

The Coolest Thing We Ever Made: Cory McQuate's Story

As our series on "The Coolest Thing We Ever Made" continues, one theme keeps emerging: the projects that stand out the most are often the ones that push us beyond what we thought was possible.

This month's story comes from Cory McQuate, division Manager for the Utility and Defense Divisions, whose selection showcases MGS's ability to tackle large-scale engineering challenges while delivering results that continue to perform years later.



The Project

When asked to identify the coolest thing he worked on at MGS, Cory chose the ECF20101-50,000-pound capacity Twin Reel Cable Trailer, a project completed for PG&E in 2014-2015.

These trailers were designed to safely haul and dispense two 25,000-pound cable reels, making them among the largest and most capable units MGS had ever produced. The customer had experienced failures with competitors' trailers, particularly in the reel stand area, and was looking for a more robust and reliable solution. To better understand the challenges, an MGS team traveled to California to inspect existing equipment and gather firsthand information before beginning the design and manufacturing process.

A Complex Challenge



The trailers were anything but ordinary.

They incorporated:

- Massive structural components
- Pneumatically controlled brake interfaces that communicated with the pulling vehicle
- Self-powered hydraulic and pneumatic systems
- Specialized reel handling capabilities
- Semi-trailer scale dimensions and capacities

According to Cory, the trailers were extremely large, extremely complex, and completely self-powered. To meet an aggressive schedule, MGS partnered with outside suppliers for portions of the hydraulic and pneumatic system configuration. The result was a true team effort that combined internal expertise with strategic external support.

Rising to the Occasion

One of the most impressive aspects of the project was the timeline.



MGS successfully built five units in 2014, each selling for approximately $135,800, and followed that effort with a sixth unit in 2015. Not only were the trailers delivered successfully, but they were completed on schedule and with strong profit margins.

That accomplishment required coordination across sales, engineering, project management, manufacturing, and supplier partners-a great example of what can happen when an entire organization rallies around a challenging objective.

The Real Test of Success

Many projects look good when they leave the shop. The true measure of success is how they perform over time.

More than a decade later, Cory has seen several of these trailers still operating on PG&E property after approximately twelve years of service.

That's a powerful testament to the quality of the design, the craftsmanship of the build, and the commitment of everyone involved in the project.

Lessons Learned

Reflecting on the experience, Cory pointed to a lesson that applies far beyond a single trailer program:

"When properly queued, the MGS team can conquer some of the most difficult problems." The project demonstrated that MGS could deliver a highly complex product, meet customer specifications, stay on schedule, and remain within expectations-all at the same time.

Why This Matters

Each story in this series highlights a different strength of MGS.

- Jeff Grumbling's Poultry Live Transport System demonstrated our ability to transform an idea into a functioning product.
- Phil Hornberger's Airport Triage Trailer project showed how innovative solutions can support critical emergency operations.
- Jere Grube's Triple Turret Trailer illustrated how complex engineering can create innovations that influence future products.
- And Cory McQuate's Twin Reel Cable Trailers remind us that MGS can successfully take on projects that seem larger, more complicated, and more demanding than anyone initially imagined.

The common thread is clear: when faced with a difficult challenge, MGS has never been afraid to find a way forward.

And judging by the stories we've collected so far, some of our coolest accomplishments came from the projects that looked the hardest at the start.

Momentum Is Building for UFS

JULY ORDER ACTIVITY POINTS TO A STRONG SECOND-HALF OPPORTUNITY FOR THE UFS SALES DIVISION.

After a challenging start to the year, the Utility Fleet Solutions team is seeing meaningful momentum return. UFS orders are beginning to shake loose, and the activity now coming through the pipeline is a clear reminder of what focused sales effort, customer follow-up, and strong product reputation can produce.

One of the biggest wins is the purchase order activity from UGI, including 31 trailers ranging from purchased enclosed trailers to large equipment and coiled pipe trailers. Kevin Antol has worked hard to bring this opportunity in-house, and the result is a significant order package valued at approximately $1.6 million.

The momentum is not limited to one customer or one region. Kevin Cummins continues to make strong headway in Texas, one of our target growth states. Bluebonnet Electric Cooperative has placed its first order for a prototype turret trailer, creating an important opportunity for a potential multi-unit follow-up order if the trailer meets their operational needs. We also received a purchase order for a prototype gooseneck equipment trailer from Texas-based CenterPoint Energy. CenterPoint Energy represents the kind of strategic account that can help UFS reach in a major utility market. With natural gas services to approximately 2.3 million customers and electric transmission services to approximately 2.9 million customers, they offer the potential to become a long-term, high-value customer as we continue establishing MGS quality and service in Texas.

We expect to book more than $1,000,000 for the month of July, creating a stronger foundation for steady workflow and a healthy mix of trailer styles and building complexities. This progress also gives us a real opportunity to build toward back-to-back $1,000,000 sales months from October through December, supported by improved production flow, continued customer engagement, and the full strength of the MGS team.

Just as important, several of these orders are coming from new customers who are experiencing MGS for the first time. That puts the spotlight on what has always set us apart: dependable communication, practical engineering, quality manufacturing, and a willingness to solve real-world utility fleet challenges. Every successful building gives us another chance to turn first order into a lasting relationship.

This is the kind of momentum we can build on: focused selling, trusted products, and a manufacturing team ready to deliver.

The groundwork being laid now can help carry us into a stronger finish and position MGS Incorporated for continued growth in key utility markets. Thank you all for your efforts!

Cory McQuate UFS Division Manager

DMS

Kratos is requesting quotes for the PBACMT DU / QU project, the chassis some of you know as the “Swiss Cheese Trailer.” This chassis will be used to transport specialized, sensitive, or high-value payloads after final upfit at Kratos.

Our original order was for three Engineering Units (EU), and we have now been asked to re-quote the next two phases of the project: the balance of the Design Units (DU) and the Qualification Units (QU). The total quantity for both phases is expected to be six trailers. DU orders are most likely in 2027, with QU orders expected in 2029. This has been a long process and a valuable opportunity for MGS and our partner, Kratos.

The project has required our team to stay flexible, including developing a method to add VIN numbers to the chassis, supporting the prime contractor’s testing requirements and performing suspension alignment and air brake installation and testing. One of the two chassis we have produced has completed testing at the Larson Institute Test Track in Bellefonte, Pennsylvania, and the other has completed static load testing at Kratos. We look forward to supporting the next two phases of the project while maintaining the quality and service our partner expects from MGS. Thank you to Austin Woodworth for managing this challenging project, with support from Jeff Grumbling, Dennis Weitzel, and the rest of the MGS team.

Cory McQuate, DMS Division Manager

OEM

July marked the successful completion and shipment of the Dual Agent Trailers for National Foam, bringing to a close a project that began in April 2026. Picked up on July 23, this complex build required outstanding teamwork and collaboration across every department.



Throughout the project, our engineering team worked closely with the customer to resolve several discrepancies between the original documentation and the actual project requirements. Design updates, including modifications to the stainless-steel piping system and adjustments to the trailer length for proper weight distribution—were successfully incorporated to ensure the final product met all specifications.

Throughout the project, our engineering team worked closely with the customer to resolve several discrepancies between the original documentation and the actual project requirements. Design updates, including modifications to the stainless-steel piping system and adjustments to the trailer length for proper weight distribution—were successfully incorporated to ensure the final product met all specifications.

The project also included a highly specialized stainless steel piping system requiring passivation. Thanks to the efforts of our purchasing team, a qualified vendor was secured to complete the welding and passivation work within an impressive four-week turnaround.

Production presented additional challenges, including customer inspections at every stage, documentation revisions, staffing changes, and the need to remake several piping components and correct hose fittings. Through close collaboration with National Foam and exceptional teamwork across engineering, purchasing, production, assembly, and quality, each challenge was resolved.



This project is a great example of our team's commitment to problem-solving, adaptability, and delivering high-quality products that meet our customers' expectations.

Congratulations to everyone involved on another successful delivery!

Clay Golden,
OEM Division Manager

FROM CABLE CHAOS TO CLEAN CONNECTIVITY

Jon Paula, from Information Systems, recently completed a major cleanup and improvement project in the server room, transforming a crowded and difficult-to-maintain network area into a cleaner, more organized space.

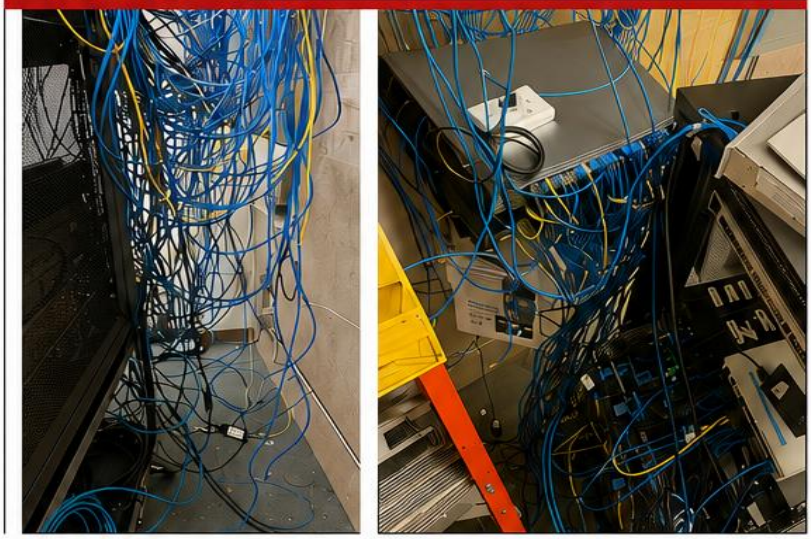
NEW SWITCH EQUIPMENT
Installed new switch equipment to improve network performance and reliability.

NEAT & ORDERLY CABLING
Re-ran network cables in a neat and orderly layout for easier management and troubleshooting.

CLEANED UP ABOVE THE CEILING
Removed unused cables and organized existing cabling above the ceiling for a cleaner, safer environment.

MAINTENANCE TEAM SUPPORT
The Maintenance department fabricated in-house J-hooks to support the ceiling cabling and hung the new network enclosure. Their craftsmanship and teamwork were key to the success of this project.

BEFORE



AFTER



The before-and-after photos show just how much work went into the project. What was once a tangled collection of cables is now easier to follow, easier to maintain, and better prepared for future technology needs.

Thank You!

Thank you to **Jon** for leading the server room cleanup and to the **Maintenance department** for their support in making the project a success.

It is a great example of teamwork and the behind-the-scenes improvements that help keep MGS connected.

AUGUST HIGHLIGHTS & SEPTEMBER REMINDER

SUMMER CHALLENGE

AUGUST 02

SUMMER CHALLENGE ENDS

Today is the final day of the MGS Summer Challenge! Congratulations to everyone who participated and helped make this year's challenge a success.



AUGUST 07

PURPLE HEART DAY

Today we honor the brave men and women of the United States Armed Forces who were wounded or made the ultimate sacrifice while serving our nation. Thank you for your courage, service, and sacrifice.



AUGUST 14

HAWAIIAN SHIRT FRIDAY

Break out your favorite Hawaiian shirt and bring a little island spirit to MGS! Join your coworkers for a fun day of colorful shirts and summer vibes.



AUGUST 19

WORLD HUMANITARIAN DAY

A day to recognize individuals around the world who dedicate their lives to helping others during times of crisis. We celebrate compassion, service, and making a positive difference in our communities.



VACATION REQUESTS DUE

If you are planning to take time off around the Labor Day holiday, **vacation requests must be submitted by**

MONDAY, AUGUST 24, 2026.

Please work with your supervisor to ensure schedules can be coordinated.



★ LABOR DAY HOLIDAY ★



MGS WILL BE

CLOSED

MONDAY, SEPTEMBER 7, 2026

We hope everyone enjoys a safe and relaxing Labor Day weekend with family and friends.

MGS WILL REOPEN

TUESDAY, SEPTEMBER 8, 2026



THANK YOU FOR ALL YOU DO!

HAPPY ANNIVERSARY!

Thank you for your dedication, hard work, and continued contributions to MGS.

AUGUST EMPLOYEE ANNIVERSARIES

We congratulate the following team members for their years of service and commitment to **MGS**!

15 YEARS — **James Fulton** — 15 years	6 YEARS — **David Longenecker** — 6 years	6 YEARS — **Levi Taylor** — 6 years
4 YEARS — **Shawn Kirk** — 4 years	4 YEARS — **Troy Johnson** — 4 years	2 YEARS — **Mark Gerhart** — 2 years
2 YEARS — **Jeremy Good** — 2 years	1 YEAR — **Nick Luettgen** — 1 year	1 YEAR — **Brandon Brauser** — 1 year

Each of you plays an important role in our success.

Thank you for being part of the MGS Team!

TOGETHER WE BUILD. TOGETHER WE SUCCEED. #MGSSTRONG



AUGUST EMPLOYEE BIRTHDAYS

NAME	DAY
Rob Miley	03
Christepher Wilson	03
Sean Parrish	04
Patrick Boddicker	04
Andrew Gehman	12
Chase Dunn	12
Brett Shick	14
Alex Gonzalez	14
Jere Grube	16
Dylan Kaufman	17
Kolten Beck	20
Levi Taylor	21
Wesley Holloway	22
Markus Krieger	27
Joe Beatty	29



Slice into August with Two Delicious Pie Recipes!



EASY CORN PIE

SERVES 6–8

INGREDIENTS

- 1 cup all-purpose flour
- 1 cup cornmeal
- ½ cup sugar
- 1 tablespoon baking powder
- ½ teaspoon salt
- ½ cup (1 stick) unsalted butter, melted
- 1 cup whole milk
- 2 large eggs
- 1 can (15 oz) whole kernel corn, drained (or 1 ½ cups fresh or frozen corn)
- 1 can (15 oz) cream-style corn
- 1 teaspoon vanilla extract (optional)

DIRECTIONS

1. Preheat oven to 375°F. Grease a 9-inch pie dish.
2. In a large bowl, whisk together flour, cornmeal, sugar, baking powder, and salt.
3. In another bowl, whisk together melted butter, milk, and eggs.
4. Stir wet ingredients into dry ingredients until just combined.
5. Fold in whole kernel corn, cream-style corn, and vanilla extract (if using).
6. Pour batter into prepared pie dish and smooth the top.
7. Bake for 45–50 minutes, or until golden brown and set in the center.
8. Let cool slightly before slicing and serving.

Delicious warm, at room temperature, or even chilled!



EASY ONION TART

SERVES 6–8

INGREDIENTS

- 1 refrigerated pie crust
- 4 large yellow onions, thinly sliced
- 4 slices bacon, chopped
- 2 tablespoons butter
- 2 eggs
- ¾ cup sour cream
- ½ cup heavy cream
- 1 teaspoon caraway seeds (optional)
- Salt and pepper
- Fresh chives or parsley for garnish

DIRECTIONS

1. Preheat oven to 400°F.
2. Cook bacon until crisp; remove.
3. In the bacon drippings and butter, cook onions over medium-low heat for 20–25 minutes, until soft and lightly golden.
4. Stir in bacon and let cool slightly.
5. Whisk together eggs, sour cream, heavy cream, salt, pepper, and caraway seeds.
6. Place pie crust in a 9-inch pie plate.
7. Spread onion mixture into crust.
8. Pour custard over onions.
9. Bake 35–40 minutes until golden and set.
10. Let rest 10 minutes before serving.

Garnish with fresh chives or parsley.

SUMMER SUN SAFETY & NATIONAL EYE EXAM MONTH

Stay Protected. Stay Safe. Stay in Focus.



Summer is a great time to enjoy the outdoors, but it also brings stronger sun exposure. August is also National Eye Exam Month—a perfect reminder to protect your eyes and get the care they need!

SUN SAFETY
Protect your skin.
Protect your health.

EYE HEALTH
Protect your vision.
Protect your future.

SUN SAFETY TIPS

WEAR SUNSCREEN
Use SPF 30 or higher and reapply every 2 hours, especially if sweating.

WEAR PROTECTIVE GEAR
Wear a wide-brim hat, UV-blocking sunglasses, and lightweight, long-sleeved clothing.

STAY HYDRATED
Drink plenty of water throughout the day, even if you don't feel thirsty.

SEEK SHADE
Take breaks in the shade when possible, especially between 10 AM and 4 PM.

BE UV AWARE
Check the UV index daily and take extra precautions on high UV days.

EYE HEALTH TIPS

WEAR UV PROTECTION
Always wear sunglasses that block 99–100% of UVA and UVB rays.

TAKE SCREEN BREAKS
Follow the 20-20-20 rule: Every 20 minutes, look 20 feet away for 20 seconds.

KEEP EYES LUBRICATED
Use artificial tears or blink often to keep eyes comfortable and prevent dryness.

WATCH FOR WARNING SIGNS
Blurry vision, eye strain, headaches, or sensitivity to light may be signs it's time for an exam.

SCHEDULE AN EYE EXAM
Regular eye exams help catch issues early and keep your vision sharp. Don't wait—make your appointment!

Protecting your health helps you stay safe, perform your best, and get home to what matters most.
TAKE CARE OF YOURSELF. WE'RE COUNTING ON YOU!

SAFE TODAY. STRONG TOMORROW.
Working together for a healthier, safer MGS team.

SAFETY STARTS WITH YOU

READY TO TAKE THE FIRST STEP?

WE'RE CONSIDERING PUTTING TOGETHER A COMPANY-WIDE TEAM STEP CHALLENGE AND WANTED TO SEE HOW MUCH INTEREST THERE IS BEFORE WE START PLANNING.

IF THERE'S ENOUGH INTEREST, WE'LL START PUTTING THE DETAILS TOGETHER. WE'D LOVE TO HEAR YOUR THOUGHTS!



WHETHER YOU'RE A DAILY WALKER, A WEEKEND HIKER, A RUNNER, OR JUST LOOKING FOR A LITTLE EXTRA MOTIVATION, THIS CHALLENGE IS FOR EVERYONE. EVERY STEP COUNTS, AND TOGETHER WE'LL ENCOURAGE EACH OTHER TO STAY ACTIVE, HAVE FUN, AND BUILD SOME FRIENDLY COMPETITION ALONG THE WAY.

SPONSORED BY MGS WELLNESS COMMITTEE

REFER & EARN $1000!

We are always looking for top quality talent like YOU to join our team. If you know someone who would be a great fit, refer them and get rewarded! If we hire a quality candidate from your referral you earn $1000. Here is a terrific way to do it using social media. Here is an example...

SPREAD THE WORD!

1. FOLLOW US
Follow MGS on Facebook, LinkedIn, or other social apps.

2. SHARE OUR JOB POSTS
Share our job opportunity ads with your network.

3. ENCOURAGE THEM TO APPLY
Let them know you enjoy working at MGS and encourage them to apply!

GET REWARDED $1000

For more details contact Human Resource.
TOGETHER, WE BUILD. TOGETHER, WE SUCCEED.

WE ARE HIRING

- OEM Account Manager
- Human Resources Recruitment & Employee Engagement Specialist
- Sheet Metal Fabrication Machine Operator
- Welder Fitter/Fabricator - 1st Shift
- Industrial Painter - 3rd Shift
- Industrial Painter - Weekend Shift
- Trailer Sales Specialist at our Colorado Facility

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