

THE RBC CABLE NEWS



MAY 2015 EDITION

From the President

Written by Mike Rakoz

Hello everyone I would like to start off by saying it's my privilege to address the best of the best in our industry. I'm very proud to represent this company and all of you that make it possible to compete in our market place. Most of you know our lineage of RBC, for those of you that do not, RBC was established in 1964 by Bud Robinson. We purchased the company 10 years ago and carried the company name and still have several employees that were part of the original establishment. We are one of the larger independent contractors left in our market place and due to our high level of customer service and quality we have established our company as a leader in the industry.

We established a strategic growth plan 3 years ago and we are on target. The initiative was to broaden our footprint including key MSA contracts and to diversify in the energy sector. RBC was two dimensional 3 years ago primarily targeting communications and wind energy. Since our initiative began we have added key personnel to improve our exposure to the power side of the business as well as the natural gas sector. In addition, we have added licenses in 14 states throughout the Western region. We have opened new offices in the Northwest and the Rocky Mountain region. We are poised to service these areas and add additional customers while expanding our core competencies. Thanks to a key management group and adding exceptional craft personal we are growing exponentially. Needless to say, growth creates challenges and we appreciate all of your patience and perseverance through this endeavor.

RBC's current status is very positive and the future looks very bright. We have a steady diet of consistent MSA work and we have added a nice backlog of project work. This includes major projects in Alaska, Washington and Colorado. We are constantly looking for other opportunities but also see the need to focus on the work in hand and execute at a high level. We want to constantly improve on a quality workplace and adhere to a high level of safety procedures. Please continue to work with us to make these endeavors a success and we will all enjoy our fruits of this labor. When RBC is successful you can count on rewards for your hard work.

One agenda we must focus on is making sure we are efficient and working together as a team. The management team is continually trying to provide tools to help us as a team to succeed. We are always open to new ideas to

**\$500.00 RE-
WARD**

**THIS IS A
PROGRAM WE
HAVE IMPL-
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MONTHS YOU
WILL RE-
CEIVE**

**\$500.00 IT'S
THAT
EASY!!!!**

A Note from the Chairman

Hello Team

Hey! Here it is the first edition of the RBC Cable News. This was a little more work than I thought it would be but thanks to two of my longtime assistants, Caren and Janna Nigro we got it put together. Thanks to both! We plan on putting three newsletters out a year, this one in May, one in August, and another one December. I chose the managers from the divisions that had the most work going on. So those of you that I didn't ask to write one, you are up to bat next time. To those of you that wrote one and provided pictures you guys were awesome! If any of you want to comment or provide pictures please send them to rbccablenews@gmail.com

On January 23rd we had our Management Teaming Meeting in Vancouver. We had a nice dinner the evening before and an all-day managers training session. I want to thank Craig and his assistant Martina for organizing everything. I really believe everyone found it very beneficial. At the meeting I posed the question of "Who would like to see a company newsletter? With a larger show of hands than I imagined here it is. The goal is to try to keep everyone that is on the RBC team informed of information and developments and opportunities at RBC. Unfortunately there were a few who were unable make the meeting due to critical dates to meet for our ever important customers. Dave McMillan was stuck on a very cold project in Iowa and Larry Dersham was in Elko, Nevada. So thanks Guys! There have been numerous changes at RBC which always comes with growth and opportunity. Craig is leading a major office addition at the main office in Vancouver. I've included a few pictures. We will be having an open house barbeque in June, anyone of you that can attend are welcome. Be safe out there and let's have a great year.

Merle Sorenson
Chairman

For future newsletter publications please email articles, pictures and or comments to rbccablenews@gmail.com we would like to hear your feedback.

Employee Recognition Awards

It is very important that branding RBC as one of the premier companies in our field. We have grown substantially and have a lot of newer equipment and fleet. It is up to all of us to make sure we maintain all of our equipment properly and keep it looking good and in good working condition.

We have started an award program giving out \$25 Visa cards to recognize our employees for making the extra effort to keep RBC looking good with clean trucks and equipment inside and out. Proper paperwork and safety compliance walk around - secure loads - required logs - etc. Listed below are the individuals receiving awards for 2015 so far.

Employees that received gift cards: Teresa Flores - Dave Boshans - Dave Griffin - Fred Steinbach - Jim Cooper - Terry Primley - David Breadslee - Kris Raimer - Jake Henderliter - Cornell Rascol - Ron Hansen

WITH TREMENDOUS GROWTH, COMES TREMENDOUS RESPONSIBILITY

By Marvin Porfily -Fleet Captain

It's pretty remarkable the amount of growth RBC has been able to achieve in the last year. Moving from one operation center to several regional offices is a tall order. Equipping those new offices with tools and equipment is no small feat either. Due to our rapid growth, RBC has more than doubled our fleet and added over 60 new pieces of equipment. With a larger than ever fleet, there is a lot that happens behind the scenes to keep our wheels rolling. Transport, maintenance and training are just a few logis-

tics we have to tackle. On top of it all we also have to ensure our compliance with governing agencies. Although we are a construction company we are required to obey all the regulations of a normal trucking company. This has been a challenge with the rapid expansion of our fleet and RBC has felt the impacts. We cannot ignore these bumps in the road and it is up to all of our employees to contribute to the tremendous task of improving how we operate our fleet.

Recently we completed a stand-down to address concerns and inform employees of our current regulatory status. As we are all aware it needs improvements. Together we can make RBC's rolling stock safer and a more efficient fleet so that we can continue to grow and succeed. I encourage you all to continue providing data, training and acquire the knowledge to empower all of our employees. These positive and preventative measures will help pave the way for smooth travels ahead.



Dave Boeshans – Project Supervisor

Dave has 30 years of construction industry experience as a laborer, equipment operator, foreman, and superintendent. He came to work at RBC in 1993 and is one of our longest term employees. He's proficient in all aspects of OSP and Electrical construction (manhole & conduit installations, trenching, and cable placing). He also has considerable experience with road construction and "On-Grade" utility installations, concrete finishing, and asphalt paving. Dave enjoys golf and the occasional Corona beer.

Field Safety Supervisor/Safety Compliance

Written by Joe Bergren

All, let me start by saying that I am both proud and excited to be a part of the Robinson Brothers Construction team, I have been with the company going on 8 years and have seen great improvement in that time on both the administrative and field side of the business. With that said there have been a substantial amount of road bumps along the way and changes have had to be and are being implemented to improve our success.

We as a company are striving to streamline all of our policies and procedures from top to bottom to make the information available and as comprehensive as possible for both customers and employees alike.

I have recently noticed a tremendous upswing in the way most employees conduct themselves in all aspects of their responsibilities, RE: Safety and Training, DOT Compliance, Customer relations. This is a critical part of our success as a company and I personally thank each and every one of you, without a combined commitment we will not succeed.

In addition, our in-house safety Certification and training is growing to include OSHA 10 and 30 Classes that will be in place by the end of May/1st of June 2015, and additional Manager Training and ongoing education will be a part as well.

In conclusion, we have recently added employee recognition to let everyone know that taking care of company assets, Safety and DOT Compliance will be rewarded in the form of gift cards. I, as well as regional managers will be able to recognize performance and issue these to employees. Names, location and a brief description of award premise will be included in the quarterly News Letter.

Thank you all again and together we will be successful! Be Safe and see you in the Field.
Joe Bergren RBC Field Safety Supervisor/Safety Compliance



Headquarters in Vancouver Washington expanding

From The V.P. Of Energy Written By Joe Sutton

The energy is going strong at this time. We are on the tail end of the Potelco – Union Pacific RR project from Battle Mountain to Elko, Nevada; this is a 70 mile power project for the rail road. As we have had some issues there, the men have rallied and we are getting back on track-No pun intended. The work for the Oregon and Washington power utilities is starting off a little slow for this time of year but should pick up. We have been expecting a surge in the power distribution work for the past two years but really haven't seen it yet. RBC has performed its first power distribution; pulling in conductor, splicing and cut-over in recent times. The energy group has also completed its first overhead power distribution project with great reviews from the utility. Six months ago we made the decision to expand into the line clearance work, better known as tree trimming. The first action was to hire Paul Johnson, a seasoned and respected GF in the industry. With Paul on board, we secured our first contract with West Oregon Electric. Paul has put together a very qualified and professional team. With their early efforts the contract has been extended for another three years. RBC, also riding the shirt tails of the line clearance group has started right of way clearing on WOE transmission lines. This work is taking the trees and vegetation to the ground in a clear and grub method. WOE seems to be pleased with the process and final product. The energy group is also continuing to grow in the natural gas work. We have completed a 3.5 mile 2" PE gas pipe project for West Port Energy in the Coos Bay area. RBC is breaking into the NW Natural work picture with two small trenching projects in The Dalles and is low bid on a bore project in Vancouver, we are also bidding a bore/plow project with them in North Bend. RBC is low bidder in North Pole Alaska on a new build project for IGU. This is the first phase of what should be several years of gas work in the Fair Banks/North Pole areas. We are excited with the growth, knowing that more growth is needed. The RBC Energy group really appreciates all the help and support we have received from the Fleet Department, Marvin, and the other divisions as well. The word Team seems to be a diluted term these days, but it has truly been a Team effort.



Barry Silver, Andrew Martin, Jai Johnston, Mike Grant, Josh Tomas, Jeremy Stevens, Al Bean



Tree Trimming Crew



Storm damage

A View From Hwy 2

Written By Nic Quall- Regional Manager



Nic Quall



Mike Emerson & Cornel Rascol



Morning walk around's



Dave Griffins bore crew

In Monroe Washington, a town that could be defined as a metropolis based upon the population of farm animals, exists a quaint, newly remodeled office located just off highway 2. The question still remains whether it was the phone pedestal our office was built around or the dial-up Internet that made this a suitable location for RBC. Jokes aside, and while the com-structure here does need a few upgrades, our location is focused on a bigger picture. The Puget Sound.

With the Frontier Maintenance contract paving the way and a newly integrated team of construction Professionals, RBC is here to take-on our new domain. It stretches from Tacoma, North to the Canadian border, and East to a few islands known as the San Juan's and West to the Cascades. While RBC previously had a few sprouts in this area, our new center of operation is looking to grow some better roots. Our team featured in the next column are all helping to grow our foundation not only with Frontier but with new customer relationships.

This seasoned team led by PM'S; Dwight McClelland and Aaron Diedrichs are ready to take on the challenges ahead. Since opening in June of 2014, we have managed to build on some relationships with new customers such as Wave Broadband, Frontier and Zayo while working to maintain relationships previously established. Although there have been some rewarding developments in our short tenure, there have been many obstacles to overcome and more that lie ahead. One of the biggest struggles we find here is meeting customer demands in a large geographic area while keeping our crews at a sustainable, efficient size. It's a balancing act, and as evidenced by a few gray hairs in our organization, obviously not a new challenge. However, while we are not trying to reinvent the wheel, we are looking to find a solution that fits our team focus for continued success in our region has been on versatility and flexibility. By assembling a team comprised of skilled labor, subcontractors and a few transplants from other regions, we are working diligently to assimilate resources for efficient response. Our goal is to achieve rewarding results in outlying areas to complement our efforts in the metros that dot the Puget Sound.

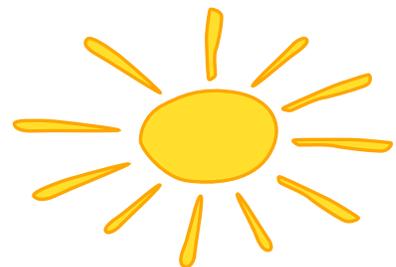
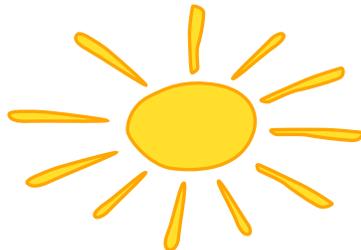
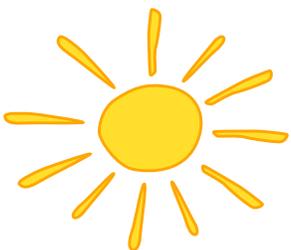
Monroe RBC Crew



From left to right: Robert Plaquet, Al Johnson, Nick Recor, Aaron Diedrichs, Cornel Rascol, Don Archie, Ryder Pell, Dwight McClelland

A BIG GET WELL WISH TO BRIAN EDWARDS

Brian underwent throat surgery on May 6TH. Brian is a very valued long time employee. We wish him a speedy recovery.



RBC EXPANDING IT'S REACH TO ROCKY MOUNTAIN REGION

Written by Paul Dekker

Robinson Brothers Construction expanded its operation to the Colorado market approximately 1 year ago by establishing an office at 7920 E 88th Ave, Henderson, CO. The first year in operations we experienced the typical start up growing pains associated with being the new kid in town. We were fortunate enough, although some may not agree with that sentiment, to have Zayo award us with a large project that kept the operations in the Denver market functioning all year. Kevin Krausman, Mike Kelly, and Randy Matthews did an excellent job keeping up with the demanding schedule put forth by Zayo and its project managers.

RBC was also successful in securing a project in Durango, CO that consisted of 26 miles of extremely difficult construction up HWY 550 to what used to be known as Purgatory Mtn Ski Resort. During the peak of construction, we had a subcontract plow crew, 3 excavation crews, and 8 rock boring crews running simultaneously in an effort to beat the arrival of Old Man Winter. Unfortunately for us, federal funding ran out before we could complete this project, forcing us to shut down operations at the beginning of November, 2014. We anticipate remobilizing sometime in May of 2015 to complete the remain-

der of unfinished work, if Eagle Net chooses to award to RBC. Kudos to Buck Davenport for all of his efforts in completing what he was able to under the conditions he was presented with.

The expansion footprint has also reached into Iowa as RBC was awarded a large fiber install project spanning from Des Moines, Iowa to Davenport, Iowa, approximately 200 miles. This project out of the gate was proving to be very troublesome as the winter weather set in, making production very difficult. Dave McMillan was brought in to assist and has taken the reigns to this project and really turned things around. Without his efforts and dedication, there's no telling where this project would be.

Having been successful in landing these 3 projects enabled us to reach out to many different customers with hopes of establishing relationships that would provide opportunities in the future. Towards the end of 2014, we hired Tim Aragon with plans for him to pave the road into the local Level 3 arena. So far, this plan has worked out well, with RBC being awarded numerous watch and protect projects, as well as a few bid jobs being sent our way. We anticipate our work load with Level 3 to substantially increase as the construction season approaches.

RBC has also managed to establish a relationship with Viaero Wireless, a local eastern Colorado company, specializing in 4G wireless in primarily rural territories. They have aspirations of providing the necessary fiber backbone for 4G service, from Ft Morgan, Colorado to Sidney, Nebraska. This build will be over 100 miles of mainly plow work. At the present time, RBC is positioned to be in the driver's seat based on performing extremely well in the first 16 mile phase of this project. Many thanks to Mike Kelly, Buck Davenport, and all of the field personnel for all they have done to help this project be a show case for RBC. Thanks as well to Marvin Porfily for making sure that the needed equipment for this project showed up within the constraints necessary to pull this off.

All in all, the expansion into the Rocky Mountain Region has thus far been a very positive endeavor. We are looking forward to our second year with aspirations of being one of the more prominent contractors in the region. Our office is fully functional, thanks to Caroline Printy and her knowledge, hard work and dedication to taking care of us.



Denver Facility



Ted & Mark's drill in Denver



Plowing for new customer
Viaero Wireless