIND also offers on-site testing and repair including Baker surge tests and on-site bearing changes.

### **Jerry's Electric, Inc.**

23170 471<sup>st</sup> Avenue, Colman, SD 57017  
Toll Free: 800-843-9834 Fax: 605-534-3518  
Web: www.jerryselectric.com  
Ben Elhoff, Territory Manager, belhoff@jerryselectric.com

Transformer sales and service. Re-manufactured and new transformers. Computer design rewind facility with vacuum chamber. Repair shop for all types of distribution transformers and regulators. We also have a laboratory for PCB analysis.

### **Minnkota Sales, a Division of the Lee Noonan Company**

2230 County Road H2, Mounds View, MN 55112  
Phone: 763-278-1060 Fax: 763-560-3282  
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Don Carsten, don@leenoonan.com Jeff Wangstad, jeff@leenoonan.com  
Bob Hoffman, bob@leenoonan.com

Manufacturer's representative serving the electric utilities. We represent manufacturers of metering sockets & devices; secondary pedestals & buried enclosures; fiberglass crossarms; padmounted switchgear; substation breakers, transformers & switches; insulators; T&D connectors; battery powered crimping & cutting tools; cable preparation tools; climbing & fall protection equipment and the Fault Wizard.

### **Nordic Fiberglass, Inc.**

P.O. Box 27, Warren, MN 56762-0027  
Phone: 218-745-5095 Fax: 218-745-4990  
Web: www.nordicfiberglass.com  
Greg Myszkowski, Marketing, gregm@nordicfiberglass.com

Nordic Fiberglass, Inc. has been manufacturing quality products for the Underground Electrical Industry since 1970. We take pride in offering quality and reliable customer service you can count on. Whether you need box pads, sectionalizing cabinets, ground sleeves, or secondary pedestals we have the product for your underground electrical project.

### **Primus Marketing Associates, Inc.**

6133 Blue Circle Drive, Suite 180, Minnetonka, MN 55343  
Phone: 952-930-9024 Toll Free: 800-745-5462  
Fax: 952-930-9056 Web: www.primusmarketing.com E-mail: primusmarketing@primusmarketing.com  
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Primus is a supplier of electrical and communication equipment including wire, cable, transformers, meters, relays, test equipment, and outdoor lighting. Also fiber-optic cable and equipment.

### **Resco**

4100 30th Avenue, South, P.O. Box 160, Moorhead, MN 56561-0160  
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Joe Jacobson, EUSCO Sales Engineer, jjacobson@resco1.com

Patricia Otto, Customer Service Representative, potto@resco1.com

Full line stocking distributor of electrical distribution material including: overhead wire and hardware, fusing, arresters, connectors, lighting, pole and pad-mounted transformers, underground cable, terminators, elbows, splices, switchgear, reclosers, preformed products, tools and wood products. EUSCO is a manufacturer representative subsidiary specializing in metering, SCADA, substation packages, power transformers and test equipment.

### **Upper Midwest Utility Sales**

501 Maple Avenue North, Maple Lake MN 55358

Phone: 320-963-6774                      Toll Free: 800-934-4977  
Fax: 320-963-5884                      E-mail: umus@lkdllink.net  
Matt Hannafin, Sales                      Ben Elsenpeter, Sales

Manufacturer's representative for: American Polywater, Buzzline Canvas Utility Bags, Cementex 1000 V Tools, Champion Fiberglass, Condux Pulling Equipment, Conduit Repair Systems, Eagle Line Tools, Lewis Pulling Grips, Plastic Techniques Inc., SensorLink, Uticom Marking Systems.

### **Employment Recruiters**

#### **The Brimeyer Group, Inc.**

Fifty South 9th Avenue, Suite 101, Hopkins, MN 55343

Phone: 952-945-0246                      Fax: 952-945-0102  
Web: www.brimgroup.com                      E-mail: brimgroup@aol.com  
James Brimeyer, President

A full service executive search firm with a number of specialties. Expertise in recruiting in the areas of utilities, city/county management and non-profit organizations. Consulting services in team building, strategic planning/goal setting, effective boards, and organizational development.

### **Energy Efficiency Consultants**

#### **Franklin Energy Services**

211 South Paterson Street, Suite 320, Madison, WI 53703

Phone: 608-310-6910                      Toll Free: 888-201-4061  
Fax: 608-310-6909                      Web: www.franklinenergy.com  
Ed Carroll, Vice Pres, Program Design & Development, ecarroll@franklinenergy.com  
Dean Laube, Program Mgr/ Senior Engineer, dlaube@franklinenergy.com

Franklin Energy specializes in designing, developing and delivering comprehensive energy efficiency programs for utilities and states. The firm is named in honor of Benjamin Franklin, a pioneer in the energy field, advocate for environmental protection and the efficient use of one's time, money and resources. These characteristics serve as the basis for our corporate philosophy and belief in his words, "Well done is better than well said."

### **Energy Producers & Marketers**

#### **Alliant Energy**

200 First Street SE, 9th Floor, Cedar Rapids, IA 52406-0351

Phone: 319-786-7794                      Fax: 319-786-7633  
Dale Voss, Sales Manager, dalevoss@alliantenergy.com

100 N. Broadway, Albert Lea, MN 56007-2401

Phone: 507-379-1248                      Fax: 507-377-1041  
David Wentzel, Strategic Account Manager, davidwentzel@alliantenergy.com

Alliant Energy's wholesale services staff uses dedicated account management to provide a wide range of utility-related products and services, all designed, priced and delivered to help municipal electric utilities stay competitive.

#### **Ameren Energy Marketing Co. (AEM)**

1710 Gratiot Street, MC 902, Saint Louis, MO 63103

Phone: 314-613-9125                      Fax: 314-554-2814  
Web: www.amerenenergymarketing.com  
Craig Gordon, Sales Executive, cgordon@ameren.com

Tom Leigh, Manager, Sales & Marketing, tleigh@ameren.com

AEM is an independent, regional marketing and trading subsidiary of St. Louis-based Ameren Corporation. AEM provides risk management services to public utilities, municipal utilities, cooperatives and other organizations at the wholesale and retail level.

### **Dakota Electric Association**

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Dakota Electric Association is a nonprofit, member-owned utility serving southern Twin Cities suburbs. DEA is the second-largest electric cooperative in Minnesota. DEA's subsidiaries: Energy Alternatives - design/install standby and peaking electrical generation systems. Consulting Engineers Group (CEG) - electric power systems engineering for utilities and businesses.

### **Energy Alternatives, Inc.**

17685 Juniper Path, Suite 301, Lakeville, MN 55044

Phone: 651-460-6100 Fax: 651-460-6717

Web: [www.energyalternative.com](http://www.energyalternative.com)

Phil Kairis, Vice President, 651-341-2244 or pk@energyalternative.com

Energy Alternatives provides electric generation solutions to commercial and industrial sites, with flexible financing and project management options.

### **Excelsior Energy, Inc.**

11100 Wayzata Blvd., Suite 305, Minnetonka, MN 55305

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Web: [www.excelsiorenergy.com](http://www.excelsiorenergy.com)

Dick Stone, Senior V.P., Development & Engineering, dickstone@excelsiorenergy.com

Excelsior Energy, Inc. is an energy development company based in Minnetonka, Minnesota and is the developer of the Mesaba Energy Project (the "Mesaba Project"). The Mesaba Project is a 602 MW (net) Integrated Gasification Combined Cycle (IGCC) electric power generation station being developed on Minnesota's Iron Range. The Project will use the ConocoPhillips E-Gas™ Technology for Solid Fuel Gasification of solid feedstocks ("E-Gas" or "E-Gas Technology"). The Project enjoys strong federal, state, and local support and will achieve substantial environmental benefits through its dramatically decreased emissions.

### **Gen~Sys Energy**

3200 East Avenue South, LaCross, WI 54601

Phone: 608-787-1224 Fax: 608-787-1266

Web: [www.gensys-energy.com](http://www.gensys-energy.com)

Mike Wish, Marketing Accts. Mgr., mwish@gensys-energy.com

GEN-SYS is a cooperative corporation that provides a variety of wholesale power supply, power marketing, scheduling, dispatch and other power supply services to utilities in the upper Midwest. GEN-SYS also provides distributed generation products and technical services for retail electric suppliers.

### **Great Northern Project Development, L.P.**

601 Jefferson Street, Suite 3600, Houston, TX 77002

Phone: 713-751-7590 Fax: 713-751-7563

Great Northern is developing a coal to synthetic natural gas project in North Dakota and Montana on lignite reserves owned by an affiliate: Great Northern Properties, the nation's largest private coal landowner. This mine-mouth project is in development and permitting.

### **Great River Energy**

12300 Elm Creek Boulevard, Maple Grove, MN 55369-4718

Phone: 763-445-5000 Fax: 763-445-5050

Web: [www.GreatRiverEnergy.com](http://www.GreatRiverEnergy.com)

Robert P. Ambrose, Director, Government Affairs

Jon Brekke, VP/Member Services

Jon Olson, Manager, Market Services

Great River Energy is the second largest electric utility in Minnesota, based on generating capacity, and the fourth largest generation and transmission cooperative in the country in terms of assets. The organization provides wholesale electric service to 28 electric distribution cooperatives in Minnesota and Wisconsin. Those member cooperatives serve approx. 550,000 member/consumers.

**Juhl Wind, Inc.**

996 190th Avenue, Woodstock, MN 56186  
Phone: 877-584-5946  
Website: [www.juhlwind.com](http://www.juhlwind.com)  
Dan Juhl, CEO, [dan@juhlwind.com](mailto:dan@juhlwind.com)

Juhl Wind develops and manages Community-based Wind projects. To date, the Company has completed 11 wind farm projects and provides operations management and oversight across the portfolio. Juhl Wind services every aspect of wind farm development from full development and ownership to consultation.

Juhl Wind, Inc. also owns Next Generation Power Systems which is a full-service company that specializes in renewable energy and advanced conservation technologies. Production, management, and conservation of energy are the company's main focus.

**Manitoba Hydro**

360 Portage Avenue, P.O. Box 815, Winnipeg, Manitoba, R3C 2P4, CANADA  
Phone: 204-360-4778 Fax: 204-360-6137  
Web: [www.hydro.mb.ca](http://www.hydro.mb.ca)  
C.D. (Chuck) Steele, Mgr., Export Power Marketing Dept., [csteele@hydro.mb.ca](mailto:csteele@hydro.mb.ca)

Manitoba Hydro provides energy to over 510,000 electrical and 258,000 natural gas customers throughout Manitoba and markets its surplus power to out-of-province areas. Its main resource is self-renewing water power. Manitoba Hydro is one of the largest energy utilities in Canada, with capital assets in service exceeding \$11 billion.

**Minnesota Power (an ALLETE Company)**

30 West Superior Street, Duluth, MN 55802  
Phone: 218-723-3958 Fax: 218-723-3989  
David McMillan, Exec. VP Minnesota Power  
Dan Travica, Regional Account Manager, 800-950-3889  
Dale Sundin, Regional Account Manager, 218-590-8672  
Jim Peck, Key Account Manager, 218-390-7495

Minnesota Power (MP) is a diversified electric utility supplying electric power in upper Minnesota and northwestern Wisconsin. Other business interests include water utilities, coal mining, and real estate.

**Minnkota Power Cooperative, Inc.**

1822 Mill Road, P.O. Box 13200, Grand Forks, ND 58208-3200  
Phone: 701-795-4000 Fax: 701-795-4214  
Web: [www.minnkota.com](http://www.minnkota.com) E-mail: [minnkota@minnkota.com](mailto:minnkota@minnkota.com)  
David W. Loer, President & CEO, [dloer@minnkota.com](mailto:dloer@minnkota.com)  
David Sogard, V.P. Legal & Gov. Affairs, [dsogard@minnkota.com](mailto:dsogard@minnkota.com)

Minnkota Power Cooperative (MPC) is a regional electric generation and transmission company serving 11 member-owned distribution cooperatives and 12 municipal utilities through a partnership with NMPA. Minnkota's service area, aggregating approximately 35,000 square miles, is located in northwestern Minnesota and eastern North Dakota with a population of 300,000 people.

**Utilities Plus**

459 South Grove Street, Blue Earth, MN 56013  
Phone: 507-526-2193 Fax: 507-526-2527  
Web: [www.cmma.org](http://www.cmma.org) Email: [info@cmma.org](mailto:info@cmma.org)  
Steve Thompson, Director of Operations, [stevet@cmma.org](mailto:stevet@cmma.org)

Utilities Plus is a non-profit organization that provides transmission and power supply support services. Utilities Plus works in partnership with CMMPA which is a project-oriented agency where the municipally-owned member utilities maintain the right to choose the power supply options that best meet their own needs. CMMPA manages the power supply portfolios on behalf of its Members. Support services Utilities Plus provides its CMMPA members include: capacity/energy portfolio planning and procurement; MISO Market Participant representation, scheduling and settlements; and MISO Transmission Owner (TO) representation for tariff recovery on agency and member transmission assets. Utilities Plus services are "at cost". Utilities Plus's main goal is to assist members in obtaining the least cost resources by aggregating purchases and cost sharing technical subject matter expertise of staff and necessary supplemental consulting support.

**Westmoreland Coal Sales Company**

12400 Portland Avenue, South, #160, Burnsville, MN 55337  
Phone: 952-767-0877 Fax: 952-808-0878

Virg Meyer, V.P. Sales & Transportation, 612-865-5138, virg.meyer@westmoreland.com

Westmoreland Coal Company is the oldest continuously operating independent coal company in the United States. The coal-mining operations include Powder River Basin in Montana and Lignite Operations in Montana, North Dakota and Texas. It is also a provider of bituminous coal by barge, lake vessel, rail and truck.

### **Xcel Energy, Inc.**

414 Nicollet Mall, Minneapolis, MN 55401  
Phone: 612-330-6715 Toll Free: 800-328-8226  
Fax: 612-330-5913 Web: www.xcelenergy.com  
Nathan Huso, Account Mgr., nathan.huso@xemkt.com

Xcel Energy is headquartered in Minneapolis and serves customers from Minnesota to Texas. Xcel Energy generates, transmits and distributes electricity to about 2 million customers and natural gas to over 1.5 million customers.

## **Engineers**

### **Barr Engineering**

4700 West 77th Street, Minneapolis, MN 55435-4803  
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### **Bolton & Menk, Inc.**

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Web: www.bolton-menk.com  
Robert Brown, P.E., Vice Pres. Environmental Division, robert.brown@bolton-menk.com

Bolton & Menk, Inc., ranked in the Top 500 Engineering Firms by Engineering News Record (ENR), provides services for civil, environmental, transportation engineering together with water resources and land surveying services. Established in 1949, our staff of more than 285 professionals and technicians assists clients in meeting the ever-increasing demand for quality engineering and surveying services. The corporate office is in Mankato, with offices also in Fairmont, Sleepy Eye, Burnsville, Willmar, Chaska and Ramsey, Minnesota; and Ames, Iowa.

### **Bonestroo**

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Dale Tranter, Vice President Business Development, dale.tranter@bonestroo.com

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Fax: 712-472-2710  
Blair Metzger, Vice President / Department Head, blair@dgrnet.com  
Chad Rasmussen, Project Manager, chadr@dgrnet.com

DGR provides municipal electric utility engineering services specializing in substations; overhead and underground distribution design; high voltage overhead and underground transmission lines; protective relaying systems; diesel generation and power plant expansions; power supply and rate studies; CAD/GIS mapping; and system planning and analysis.

### **HDR Engineering, Inc.**

701 Xenia Avenue South, Suite 600, Minneapolis, MN 55416  
Web Page: [www.hdrinc.com](http://www.hdrinc.com)  
David Johnson, 763-591-5482

HDR Engineering, Inc. (HDR) is an architectural, engineering, and consulting firm with more than 7,500 professionals in 165 locations worldwide. With four offices in Minnesota, HDR has all of the resources available locally to assist clients with their power and energy needs. To learn more, visit us at [www.hdrinc.com](http://www.hdrinc.com).

### **Heartland Engineering Services**

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Fax: 763-477-3166  
Curtis Cordt, Manager, [ccordt@heartlandes.com](mailto:ccordt@heartlandes.com)

Heartland Engineering Services provides electrical engineering services including the following: distribution planning, modeling and back-feed studies, sectionalizing and economic evaluation studies, design engineering for distribution and transmission line, substation design, street lighting design, generation evaluation/design, distribution staking, construction inspection, operational assistance, power quality investigation, CAD drafting and map maintenance.

### **KBM, Inc.**

405 Bruce Avenue, Suite 200, Grand Forks, ND 58201-4642  
Phone: 701-772-7156 Fax: 701-772-0826  
David A. Martian, PE, VP-Electrical, Ext. 218, [dmartian@kbm-corp.com](mailto:dmartian@kbm-corp.com)  
Todd Forster, Ext. 221, [tforster@kbm-corp.com](mailto:tforster@kbm-corp.com)  
Greg Horton, Ext. 248, [ghorton@kbm-corp.com](mailto:ghorton@kbm-corp.com)

KBM, Inc. provides electrical and civil engineering, aerial photogrammetry and surveying. Municipal utility services include planning and design of: high voltage electrical power supply and distribution systems; water supply, storage and distribution systems; wastewater collection and treatment systems; streets and roads. Also offices in Bemidji and Redwood Falls.

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PSE is a full-service consulting firm for electric utilities. PSE has engineers, IT and utility strategy experts, economists, and financial analysts on staff. Some of our services include: communications, strategic & technology work plans, engineering studies, line design, rates and financial planning. For a list of services visit our website.

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Phone: 651-208-7368  
Web: [www.roskostech.com](http://www.roskostech.com)  
Gary Roskos, President, [gary@roskostech.com](mailto:gary@roskostech.com)

RTSi provides engineering, testing, and commissioning services for substation and distribution systems. RTSi specializes in system protection and automation, including SCADA systems.

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Fax: 651-994-8396

Web: [www.rwbeck.com](http://www.rwbeck.com)

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Kevin T. Favero, Senior Director, [kfavero@rwbeck.com](mailto:kfavero@rwbeck.com)

R. W. Beck, Inc. provides power supply planning; hydro and thermal generation; transmission and distribution planning and design; rate studies; financial feasibility studies; environmental studies; water supply, distribution, treatment; wastewater treatment; solid waste management; site studies, planning; cogeneration plants;

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Web: [www.tkda.com](http://www.tkda.com)

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Bernie Bullert, P.E., Manager, Client Services, Water/Wastewater

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**U.S. Energy Services**

605 North Highway 169, Suite 1200, Plymouth, MN 55441

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U.S. Energy provides natural gas, electric and renewable energy management services to clients throughout the United States. Specialties include natural gas procurement, electric supply planning and methane capture projects.

**Ulteig Engineers, Inc.**

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(PO Box 50, 56502-0150)

Phone: 218-847-5607

Fax: 218-847-2791

Gary Nansen, PE, [Gary.Nansen@Ulteig.com](mailto:Gary.Nansen@Ulteig.com)

3350 – 38th Avenue South, Fargo, ND 58104

Phone: 701-280-8500

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Eric Michel, PE, Eric.Michel@Ulteig.com

**Minneapolis Office:**

5201 East River Road, Suite 308, Minneapolis, MN 55421  
Phone: 763-571-2500 Fax: 763-571-1168  
Brian Long, PE, Brian.Long@Ulteig.com

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With 60 years of experience, Ulteig Engineers provides complete engineering and surveying services throughout the Upper Midwest. We deliver reliable & innovative engineering solutions to cities, counties, and other local government entities. Our combination of personal service and full service engineering & surveying, gives your community the best team for your projects.

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**WSB & Associates, Inc.**

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Dave Hutton, V.P./Municipal Group Mgr., dhutton@wsbeng.com

WSB & Associates, Inc. is a Minnesota-owned infrastructure engineering firm with offices in Minneapolis and St. Cloud. Our full range of services includes municipal, transportation, water resource, environmental, structural, water/wastewater, construction administration, survey, GIS, and right-of-way. From small studies to large reconstruction projects WSB assists our clients with all facets of their projects.

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Dan Biro, Power Generation Sales, [dan.j.biro@cummins.com](mailto:dan.j.biro@cummins.com)  
Chris Hogle, Power Generation Sales, [christopher.k.hogle@cummins.com](mailto:christopher.k.hogle@cummins.com)

Cummins NPower is the exclusive distributor for Cummins Power Generation in the Upper Midwest region, providing diesel and gas generator sets, transfer switches, and switchgear used for emergency back-up and prime power. A full fleet of rental generators is also available for use in various temporary power applications.

**DeWind, Inc.**

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*Sales Office*  
2648 FM 407, Suite 215, Bartonville, TX 76226  
Phone: 940-455-7450 Fax: 940-455-7451  
Andy Lockhart, Executive Vice President, [alockhart@compositetechcorp.com](mailto:alockhart@compositetechcorp.com)

DeWind produce, sell and license the DeWind series of wind energy turbines including the D6 rated at 1.25 megawatts (MW), the 50 Hz D8 rated at 2 MW and the D8.2 rated at 2 MW. The D8.2 utilizes the advanced WinDrive hydrodynamic torque converter, developed by Voith AG, with a synchronous generator that is able to connect directly to the grid at medium voltage, without the use of power conversion electronics.

**FS3 Inc.**

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Phone: 320-274-7223 Toll Free: 877-274-7223  
Fax: 320-274-7205 Web: [www.FS3inc.biz](http://www.FS3inc.biz)  
Laurie Ferguson, Admin Manager, [laurie@fs3inc.biz](mailto:laurie@fs3inc.biz)  
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Joe Stevens, Sales Manager, [joe@fs3inc.biz](mailto:joe@fs3inc.biz)  
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**Hubbell Power Systems**

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Website: [www.hubbellpowersystems.com](http://www.hubbellpowersystems.com)  
Tim Kosir, Territory Manager, [TJKosir@hps.hubbell.com](mailto:TJKosir@hps.hubbell.com)

Hubbell Power Systems (HPS) manufacturers a wide variety of transmission, distribution, and substation products. Anderson, Fargo, Chance, HPS Cable Accessories, USCO Power Substation/Transmission Switches, PCORE and ECI Bushings, and Ohio Brass Insulators and Arrestors.

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Fax: 651-454-3715  
Brad Bozich, Dir. of Sales - Midwest Region, bbozich@wesco.com

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Ehlers is an independent financial advisory firm that collaboratively works with clients to design financial solutions for communities. Consulting exclusively with public sector clients. All advice is free of conflicts of interest. Services include: water, sewer, and refuse studies, debt planning and issuance, strategic and financial planning, and public participation.

### **Springsted Incorporated**

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Springsted is the financial advisor to the MMUA Finance Program and also represents many MMUA members on their individualized consulting needs by providing independent financial advisory and management consulting services. One of our specialty areas is utilities and assisting them as they work to provide water, sewer, gas, electric generation and solid waste disposal services. Springsted provides both comprehensive capital funding and bond issuance services and, in addition, our consulting group develops financial plans and revenue projections, rate studies, and capital improvement plans and can provide other customized consulting.

### **U.S. Bank, Government Services**

101 East 5th Street, Suite EP-MN-S9GB, Saint. Paul, MN 55101-1860

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## **Fuel Funds**

### **The Salvation Army**

2445 Prior Avenue, Roseville, MN 55113

Phone: 651-746-3542

Toll Free: 800-842-7279

Fax: 651-746-3546

Louise Simens, Div. Social Services Director

Mike McGlone, Div. HeatShare Coordinator, hshare@aol.com

HeatShare is a utility-sponsored fuel fund administered by the Salvation Army Northern Division. It serves individuals experiencing utility disconnections. To date 85 percent of Minnesota municipal utilities work with HeatShare in gathering needed assistance. All contributions are tax deductible. HeatShare works independently of government-regulated systems. HeatShare is endorsed by the MMUA Board of Directors.

## **Insurance & Risk Management**

### **Flexible Benefit Administrators, Inc.**

2120 1/2 East 10th Street, P.O. Box 128, Glencoe, MN 55336-0128

Phone: 320-864-3525 Fax: 320-864-3523

Charles J. Kroeger, President

Justin C. Kroeger, Vice President, fbacjk01@embarqmail.com

MMUA-endorsed sales of employee benefit programs in all areas; also third party administration of insurance plans.

## **Laboratory Testing**

### **High Voltage Testing and Safety Products**

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Fargo office: 1472 43rd St NW, Fargo, ND 58102

Phone: 763-588-0545 Toll Free: 800-742-8054

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Dan Kielbasa, General Manager, dkielbasa@hvtl.com

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## **Management Consultants**

### **Avant Energy, Inc.**

200 South 6th Street, Suite 300, Minneapolis, MN 55402

Phone: 612-349-6868 Fax: 621-349-6108

Website: www.avantenergy.com E-mail: avant@dahlen-berg.com

Derick Dahlen, Pres. Oncu Er, Senior Power Trader

James Larson, Vice Pres./Corp Tres. Joseph Fulliero, Vice Pres. Operations Randall Porter, Senior Project Mgr.

Avant Energy is an energy supply management firm whose mission is helping municipals manage energy risks and control total energy costs. Services include power supply planning; facility planning and development; energy buying, selling, and scheduling; contract negotiations; transmission studies and procurement; and cost of service and rate design.

### **EMA, Inc.**

1970 Oakcrest Avenue, Suite 300, Saint. Paul, MN 55113

Phone: 651-639-5000 Fax: 651-639-5730

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Organization, Practices, Technology...these are the cornerstones of EMA's services to utility, public works, municipal, and manufacturing clients. With an eye on the future and such issues as sustainability, EMA is a specialized consultant focused on optimizing performance. For over 30 years, EMA has helped clients get better at what they do.

### **LLS Resources, LLC**

1137 Plymouth Bldg, 12 South 6th Street, Minneapolis, MN 55402

Phone: 612-343-8188

Larry L. Schedin, Owner, larry@llsresources.com

Provides strategic planning, expert witness and management assistance to municipal utilities and large industrial customers regarding supply, transmission and distribution issues for both electricity and natural gas. This includes evaluation of customers on-site (distributed) generation, pricing of utility services and certificates of need. Also provides MISO Day 2 market assistance to market participants.

### **Utility Management Services, LLC**

841 Daniel Drive, Belle Plaine, MN 56011  
Phone: 952-873-5632 Fax: 952-873-3898  
Web: [ums-firm.com](http://ums-firm.com)  
Jeffrey Jansen, President, [jm.jansen@mchsi.com](mailto:jm.jansen@mchsi.com)

Utility Management Services is specifically focused towards providing management and operational services to publicly owned utilities and their customers. Assistance with: Power supply & resource planning, rate design & review, system planning & budgeting, custom RFP's & agreements, project management, DSM & CIP programs, AMR, SCADA, Load Mgt. Systems and economic & business development.

### **Meter Services**

#### **Chapman Metering LLC**

1911 LaVista Heights Road, Avoca, Iowa 51521  
Phone: 712-343-2125 Toll Free: 800-782-2719  
Fax: 712-343-6631 Web: [www.chapmanmetering.com](http://www.chapmanmetering.com)  
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Donald Bauerkemper, Accountant, [donnieb@chapmanmetering.com](mailto:donnieb@chapmanmetering.com)

Chapman Metering LLC is a full-service meter testing and application company. We are not salesmen. We only sell our services and attempt to help you purchase what you need instead of something more.

#### **Valutil**

2100 West 107th Street, Bloomington, MN 55431  
Phone: 612-839-3834  
Website: [www.valutil.com](http://www.valutil.com)  
Paul Frost, President, [paul.frost@valutil.com](mailto:paul.frost@valutil.com)

Valutil provides accurate, current and impartial information regarding AMI (Advanced Metering Infrastructure) and AMR (Automated Meter Reading) Systems, through the provision of Educational and Consulting services for mid to small-sized utilities.

As Utility personnel are asked to make decisions regarding increasingly complex AMI/AMR Utility Management solutions, there exists a need for a company to assist them through this process. Over 15 years of AMI/AMR Industry experience.

### **Natural Gas Marketers & Consultants**

#### **CenterPoint Energy**

800 LaSalle Avenue 14 FL, P.O. Box 59038, Minneapolis, MN 55459-0038  
Phone: 612-321-4330 Toll Free: 800-234-5800 ext. 4330  
Fax: 612-321-4397 Web: [www.centerpointenergy.com](http://www.centerpointenergy.com)  
Russ Wagner, Account Manager, 612-321-5003, [russell.wagner@centerpointenergy.com](mailto:russell.wagner@centerpointenergy.com)

CenterPoint Energy is Minnesota's leading provider of natural gas for electric power generation. For over 70 years we have been providing natural gas to several large electric utility and industrial cogeneration facilities. We currently supply natural gas to fuel over 1,000 MW of electric power generation and are actively participating in projects throughout Minnesota.

#### **Community Utility Co., Inc.**

104 E. Main Street, P.O. Box 37, Racine, MN 55967  
Phone: 507-378-2121 Fax: 507-378-2131  
Paul Thompson, Owner-President, [ptcu95@aol.com](mailto:ptcu95@aol.com)

Natural gas distribution.

#### **Minnesota Blue Flame Gas Association**

P.O. Box 667, Osseo, MN 55369-0667  
Phone: 763-424-1841 Fax: 763-424-6282  
Web: [www.blueflame.org](http://www.blueflame.org)  
Diane Swintek, Executive Director

The Minnesota Blue Flame Gas Association, incorporated in 1972, is a statewide non-profit corporation designed to bring gas distribution companies and trade allies together to promote and educate customers/energy specifiers on the efficient use of natural gas and natural gas equipment and to encourage energy efficiency and energy conservation products and practices.

### **Sheehan's Gas Company**

106 South Main Street, P.O. Box 306, Bird Island, MN 55310  
Phone: 320-365-4400 Toll Free: 800-243-3047  
Fax: 320-365-4003  
Mike Sheehan, President, mjs@rccbi.com  
Todd Sheehan, tms@rccbi.com

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Fax: 763-780-3957  
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L&S Electric provides rotating apparatus repair, electrical equipment repair and sales, electrical and mechanical field services, engineered systems, power system services. "Dedicated People, Quality Products, and Above All, Service" is our guarantee.

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#### **Forever Young Services**

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Phone: 651-766-7472 Fax: 763-208-3807  
Web: foreveryoungtemp.com Email: info@foreveryoungtemp.com  
Robin Doege, President Julie Bergh, Operations

Forever Young specializes in providing staffing services for utilities-especially the process of placing utility company retirees for new hire transitions, along with project and seasonal work. Our projects have included, but are not limited to, clerical support, instructors, front line technicians, and administrative positions to managers and supervisors. Forever Young has consistently provided effective, flexible and economical solutions for our energy utility customers.

### **Statement Processing**

#### **Apex Print Technologies**

100 South Owasso Blvd., SW, St. Paul, MN 55117  
Phone: 651-287-8200 Fax: 651-287-8203  
Web: www.apexprint.com  
Robert Weber, Solutions Representative, robert@apexprint.com

Apex specializes in improving front end collections and cash flow through improved statement design and billing processes. We take a consultative approach that addresses your organization's unique needs. We pair our design experience with your organizations specific structure to create an effective statement and billing process.

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#### **T & R Electric Supply Co., Inc.**

P.O. Box 180, Colman, SD 57017  
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Chris Thompson, Sales, t-r@t-r.com

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Fax: 763-506-9581

Web: [www.connexusenergy.com/utilitytruck.htm](http://www.connexusenergy.com/utilitytruck.htm)

Bob Hennen, Fleet Service Advisor, [bobh@connexusenergy.com](mailto:bobh@connexusenergy.com)

Utility Truck Services, a full-service maintenance and repair facility, specializes in utility aerial lift equipment. Aerial lift inspections to ANSI specifications are provided and include acoustic emission, dielectric, and structural testing. Other services include: emergency road service, DOT inspections, certified welding, remounts, and pick-up and delivery.