

# NEW LINE OF BUSINESS: ASPLUNDH ENGINEERING SERVICES

In October 2020 at the Fall Edison Electric Institute (EEI) Transmission, Distribution, Metering and Mutual Assistance (TDMMA) Virtual Conference, Asplundh Engineering Services was formally introduced as a new line of business within UtiliCon Solutions. The core focus of Asplundh Engineering is to provide engineering, design and planning, testing and commissioning, project management, Engineer-Procure-Construct (EPC), and power systems analysis services to electric and gas utilities, contractors, developers and major industrial and commercial facilities. The following subsidiary companies are now organized under the Asplundh Engineering Services umbrella: American Electrical Testing Co. (AET), Burlington Electrical Testing (BET), Asplundh Construction's California-based Planning and Design Group, Power Delivery Solutions (PDS) and the recently acquired Kupper Engineering. Most recently, in February 2021, AET's engineering division became the first direct employees of Asplundh Engineering Services under a newly formed region.

From the beginning, UtiliCon has performed testing, engineering and design services through its subsidiary companies. Initially, the individual companies would handle these tasks on their own, but over time, UtiliCon began focusing on companies that provided similar and complementary testing, engineering and design services with a strong focus on the electric transmission, distribution and power generation markets. They found that many customers were seeking these capabilities as well as knowledge and expertise in renewable energy, which has grown significantly in the last several years. With this in mind, Asplundh Engineering Services was created to leverage the vast experience and expertise of its many professionals under one cohesive brand.

Bringing this new business line to fruition are two leaders who were already within UtiliCon: President Dave McGinley and Vice President Charley Blizard.

McGinley has an electrical engineering degree from Cornell University and a Master of Business Administration degree from Drexel University. He was a project engineer for PECO Energy before joining VSI Meter Services (now Grid One Solutions), which was acquired by Asplundh in 2003. In addition to his role as president, McGinley has also assumed all responsibility for Asplundh Construction's Planning and Design Group. "It's exciting to bring together the collective expertise of the various engineering, planning, testing and commissioning groups within UtiliCon under the strong, nationally recognized brand that is Asplundh," McGinley said, continuing, "I believe our customers and prospective customers will share our excitement as we begin to demonstrate the variety of services we can package together for them."

With nearly 40 years of experience in managing and growing engineering services businesses, Blizard originally came to UtiliCon through the acquisition of AET in 2007. AET was founded in 1981 by his father, Charley Blizard Sr. Blizard joined AET that same year, utilizing his business management degree from Boston University to focus on building and growing AET's business while Blizard Sr., who was an engineer, handled the technical side. Over time, Blizard's expertise with electrical testing, maintenance and commissioning grew. "I am extremely excited about the opportunities that we have already begun to see as we have gone to market as Asplundh Engineering. The teamwork and energy around building this into a successful brand and entity has been infectious," Blizard said.

In late 2020, Asplundh Engineering began actively marketing to existing customers and is currently working with renewable energy developers and has several EPC contracts in progress, including a large project with New Jersey Transit. Asplundh Engineering Services plans to expand their offerings and expertise nationally to become one of the top engineering firms across the United States.

## LEADERSHIP



**Dave McGinley**  
President



**Charley Blizard**  
Vice President

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