

# TRANSPORT, FIGURE-8, AND PAYOUT IN A SINGLE UNIT SOLUTION

## REEL LOADERS

A Kansas-based company who specializes in fiber-to-home construction, introduced Hydrabed Reel Loaders into their fleet as a result of winning a free 1-month rental of these units from Premier Truck Rental. We spoke to the owner of the company about his integration of reel loaders into his fleet, understanding how these specialty telecom trucks aided in the advancement of their projects. With their original fleet setup, he relied on larger flatbed trucks with reel carriers, which required licensed CDL drivers to operate. Maneuvering these larger trucks into tight spaces and navigating job sites was proving to be difficult. Additionally, they had to invest in hiring more drivers to help accommodate their fleet requirements.

During the National PCCA conference, they entered the PTR raffle and won a one-month free rental of our 2-ton Hydrabed Reel Loader unit. This trial gave our customer insights into the Reel Loaders' capabilities and led to the expansion of these units within their fleet.

Introducing Reel Loaders into their fleet gave a single-unit solution that could

efficiently transport reels, facilitate figure-8ing of fiber to residential areas, and accommodate diverse material handling requirements. The compact design of Reel Loaders offered a more agile and cost-effective solution, aligning seamlessly with the company's objectives of optimizing resource utilization and enhancing operational efficiency.

The deployment of Reel Loaders transformed our customer's approach to fiber optic installation, enabling them to efficiently navigate residential areas and undertake various installation tasks with precision.

**THE USE OF FIGURE-8 ATTACHMENTS SIGNIFICANTLY REDUCED MANUAL LABOR REQUIREMENTS, ALLOWING FOR FASTER DEPLOYMENT OF FIBER OPTIC CABLES WITH MINIMAL PERSONNEL INVOLVEMENT.**

The compact design of Reel Loaders provided access to tight spaces and enhanced maneuverability, eliminating the challenges posed by larger trucks and trailers.

**OUR CUSTOMER EXPERIENCED TANGIBLE BENEFITS ACROSS MULTIPLE FRONTS, INCLUDING SUBSTANTIAL TIME SAVINGS, REDUCED LABOR COSTS, AND ENHANCED OPERATIONAL FLEXIBILITY.**

The expedited fiber optic installation process translated into accelerated project timelines and improved overall productivity. Furthermore, the reduction in equipment damage and repair costs underscored the durability and reliability of Reel Loaders, consolidating their position as indispensable assets within the company's paid fleet portfolio.

The versatility of Reel Loaders was further utilized through the adoption of the optional figure-8 attachments, which became indispensable tools in the company's daily operations. By incorporating figure-eight capabilities, the company experienced significant time savings during fiber optic installation, streamlining the process and enhancing overall efficiency. With the successful integration of Reel Loaders into their fleet full time, the company currently operates ten units, each contributing to enhanced operational efficiency and versatility. The decision to retain Reel Loaders as owned, paid assets was driven by their multifunctionality and ability to streamline various installation tasks beyond figure-8ing. By consolidating multiple units into a single Reel Loader, the company achieved significant cost savings while maintaining a competitive edge in the rapidly evolving telecommunications landscape.

"Hydrabed Reel Loaders are superior to any other type of truck or reel set-up when you are handling reels or blowing fiber," said the owner, reflecting on the impact of the units on his company.

The integration of Hydrabed Reel Loaders into our customers' fleet was transformative, becoming a standard paid unit for the company. Not only has it optimized and expanded their fiber deployment operations, but it has also provided overall cost savings, reduced crew requirements, and improved maneuverability on job sites. By prioritizing efficiency and innovation, this company has positioned itself as a leader in the construction industry and has grown exponentially in the business of fiber installations within the last year.



3 UNITS  
↓  
1 UNIT

THREE CREW MEMBERS TO FIGURE-8  
↓  
ONE CREW MEMBER TO FIGURE-8

TO PAY OFF FIBER  
2 HRS  
BEFORE REEL LOADER  
↓  
5 MIN  
USING REEL LOADER