

NOVEMBER/DECEMBER 2009

BUYER'S GUIDE 2009-2010

COMPANY PROFILES

Hayward Baker, Inc.
ESAB Welding & Cutting
enXco Service Corp.

Q&A: Ron Asche

Nebraska Public Power District

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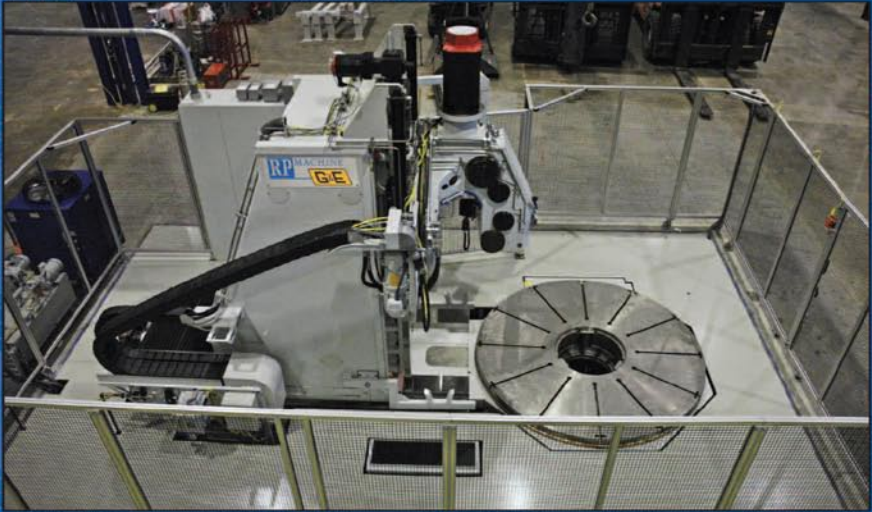
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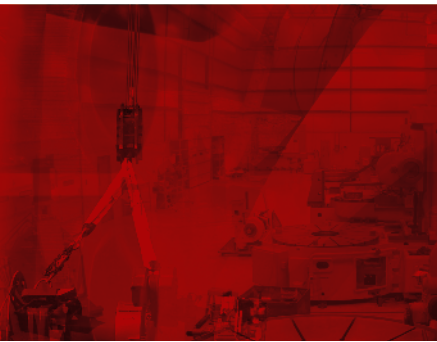
8 CONSTRUCTION

Topics include Concrete, Connectors/Tooling/Grounding Equipment, Control Devices, Cranes, Data Loggers, Electrical Services, Encoders, Fasteners, Foundations, Heavy Equipment, Met Towers, Ocean Shipping, Ports/Terminals, Power Conditioning/Storage, Project Due Diligence, Substations, Switches, Third-Party Logistics, Tool/Equipment Leasing, Tools/Tensioning, Trucking Services, Transformers, Wire/Cable.



36 MAINTENANCE

Information on Alignment Equipment, Blade Services, Condition Monitoring Equipment, Condition Monitoring/Analysis, Gearbox Repair, Generator Repair, Inspection Equipment, In-Tower Lifts, Lighting, Lightning/Surge Protection, Lubricants/Filters/Filtration Systems, Operations.



46 MANUFACTURING

Blades, Braking, Coatings/Chemicals, Composites, Contract Machining, Cutting Tools, Design Services/Equipment, Drivetrains, Electrical, Gears/Bearings, Gear Manufacturing Equipment, Generators, Hubs/Rings/Forged Components, Machining Centers/Machine Tools, Metal Fabrication, Metrology, Turbines/Components, Steels/Metals, and more.



66 MISCELLANEOUS

Asset Management/Financial Software, Associations, Certification/Testing, Consulting, Economic Development, Environmental Services, Finance, Insurance, Land/Permitting, Landowner/Project Evaluation, Legal Resources, Safety Training, Staffing/Recruiting, Training, Wind Resource Analysis, etc.

12

CONSTRUCTION

HAYWARD BAKER, INC.

An international expert on geotechnical construction techniques, these are the professionals to contact to ensure that your foundation systems are safe, reliable, and cost effective. James D. Hussin, a company director, discusses Hayward Baker's emergence as the premier specialty geotechnical foundation company with capabilities including foundation support, settlement control, and seismic stabilization, among others.

42

MAINTENANCE

enXco SERVICE CORP.

In the early 1900s this company revolutionized the welding process, leading to stronger ships, steel structures, and many years later, wind towers. Richard Hadley—president of ESAB Group Canada, Inc., and general manager of ESAB Welding Automation North America—describes the many roles the company plays within the wind industry, supporting innovation and efficiency.

60

MANUFACTURING

ESAB WELDING & CUTTING

Even as it keeps an eye on its customer's assets, this company conducts quality-control assessments of its own operations, providing additional confidence in its abilities. David Luck, director of business development, discusses the early days of the North American wind industry and outlines the company's services, including maintenance, parts procurement and inventory control, remote monitoring, and comprehensive reporting.

80

Q&A

RON ASCHE, PRESIDENT & CEO

Nebraska Public Power District

RESOURCES

MARKETPLACE 77

ADVERTISERINDEX 79



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EDLETTER

As you review our first annual buyer's guide you'll notice that it's more streamlined than what you may be accustomed to. While working to compile what we hope will prove to be a collection of information that you'll find extremely useful, we considered how the delivery of information has changed over the years. Although physical addresses may once have been a critical component of such a listing, we feel that the Internet and an increasingly global business community have changed that necessity. While you may find it interesting to know where a supplier is headquartered, chances are their location wouldn't deter you from doing business with them. So we decided to jettison all of that and focus on clear categories, the company's name and phone number, and their Web address, where every conceivable piece of information you're looking for should be available. I'd also like to point out that this listing is a work in progress, and although we've done our best to make it as complete as possible, we need to hear from anyone who doesn't appear and would like to be included in next year's listing. Even as it stands, however, you will not find a more comprehensive list of wind-energy resources.

Even though this issue is mostly comprised of contact information, we wanted to provide you with something to read as well, so we're honored to present profiles of three companies that are major players in the wind industry. enXco Service Corp. has been involved since wind energy first began to surface in the United States, providing O&M services before there really was such a thing. Hayward Baker can make the same claim, although it was established much earlier as a small utility construction company before becoming one of the world's leading specialty geotechnical foundation companies. You will also learn of how ESAB Welding & Cutting came into being, revolutionizing welding technology in the process. I'd like to thank Dave Luck of enXco Service Corp., Jim Hussin of Hayward Baker, and Richard Hadley of ESAB for taking the time to share their company's stories with me... but that's not all. As a special parting gift we're pleased to feature Ron Asche, president and CEO of the Nebraska Public Power District (NPPD) as this issue's Q&A subject. It was a pleasure speaking with all of these gentlemen, and you're sure to enjoy learning about their activities and capabilities.

As I've mentioned before, thanks to your support of *Wind Systems* magazine we will begin monthly production in January 2010, so there will be plenty of publishing opportunities for those of you who are interested in contributing editorial content. Please feel free to contact me at the e-mail address listed below if you have a story idea or an article to submit, and I'd like to extend all of our appreciation for having the opportunity to work with you in the coming year!



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CONSTRUCTION

Concrete	9	Ports/Terminals.....	24
Connectors/Tooling/Grounding Equipment.....	9	Power Conditioning Equipment.....	25
Construction Services.....	9	Power Metering/Relaying Equipment.....	25
Control Devices.....	11	Power Storage.....	25
Cranes	11	Project Due Diligence	26
Data Loggers	14	Railroads	26
Electrical Services.....	14	Substations	26
Enclosures	16	Switches/Switchgear.....	28
Encoders	16	Third-Party Logistics	28
Engineering Services.....	17	Tool/Equipment Leasing	30
Fasteners	19	Tools/Tensioning.....	30
Foundations/Components.....	20	Trucking Services.....	30
Foundations/Systems.....	20	Transformers.....	32
Foundations/Services.....	21	Transmission Towers.....	32
Heavy Equipment	21	Windfarm Design/Mapping.....	32
Meteorological Towers.....	22	Wind Resource Forecasting/Assessment.....	33
Meteorological Towers/Installation.....	22	Wind Sensing Equipment.....	34
Networking	24	Wire/Cable	34
Ocean Shipping Services.....	24		

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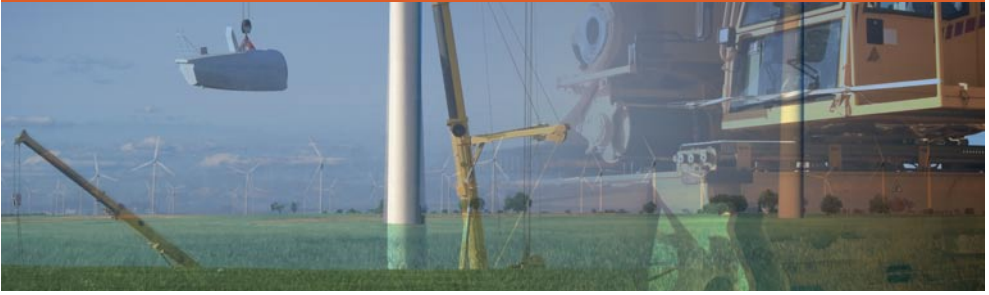
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“It really is an amazing resource,” according to James D. Hussin, a company director. “I can send out a query concerning a project we’re working on here in the States, and within minutes I’ll receive input from my colleagues around the world who have experienced similar challenges. That’s just one of the benefits we enjoy as a member of the Keller Group.”

Launched in 1946 as a small utility construction company in California by the company’s namesake, it was his son, Wallace Hayward Baker, who led its growth to international prominence. “After earning his doctorate in geotechnical engineering from Northwestern University, he went to work for an engineering company in Spain that introduced him to ground treatment,” Hussin explains. “He then brought what he’d learned back to the company his father had founded, branching out into the tunneling industry and working on projects such as the metro tunnels in Washington, D.C. He was really the one responsible for establishing our identity as the premier specialty geotechnical foundation company.”

Among the services it offers are foundation support and rehabilitation, settlement control, structural support, site improvement, soil and slope stabilization, underpinning, excavation shoring, earth retention, seismic stabilization, and ground water control.

By the time the wind industry began to surface in the United States, Hayward Baker was so widely acknowledged as the expert in foundation systems that its entry into the market was basically an organic process. “Geotechnical engineers working on wind projects began contacting us to provide input on the

reports they were preparing, and we’ve always been more than willing to share our knowledge and expertise,” Hussin says. “So we’d consider load factors and soil conditions and help them arrive at the most efficient and economical solution, which is our goal in working with our wind customers to this day.”

Quite often those customers are wind-farm owners, or the engineers they’ve hired, who are seeking approaches to foundation design that will bolster the project’s economic feasibility. “Building a safe and reliable foundation economically is very important to the owners,” he says, “and they need to be certain it’s going to perform properly before proceeding with development of the project. The years of experience we bring to the table, along with our work on wind projects around the world, allows them to do so with confidence.”

Having spent some 25 years with the company, beginning as a design engineer and eventually working his way up to chief engineer, Hussin now operates at the corporate level, meeting with wind-farm owners, engineers, and contractors throughout North America to answer questions, ascertain their needs, and make sure they are being met. “Having been involved with every aspect of our business, I understand our services extremely well and share that knowledge with our customers, especially on projects that are a little more challenging or out of the ordinary,” he says. “We see the U.S. wind industry as a very large growth market, and we’re in a position to support that growth by offering our creative, problem-solving skills and foundation construction resources to wind-industry professionals.”

With its roots in the American construction industry, bolstered by its affiliation with the international Keller Group, Hayward Baker steers its clients toward success in a singular way. “Our culture of sharing information internally makes for a very synergistic group,” Hussin says, “and it results in major benefits for our customers.” — *Russ Willcutt* ↗

To learn more go to www.haywardbaker.com.

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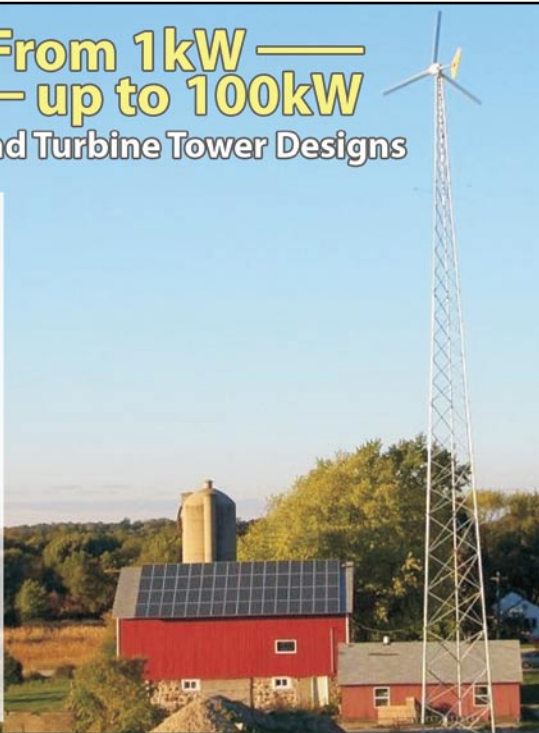
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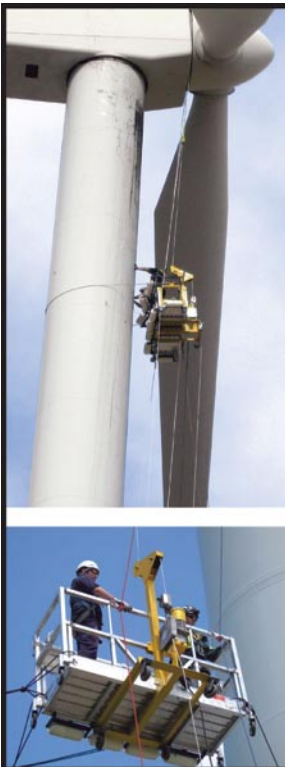
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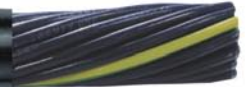
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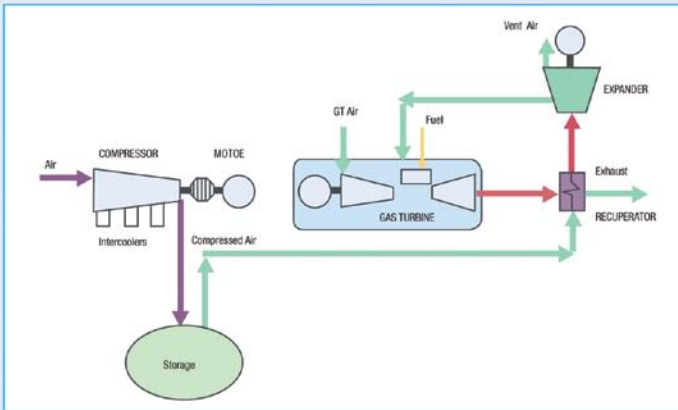
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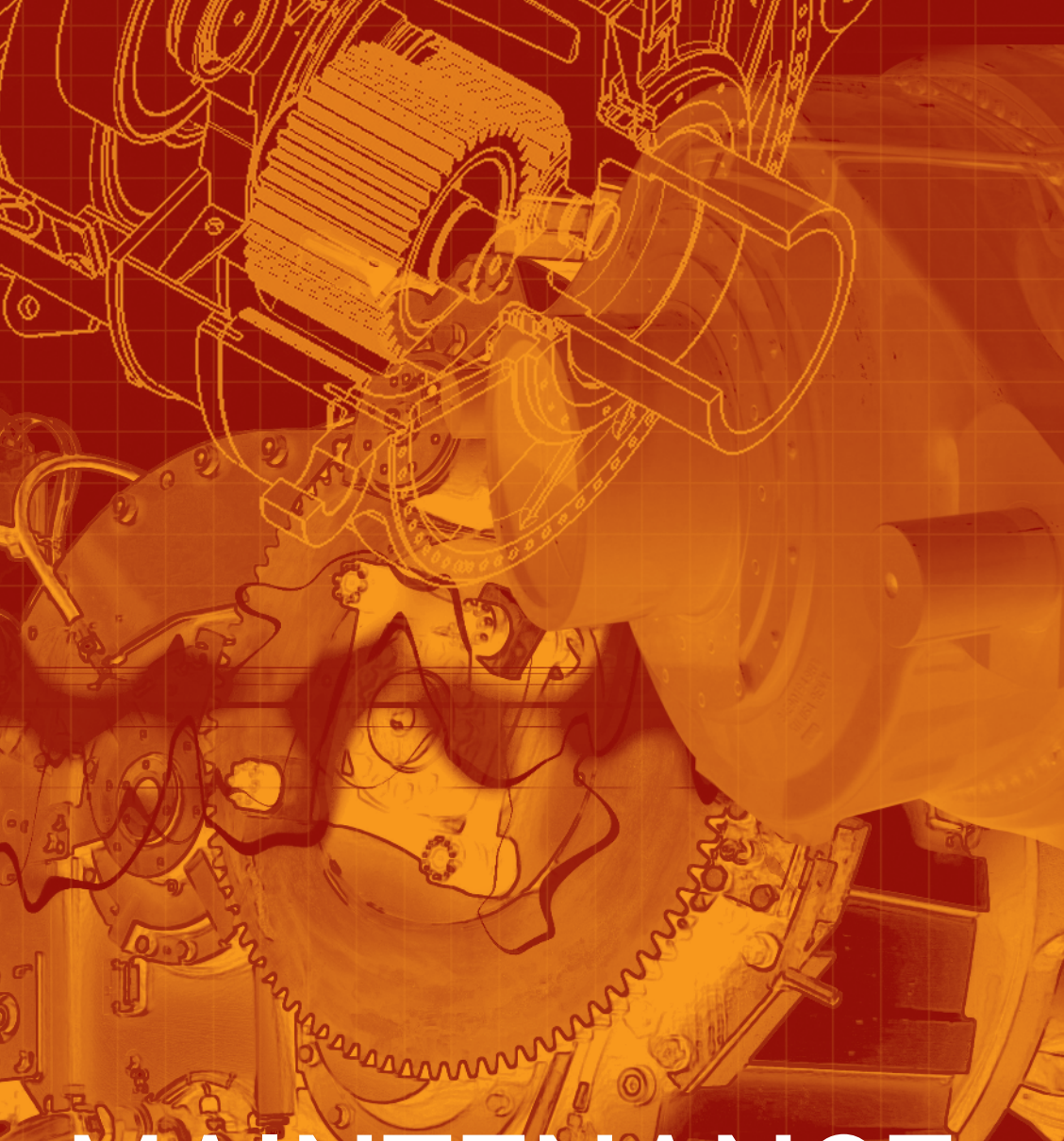
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Gearbox Repair	38	Pressure Washing.....	45
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The advertisement features a background of wind turbines in a green field under a blue sky. Overlaid on this are several technical and operational images: a close-up of a turbine's internal shaft alignment mechanism with a laser sensor; a 3D diagram of a turbine's internal structure showing shaft alignment; a computer monitor displaying a software interface for condition monitoring; a person working at a computer workstation; and a physical control unit or sensor box. The text is prominently displayed in yellow and orange, with the company name and contact information at the bottom left.

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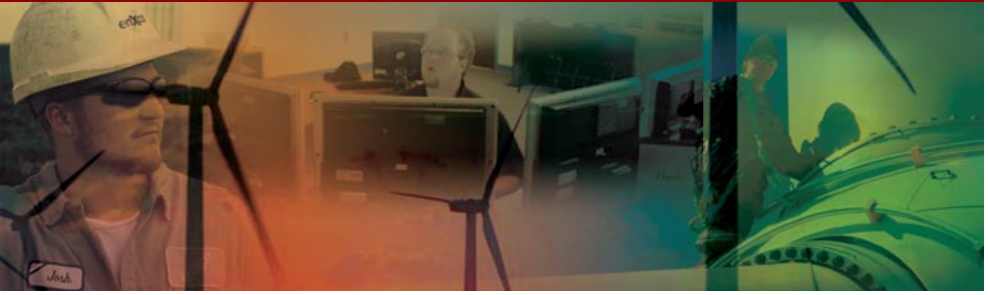
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Even as it keeps an eye on its customer's assets, this company conducts quality-control assessments of its own operations, providing additional confidence in its abilities.

IN THE EARLY DAYS OF THE NORTH-AMERICAN wind industry, California's Altamont Pass was a hotbed of wind-farm development. As the towers were erected, and then began to age and fail, turbine maintenance emerged as a promising growth market. Jørn Larsen was one of the first to recognize that opportunity and capitalize on its potential.

"There was basically no thought given to O&M back then, but once these early turbines began to break down Jørn and his partners started refurbishing them for the owners," according to David Luck, director of business development at enXco Service Corp. "And that's how the company got its start."

Widely recognized as a forerunner to this increasingly critical sector of the wind industry—especially as the market matures, and older turbines require upkeep to extend service life—enXco Service Corp. is now part of the EDF Energies Nouvelles family of companies, with sister entities devoted to greenfield development and asset management. Despite their shared provenance, however, they are completely separate companies.

As for the services offered by enXco Service Corp., they are vast, both in terms of range as well as reach. "We provide the full scale of O&M services," Luck says, "and we're involved in a significant portion of the wind-farm projects currently operating in the United States, with others located in Canada."

The company's scope of capabilities includes both scheduled and unscheduled maintenance, parts procurement and inventory control, 24-hour remote monitoring and fault reset, and comprehensive reporting. Monitoring activities are conducted at its NERC-compliant operations control center, or OCC, which currently watches

over nearly 3,000 turbines across the country, every hour of the day, every day of the week. This is a healthy portion of the more than 5,200 turbines it has under contract. "We've been told that it's the finest facility of its kind in the country," Luck says, "and we're constantly updating operations with all the latest available technologies."

While it will subcontract certain services such as snow removal and some blade repair—"although we do handle that ourselves in some areas," Luck says—the vast majority of its activities are conducted by dedicated enXco Service employees. "One of the hallmarks of this company is our internal training program, which has equipped more than 300 of our wind technicians with the knowledge and skills they need to provide the level of service our customers have come to expect from us."

Having enjoyed a front-row seat to the development of the U.S. wind industry from the very beginning, enXco Service utilizes that information in ways that provide maximum benefit to its customers. "Our file cabinet of experience is very deep, and we're able to share that knowledge with our customers in helping them compile accurate information when approaching a new project. If someone is responding to an RFP from a utility company, for instance, we can help them develop a very accurate picture of the maintenance costs involved. And we've also found that our involvement in a project can be very helpful when a group of developers is seeking financing, since we definitely have the reputation and weight to back up our claims.

"We're interested in developing long-term relationships," Luck says, "so we're always glad to get involved in the earliest stages of a project, especially if we can help make it a reality."—R.W. ✎

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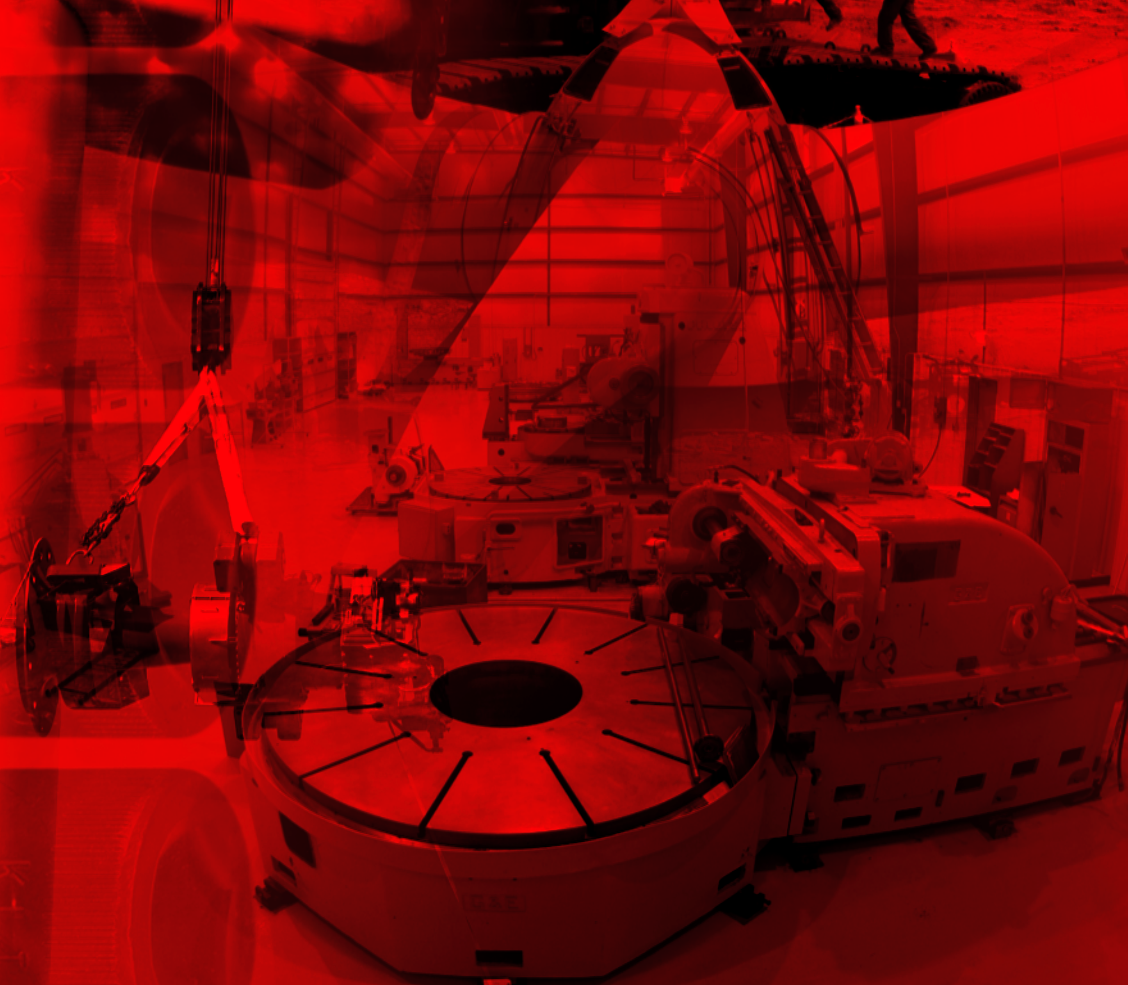
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Blades.....	47	Material Handling.....	56
Braking Systems.....	47	Metal Fabrication Equipment.....	58
Coatings/Chemicals.....	47	Metrology.....	59
Composite Manufacturing Equipment.....	47	Other Composite Components.....	59
Composite Materials.....	47	Other Turbine Components.....	59
Contract Machining.....	48	Pitch/Drive Systems.....	61
Cutting Tools.....	51	Slip Rings/Brushes.....	61
Design Services/Equipment.....	51	Steels/Metals.....	61
Drivetrain Systems.....	52	Turbine Systems.....	62
Gears/Bearings.....	52	Tower Internals.....	63
Gear Manufacturing Equipment.....	54	Turbine Subcomponents, Electrical.....	63
Generators.....	55	Turbine Subcomponents, Mechanical.....	65
Hubs/Rings/Forged Components.....	55	Turbine Towers.....	65
Machining Centers/Machine Tools.....	56	Workholding.....	65

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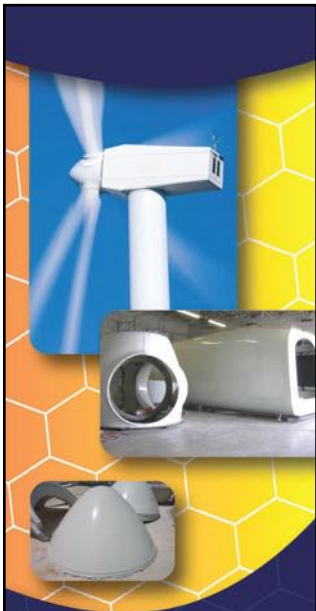
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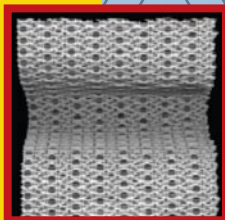
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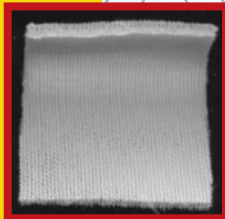
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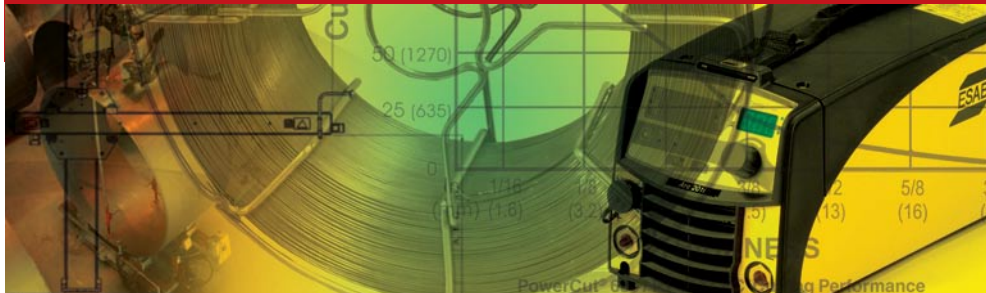
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In the early 1900s this company revolutionized the welding process, leading to stronger ships, steel structures, and many years later, wind towers. Their innovations continue.

IN 1904 A SWEDISH ENGINEER by the name of Oscar Kjellberg produced a coated electrode that substantially improved the quality of weld metal. This game-changing development was the foundation of Elektriska Svetsnings-Aktiebolaget, now known as ESAB, one of the world's largest producers of welding consumables and equipment.

"This was just about as revolutionary as you can get," according to Richard Hadley, president of ESAB Group Canada, Inc., and general manager of ESAB Welding Automation North America. "Just think of the difference it made in building ships and other steel structures, which had relied heavily on riveting in the past."


Not only was Kjellberg an extraordinary inventor, he was quite an astute businessman as well, licensing this newly-developed technology to companies around the world—many of which it eventually acquired. Such was the case in the United States, where ESAB's purchase and consolidation of companies such as Alloy Rods and L-Tec to the establishment of its offices there in the late eighties. As a European-based company, however, its entry into the wind-energy market came much earlier.

"During the oil embargo of the mid-seventies, many European countries realized they simply had to decrease their reliance on oil, so that was really the genesis of wind generation there," Hadley says. "The first turbines were supported by metal-lattice structures, but as they grew heavier the industry moved to tubular towers, and that's our specialty. So as the wind industry grew, our tower-building technology grew along with it, and we've also been able to serve as a conduit in carrying that information from Europe to North America."

One longstanding relationship that provides an example of how ESAB collaborates successfully with its customers involves Denmark-based Vestas, the world's leading supplier of windpower solu-

tions. "In the past we've worked closely with Vestas to develop special filler metals to withstand cold temperature service as well as special multiwire high-deposition welding machinery and delivery systems," he says. "More recently we've been heavily involved in the Vestas wind-tower manufacturing facility now being completed in Colorado, which will be the largest in the world. We've been working to meet their requirements nearly since the beginning of this project, and we currently have up to 30 ESAB employees working there to complete the installation and assist with startup."

Perhaps the most astounding piece of equipment developed for this facility is a column and boom that extends the welding head up to 12.5 meters, allowing the head to reach multiple weld seams, and thus increasing efficiency. On a conventional machine the one piece boom extends its full length out the back of the machine during retraction, consuming precious floor space. Working with Vestas, ESAB developed a telescopic boom that retracts into itself without reaching back into the space behind the machine base. "This is a product that didn't exist previously, but they trusted us enough to place the order, and we delivered," Hadley says. "It's probably the largest apparatus of its kind in the world, and I believe it will be a resounding success."

In addition to providing its expertise on cutting-edge projects such as this, ESAB also helps existing facilities to operate more efficiently, suggesting advanced welding processes, handling systems, and many other means of streamlining productivity in an increasingly competitive market. "Everybody wants to be faster and stronger, leaner and meaner, but how you achieve that is different for every company," Hadley says. "We're here to take that into consideration, and to tailor a solution to meet our customer's individual needs." —R. W. 

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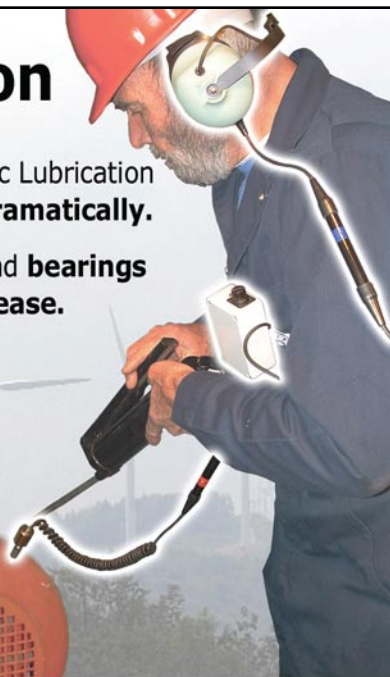
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Consulting Services	67	Safety Training	76
Economic Development.....	69	Shipping Materials	76
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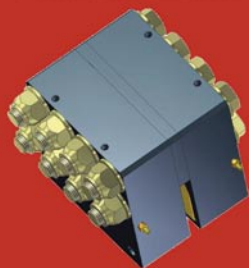
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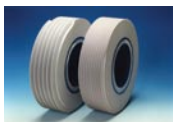


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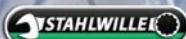
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ADINDEX

Advanced Protection Technologies.....	39
Ajax Rolled Ring & Machine, Inc.....	59
Aztec Bolting.....	31
Bronto Skylift Oy Ab.....	10
Carl Zeiss IMT Corp.....	54
Casper Area Economic Development, Inc.....	79
Curtiss-Wright Flow Control Company.....	IBC
D2000 Safety, Inc.....	19
East Coast Lightning Equipment.....	39
Elk River, Inc.....	21
Energy Storage & Power LLC.....	27
enXco.....	43
ESAB Welding & Cutting Products.....	IFC
Excel Gear, Inc.....	55
Gleason Corporation.....	2
Global Finishing Solutions, Inc.....	24
Greater Topeka Chamber of Commerce.....	71
Havlik International Machinery.....	15
Herguth Laboratories, Inc.....	41
Hermes Abrasives.....	77
HPM America LLC.....	BC
Hydra-Lock Corporation.....	56
Hytorc.....	33
Industrial Piping & Steel Company.....	28
Int'l Specialized Trailer Mfg. LLC.....	35
JLM Systems, Ltd.....	44
JPW Riggers, Inc.....	22
Junction City Kansas EDC.....	70
KB Energy Company.....	22
Lapp USA.....	23
Ludeca, Inc.....	40
McClarín Plastics, Inc.....	48
Mr. Crane.....	13
Nebraska Public Power District.....	72
Norm Tooman Construction, Inc.....	77
Overton Chicago Gear.....	57
Pamco Machine Works, Inc.....	77
Pampa EDC.....	69
Parker Industries.....	51
Polynova Composites.....	50
Polytech Services Company.....	58
R.P. Machine Enterprises, Inc.....	1
Rev1 Wind.....	44
Rohn Products International, L.C.....	14
RSC Equipment Rental.....	4
Sandvik Coromant.....	53
SECO Tools, Inc.....	49
SSB Services, Inc.....	7
Stahlwille Tools NA.....	25,77
Stor-Loc.....	64
Tech Products, Inc.....	19
The Gear Works – Seattle, Inc.....	77
Thermion, Inc.....	28
Threaded Fasteners, Inc.....	21
ThyssenKrupp Safway, Inc.....	17
Trench Grader.....	13
Turner Bros. LLC.....	29
UVLM, Inc.....	63
W. C. Branham, Inc.....	77
Willman Industries.....	79
World of Concrete.....	75

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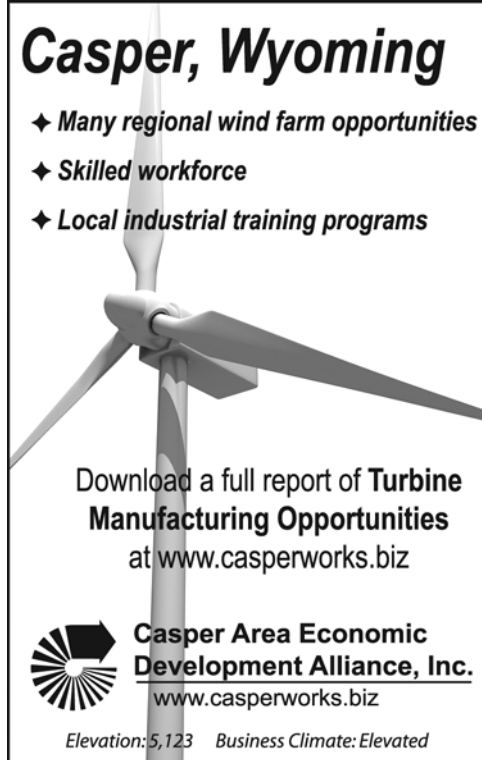
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COULD YOU DESCRIBE THE NPPD'S ORIGINS AND STRUCTURE?

NPPD is a governmental entity, established in 1970 out of a merger among several other public-power organizations, and it is governed by a publicly-elected board of directors representing 11 districts across the state. Our directors serve six-year terms and set direction and policy for NPPD. Primarily a wholesale power supplier, NPPD has about 3,200 megawatts of generation assets consisting of nuclear, coal, hydro, natural gas, oil, and wind resources. NPPD also operates more than 4,000 miles of high-voltage transmission lines, covering a large share of the state. Our wholesale customers account for approximately three fourths of our total revenues, with the remainder of our revenues coming from energy sold directly to retail customers. Our charter service territory is 91 out of 93 counties, so our retail customers are located throughout the state, in communities outside of Lincoln and Omaha.

WHEN DID YOU DECIDE TO PURSUE WIND AS A POWER SOURCE?

The board of directors approved our first wind project in 1998 in order to learn more about wind generation and how to integrate it into our system on a small scale. It consisted of two 750-kilowatt turbines located in north-central Nebraska. Our next project, in 2005, was the Ainsworth Wind Energy Facility, which we own and operate. It generates approximately 60MW of electricity with 36 turbines. NPPD retains about 32 megawatts and sells the remaining 28 megawatts to other public-power entities around the state and country. While the large wind farm

performed well the first year, we have learned many lessons while operating this facility, and there were some problems to overcome in subsequent years. Nebraska's environment brings rain, snow, sleet, ice, and dramatically changing wind conditions, not to mention temperatures as high as 110 degrees down to 25 below, so we had some problems with blades cracking, gear-boxes, and other maintenance issues. NPPD has since decided to take a different approach to incorporating wind into our generation assets.

WHAT DOES THIS NEW APPROACH INVOLVE?

Rather than continuing to develop wind farms as the owner/operator, we've begun working with private developers who construct, own, and operate them in areas we have approved. The sites we've identified meet two primary criteria; that they have a steady wind supply and are located near existing high-voltage power lines. In this arrangement, NPPD doesn't have to provide financing to construct the farms, and we don't have operational responsibilities. In addition, the private developers are able to take advantage of federal incentives that NPPD isn't eligible for. We purchase the output from them at a fixed rate, so we know exactly what we will be paying for the duration of the contract. Our process begins with issuing a request for proposal, or RFP. In 2008, NPPD signed a power purchase agreement for 80MW from the first of these projects, the Elkhorn Ridge Wind Facility, which came online earlier this year. We see this as a great relationship because we didn't have to raise capital, and the owner/operator is responsible for all maintenance and upkeep.

WHAT IS YOUR PROGNOSIS FOR THE FUTURE OF WIND ENERGY IN YOUR POWER PORTFOLIO?

Wind will provide an increasingly larger share of NPPD's energy in the future. Even though less than 2 percent of our energy requirements are currently derived from wind, our board of directors recently established a goal of 10 percent by the year 2020, which I am confident we'll be able to meet. Nebraska reportedly has the sixth-best wind potential in America, so there is opportunity here, especially for wind industry equipment manufacturers. The state is central to areas where wind generation has the most potential. Nebraska has an excellent workforce, some of the lowest electricity rates in the country, and state incentives for both developers and manufacturers who are thinking of locating here. I can assure you that there is a great deal of opportunity for wind industry manufacturers here in Nebraska. ↴

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