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G6 Turbo Puller*





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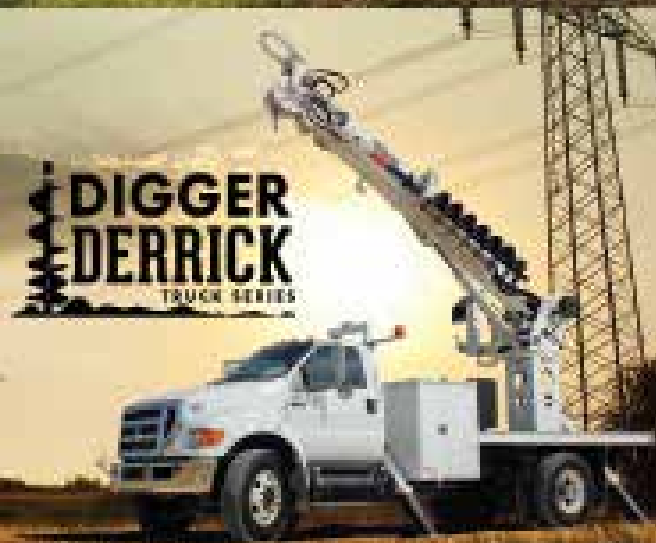




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VERSALIFT
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Terex Utilities Forms Task Force to Develop Drill Rig Operator Certification

Terex Utilities is pleased to announce the appointment of Dale Putman, Product Manager, and Jason Julius, Technical Support and Training Development, to a task force charged with developing a drill rig operator certification.

The certification for foundation drill rig operators is being jointly developed by the National Commission for the Certification of Crane Operators (NCCCO) and the International Association of Foundation Drilling (ADSC). The task force is made up of staff from both organizations, along with subject matter experts from equipment manufacturers, suppliers, contractors, engineers, and safety personnel. Over the next 12 to 16 months task force members will develop content based on field experience and best practices.

Putman brings 43 years of experience working for manufacturers of drilling equipment and auger tools. His thorough understanding of the applications and challenges of drilling operations amplifies his ability to serve the Task Force.

Julius previously served on the Digger Derrick Operator Task Force, a certification which NCCCO released in 2012. He was actively involved in developing and maintaining that program.

www.Terex.com



Robert Nuss Named 2017 ATD Truck Dealer of the Year



Robert (Bob) W. Nuss of Nuss Truck Group, one of Mack Trucks' largest dealers in the Midwest, was recently named the 2017 American Truck Dealers (ATD) Truck Dealer of the Year. The award was presented during the 2017 ATD Convention & Expo in New Orleans. ATD is a division of the National Automobile Dealers Association.

"The ATD Dealer of the Year award recognizes Nuss Truck Group's commitment to helping customers achieve increased uptime and gain a higher return on investment from their Mack trucks," said Jonathan Randall, senior vice president of sales for Mack Trucks North America. "On behalf of everyone at Mack, we congratulate Bob and his entire staff at their locations across Minnesota and Wisconsin."

Nuss was selected from five finalists who were nominated by local, state and national trucking association leaders. A panel of professors from Indiana University's Kelley School of Business selected Nuss as the winner based on several criteria, including dealership performance, industry leadership and civic contributions.

www.macktrucks.com

The Utility Variable-Generation Integration Group Elects Four New Members to Board of Directors

The Utility Variable-Generation Integration Group (UVIG) has elected four new members to its Board of Directors. These individuals serve as industry ambassadors for UVIG and collectively oversee and ensure the association's operations and strategic growth plan.

The newly elected board members are: Mike Casper, President and CEO, Jo-Carroll Energy; Will Kaul, Vice President and Chief Transmission Officer, Great River Energy; Bruce Rew, Vice President of Operations, Southwest Power Pool; and Rashid Abdul, Vice President of Renewable Energy, CG Power Systems.

The installation of these new board members occurred during UVIG's annual Spring Technical Workshop, held in Tucson, Arizona. UVIG's Board of Directors includes seventeen leaders in the electric power and renewable energy industries.

"As solar and wind renewable energy continues to transform the way energy is produced and managed, we welcome UVIG's new board members," said Mark Ahlstrom, UVIG Board President. "The extensive industry knowledge and experience they bring from their respective fields is invaluable in maintaining UVIG's mission to chart the future of wind and solar power integration and operations."

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#1 IN DURABILITY



Interlocking Cribbing Product Simplifies Setup for Utility Crews

A new engineered cribbing product from DICA simplifies setup of boom trucks, aerial lifts, and digger derricks. ProStack™ Cribbing provides utility crews and municipal fleet operators with a ready solution for operating in uneven ground conditions.

Working along sloped roadsides or against curbs, utility crews are often faced with setting outrigger-enabled equipment on sloped or uneven ground. ProStack™ Cribbing has been developed with an interlocking design that safely provides additional height under outrigger floats when setting up in uneven ground conditions.

ProStack Cribbing has three basic parts; a base outrigger pad, interlocking cribbing blocks and a high friction top grip pad. The base ProStack Outrigger Pad is manufactured with a pyramid-shaped surface that interlocks with the cribbing blocks. On top of the base pad, operators stack layers of (2) 6"x12"x24" cribbing blocks with the pyramid-shape surface, that lock

into the base pad. Lastly, a ProStack Grip Pad is placed on top of the stack to protect the pyramid surface on the cribbing blocks and provide a high friction surface for the outrigger foot.

"The ProStack system is designed to provide height for operators in environments where there are significant changes in grade. The system is designed to be used under boom trucks, digger derricks, and aerial bucket trucks, or any equipment with outrigger loads that do not exceed 110,000 pounds," says Kris Koberg, CEO. "Typically, an operator's job-site options are limited to stacking timbers or some sort of wood that they can find on site to provide height. Wood is inexpensive and convenient, but it's porous and fibrous structure has inherent disadvantages that include unknown strength and rigidity properties that can result in cracking, breaking and splintering when exposed to the concentrated loads exerted by heavy equipment. ProStack cribbing solves this problem in a dependable and

engineered way."

The ProStack product line boasts benefits that are hallmarks of DICA products: Strong and ergonomic, impervious to environmental conditions, manufactured from quality engineered materials and specifically suited to the job.

"ProStack cribbing locks together to create a more secure set-up under the outrigger foot" says Koberg. "The more load you exert on the set-up the more it locks together, and the more it locks together the safer your set-up."

ProStack™ is available in three Cribbing Kit Options that include either a DR36-2, DR42-2 and DR48-2 base outrigger pad, along with 4 cribbing blocks and 1 grip pad. ProStack individual parts also be available for purchase, including Cribbing Wedges, which can be used on sloped surfaces to establish a level foundation under the ProStack Outrigger Pad.

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Fiskars Cutting Tools:

Launching in spring 2017, these tools feature patented technologies that surpass the industry's top competitors in performance and ergonomics. The product line includes:

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- Oversized loops and Easy Action™ spring assist create a more comfortable cutting experience
- Grip correctly positions user's hand, allowing the user to utilize their full hand strength

PowerGear® Cutting Tools

Bolt Cutters, Aviation Snips and Pipe Cutters

- Optimized gear profiles reduce force at the part of the cut where more force is required
- PowerGear® technology limits the handle opening without reducing cut length, maximizing efficiency
- Grip correctly positions user's hand, allowing the user to utilize full hand strength
- Softgrip® and strategic texturing enhances comfort and control

Fiskars Striking Tools:

Features the IsoCore Shock Control System a patented, industry-leading design that absorbs strike shock and vibration during use through an insulation sleeve located in the middle of the handle to capture initial shock as well as a dual-layer handle specially formulated with insulating materials to dampen lingering vibration. The product line includes:

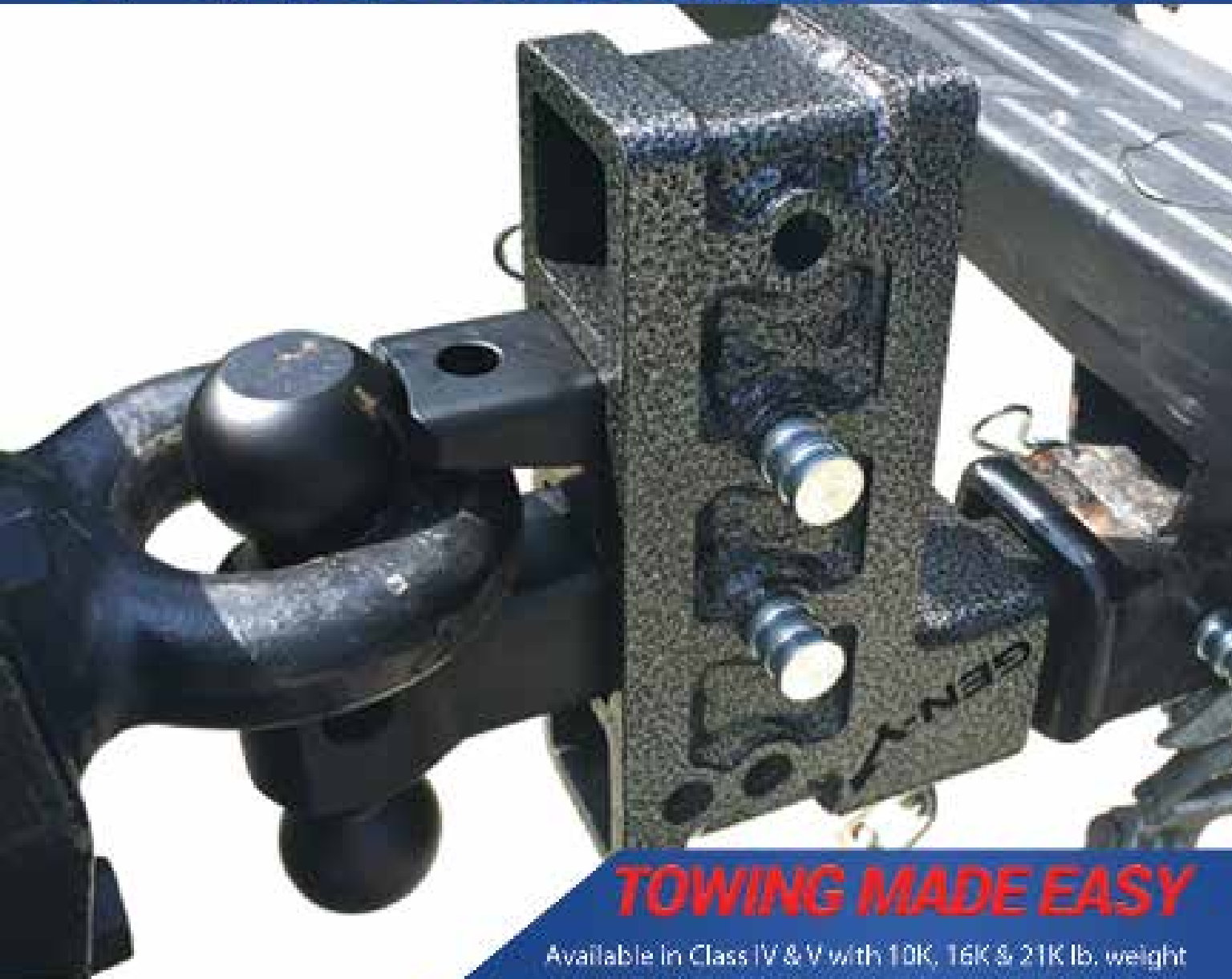
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The Modern Utility Fleet Manager's Tool

By Joe Caywood,
Director of Marketing,
Terex Utilities

Using machine data collected through telematics systems is increasingly the modern fleet manager's most powerful tool for increasing productivity and utilization, reducing costs, and even promoting safe equipment operation. Information is used by multiple departments and at all levels of an organization to make decisions that have both short-term and long-term results.

"Telematics is the use of wireless technologies to transmit data over long distances and in real time," said Terry VanConant, Vertical Market Manager of Terex. "The data allows fleet managers to monitor the location, movement and behavior of vehicles in their fleet. In addition, during catastrophic weather events, it's imperative that Utilities understand the disbursement of its fleet."

According to the 2017 Fleet Purchasing Outlook produced by NTEA – The Association for the Work Truck Industry, 53 percent of survey respondents currently use telematics as a fleet management tool. Respondents represented a variety of fleet professionals in mid- to high-level management positions with responsibility for making fleet acquisition decisions. Of the five U.S. and Canadian vocational application categories surveyed, 15 percent of respondents work in utility/telecom and 41 percent are employed by the government/municipal sector.

Since 2013, the number of telematics users has steadily grown each year from 36 percent to more than half of survey respondents with vocational truck fleets. Among various categories of work truck users, the utility/telecom community is the largest adopter.

While there are benefits for smaller fleets, according to NTEA's report, deployment leans toward larger fleet operation—72

percent of fleet respondents with more than 100 trucks currently use telematics. Of those that currently employ telematics as part of their fleet management practice, almost 60 percent say deployment within their own fleets is expanding.

"Utilities are facing the challenge of maintaining an aging electrical grid, while providing reliable, affordable electricity to consumers," said VanConant. "Utilizing telematics is one solution that fleet managers rely on in order to more efficiently plan and manage costs associated with their fleet. In addition, during catastrophic weather events, it's imperative that Utilities understand the disbursement of its fleet."

Location, location, location

One of the most common uses is for location tracking (supported by NTEA's survey). For example, location tracking assists with timely dispatch or it might be used to recover a stolen truck by identifying the unit's location.

"Fleet managers can use technologies like Geographic Infor-



*Achieving real results with telematics
requires aggregating data into other
systems and departments*

mation Systems or Global Positioning Systems to create their location tracking procedures," VanConant added.

"Knowing where our equipment and vehicles are has allowed us to dispatch crews more efficiently to natural gas and electric issues, which leads to faster restorations," says Doreen Masalta, Director of Operations Philadelphia Region, PECO, an Exelon Company. PECO, formerly the Philadelphia Electric Company, serves 1.6 million electric customers and 500,000 gas customers. It is the largest combination utility in Pennsylvania and has a service area of 2,100 square miles.

"We also respond to police/fire emergency calls and can get the closest qualified person there more quickly by knowing where they are in real-time. Supervisors can also easily find their crews without making multiple calls as many of our field personnel go from job to job throughout the day."

Listening to the Trucks

Another common application of the data is real-time data collection/transmission (a finding reinforced by NTEA's survey), which provides fleet and operations managers with information



to know if a truck is operating or sitting idle, how much fuel is in the tank, or how much charge remains on battery-powered systems.

PECO owns and operates more than 30 Terex® digger derricks and large aerial bucket utility trucks, which are wired to be telematics-ready. With a monthly telematics subscription service, PECO can “listen” to any one of its Terex utility trucks, utilize mobile apps to see the information anywhere, and compile dashboards and reports to help analyze the information and optimize the company’s business. According to Masalta, PECO uses a telematics system called Telogis to monitor and manage their utility trucks.

“From a fleet perspective, we are tracking fuel usage, engine hours and miles driven. We also track certain engine/maintenance codes,” Masalta says. Telematics can also help with remote troubleshooting equipment issues in the field. If one of the utility trucks isn’t functioning properly in the field, a fleet manager can potentially identify the issue before sending a technician out, which saves downtime and money to complete the repairs.

According to a report produced last year by FleetAnswers, idle time is the top metric that fleet managers are monitoring. NTEA’s survey additionally supports this, which reported that idle technologies are being enacted in 57 percent of survey respondents – up from 51 percent in 2016. 63 percent of those say

that idle reduction deployment is increasing within their fleets. Terex Utilities has responded to this demand with the introduction of HyPower IM, an idle mitigation system that automatically switches from plug-in battery-stored power when the truck is idling to engine-supplied power when hydraulic controls are engaged.

Acting on the information

Finally, NTEA’s survey found that passive data aggregation is the third most common way survey respondents use telematics data. Telematics can produce a significant amount of data, and it can become overwhelming. Nearly half (48 percent) of respondents to the 2016 FleetAnswers survey said that their biggest challenge was in the full utilization of the telematics data. “Lack of accountability and lack of dedicated resource for analyzing data make using telematics or GPS solutions a struggle.”

The real value comes from engaging all levels of the electric utility in managing the data and the reports, so that organizations can take action on the information. “We believe in having a coordinated approach across our organization, and engagement from fleet, operations and safety, helps to further leverage the technology and maximize the investment, says Masalta.

“Our fleet organization manages the fleet-related data and shares results across the organization. From the field personnel who drive the vehicles, to our senior leadership team, the data

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provides us with the means to have indicators that measure cost reductions and overall efficiencies. We also have a strong safety and operations focus, and we leverage the tool to influence safe driving behaviors and real-time crew locations."

The key to achieving this success is to have a clear understanding of what you want to do with the data and work with the telematics integration provider to create meaningful reports. Before fleet managers can start "listening" to their trucks, they need to identify how they want to use the data once it is collected (schedule maintenance, track utilization rates, adjust project bids or customer contracts and so on). This impacts decisions regarding what data to collect and how to track it (cellular or satellite).

One of the byproducts is the ability to schedule preventive maintenance based on actual usage, which can translate into big savings because then these tasks can be completed proactively, even during a big project.

Seeing results

According the 2016 FleetAnswers survey, fleet leaders who have seen a return on investment in their telematics systems, did so in 16 months on average, while 35 percent achieved ROI within a year.

Using telematics produced both short- and long-term results for PECO. Masalta mentions that PECO had some immediate successes like being able to identify and redeploy underutilized fleet, as well as some longer-term benefits like changing maintenance cycles either more or less frequently based on the data. "We have had positive results, and at the end of the day we are saving money and operating more efficiently," she says. "For instance, we were able to achieve a one-mile-per-gallon improvement across the fleet. In our first year with the tool, we saw a 28 percent reduction in responsible vehicle accidents, and we continue to show improvement year-to-date.

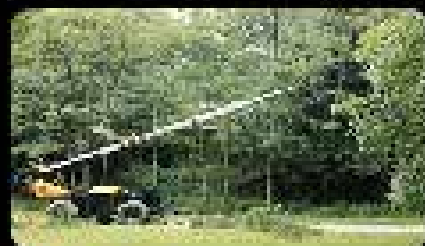
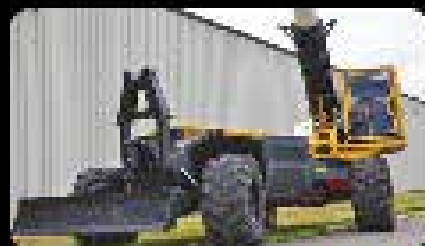
The opportunities for using this data to monitor and manage a utility fleet are unlimited. "We are just scratching the surface with the fleet maintenance analytics but feel confident we can mine the data to further improve the fleet performance," Masalta finishes. "Our next steps include monitoring engine misfire and exhaust gas regeneration system trouble codes."

According to Masalta, telematics allows PECO to understand all aspects of the company's utility fleet: The location of vehicles, the miles they drive, the amount of time they idle both productively and non-productively, the number of hours the engine is on and so on. These are all indicators PECO uses for better decision making.

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Greenlee® Launches New G6 Turbo™ Puller for Electrical Contractors

Safely pull heavy loads up to 6,000 pounds at faster speeds, and reduce downtime

Greenlee Textron Inc., a Textron Inc. company, introduces the G6 Turbo puller to improve contractor speed and efficiency. Capable of pulling 6,000 pounds of force, the G6 Turbo model pulls up to 60-percent faster than the competition*.

"Industry professionals told us that they need a tool that confidently and safely pulls thousands of pounds of cable without breaking down," said Jae Lee, Greenlee product manager for pulling, fishing and bending. "Contractors who have used the new G6 Turbo puller are impressed with its capabilities."

The 120-volt AC drive motor can pull 6,000 pounds of maximum force and 4,000 pounds continuously. Dual capstans on the G6 Turbo puller deliver faster pulling speeds across the entire load spectrum of the pull. Control boards monitor the current draw of the G6 Turbo puller motor and protect it from over loading the puller. Built-in spring loaded pins allow for quick changeovers, easy setup and eliminate the hassle of loose pieces.

"The G6 Turbo puller's patent pending design removes the need for conduit feedings. The operator simply clamps the puller to the conduit and starts the pull," Lee said.

The G6 Turbo puller is equipped with features to reduce downtime and injuries. A footswitch safely controls motor power without the operator placing themselves in front of the rope. The 125-pound G6 Turbo puller is built on a dolly, making it easier to move the unit from worksite to worksite. Handles on the dolly and the boom allow operators to easily and ergonomically adjust for height. A gearbox feature prevents rope and cable tension from pulling back into the conduit when the operator stops pulling. Setup time is faster and easier than other pullers on the market.

Electrician crews rely on pullers to complete jobsite tasks daily. Recently, Greenlee demonstrated how the G6 Turbo puller supported crews onsite as they worked to build a new school in Nebraska. The jobsite general contractor, New Generation Construction, had over 800 feet of cable for the Nebraska Electric Services crew to pull.

"The G6 Turbo impressed me. It's got great power and did a great job pulling three-phase wire about 400 feet on our project," said Jack Friesen, NGC Superintendent. "This was the longest pull of the day. What would have taken days to pull, took us a couple of hours."

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New Honeywell Headset Integrates Bluetooth so Workers can Stay Connected While Protecting Hearing

Bluetooth wireless technology allows users to take phone calls, connect with other workers through protective headset hands free; Technology filters noise to safe levels without affecting phone conversations

Honeywell today announced a new protective headset designed to allow workers to stay connected while continuing to protect hearing on noisy job sites.

The new Honeywell Howard Leight™ Sync® Wireless protective earmuffs integrate Bluetooth wireless technology allowing workers to talk on the phone, connect with co-workers, get instructions and perform tasks without sacrificing hearing protection in noisy or dangerously loud environments.

"Noise-induced hearing loss is a significant safety risk in industrial and commercial settings, so ensuring workers keep hearing protection in place at all times is critical," said Lisa Steckert, product manager, hearing protection, for Honeywell Industrial Safety, a recognized global leader in personal protective equipment and gas detection technology. "With Sync Wireless, workers who rely on smart phones or need to stay connected with co-workers or their supervisors in noisy environments can stay connected and productive without sacrificing safety."

The headsets connect wirelessly via Bluetooth to most smartphones and features a boom microphone that enables workers to answer calls and carry on clear phone conversations while keeping the phone safely in a pocket. The wireless format eliminates the need for cords or cabling that

can pose trip, slip or hand hazards.

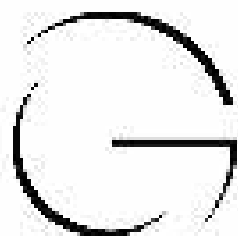
"Slipping off a headset to take a call creates safety risks," said Steckert. "Honeywell is committed to adapting new technologies to keep workers and their job sites connected and safe."

Features of the new headset include:

- Bluetooth 4.1 offers improved connectivity and reliability of data transfer and use with 4G cell phones.
- Ergonomic design for simple operation, with volume control buttons and flashing colored lights to indicate different settings
- Boom microphone provides crystal-clear communication in noisy environments and rotates out of the way when not in use.
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GOLIGHT

Klein® Tools Tradesman Pro™ Tough Box Cooler Keeps Items Cool for Up to 30 Hours



Klein Tools (www.kleintools.com), for professionals since 1857, introduces the Tradesman Pro™ Tough Box Cooler that keeps items cool for up to 30 hours, while also serving as a place to sit. This dual-purpose, 18-can capacity cooler can accommodate 1-liter bottles, includes a lock hasp and has a shoulder strap for easy transportation.

Tradesman Pro™ Tough Box Cooler (Cat. No. 55600)

- Keeps items cool up to 30 hours
- Main compartment has a 17-quart (16 liters), 18-can capacity
- No rust, stainless steel hinged lid is recessed to accommodate 1-liter water bottles and stays open at 90° to allow hands-free access
- Lid opens a full 180° to access the dry compartment located inside the lid, perfect for smaller items, like medicine, napkins or utensils
- Industrial exterior body design supports seating capacity of up to 300 pounds
- Includes a shoulder strap to hold the lid in place while carrying and can easily convert to a handle
- Includes a lock hasp to keep items safe inside

"The new Tradesman Pro Tough Box Cooler is the most durable and reliable cooler on the market," says Linda Rolfe, senior product manager at Klein Tools. "We know electricians work on their feet all day, so we designed the dual-purpose cooler as a place where electricians can sit during their lunch break and enjoy cold drinks and other food items all day long. The multi-compartment cooler also includes a lock hasp to keep all their items safe."

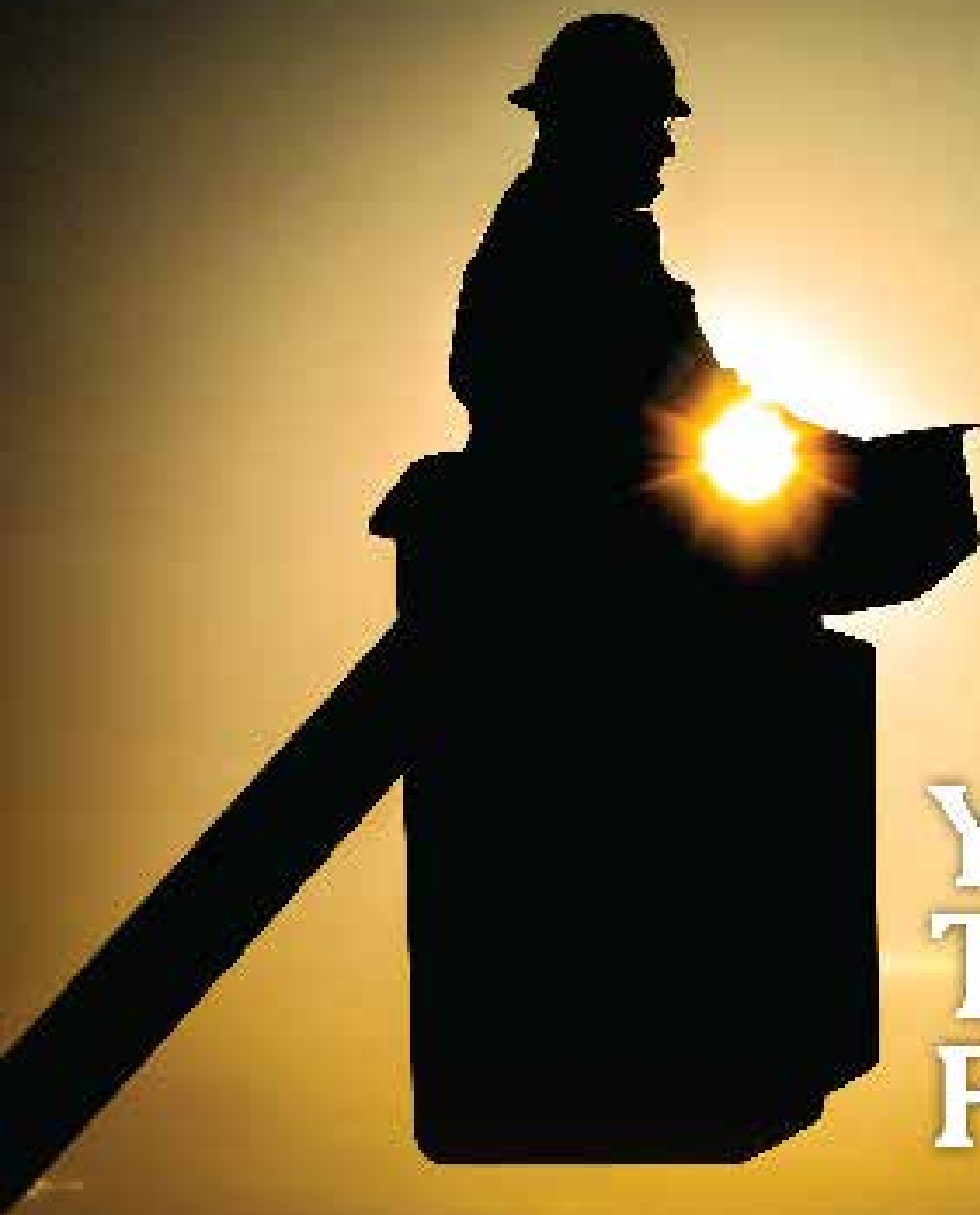
For more information, visit www.kleintools.com or contact your local distributor.

About Klein Tools

Since 1857 Klein Tools, a family-owned and operated company, has been designing, developing and manufacturing premium-quality, professional-grade hand tools. The majority of Klein tools are manufactured in plants throughout the United States and are the No. 1 choice among professional electricians and other tradespeople. For more information, visit www.kleintools.com.

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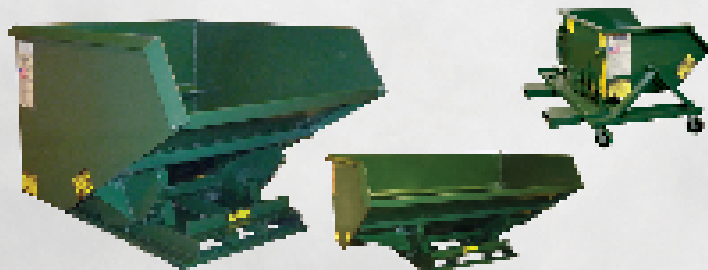
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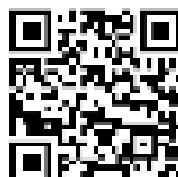
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Gear Keeper's New Wrist Lanyard System



Gear Keeper's two new wrist lanyard systems can safely handle tools up to 5 lbs. Productivity is significantly increased by the company's patented Quick Connect tool attachment connecting devices that permit secure, fast and easy connection / disconnection of tools. Users can easily change out and use many tools with just one lanyard by fitting additional male connectors to all tools being used and merely unclick one tool and attach another.

The new wrist lanyards are particularly valuable when the task involves climbing or working at heights or when a short drop distance is required. Unlike "off-the-shelf" standard wrist lanyards, which can actually create productivity-limiting hazards, the Gear Keeper tethering systems insures dependable at-heights safety.

The two Gear Keeper wrist lanyard systems, popular choices of safety engineers, are the models TL1-2007 and TL1-2008 Retractable Wrist Lanyards. Both models offer comfortable nylon webbing Velcro wrist attachment straps. They are available in high visibility safety orange with serial numbers to satisfy traceability standards. Both models also offer inexpensive additional lanyard attachments for multiple tool use.

www.gearkeeper.com •

HD Electric Company, a Tectron Inc. Company Introduces the NEW PRX-4

Proximity Voltage Detector. It provides utility professionals, arborists and first responders with a safety tool that will alert them to potentially dangerous high voltage in their work areas. With 2 voltage range settings of 50V-4kV and above, the PRX-4 is an easy way to find out if voltage is present without having to make direct contact.

Features

- Sealed to resist water penetration in typical outdoor environments
- Voltage ranges from 50VAC to 4kVAC and above
- Detects voltages around 3" at the 50V setting,
- 10" at 4kV and above
- Rechargeable battery, quick recharge - 15 minutes for a typical full day use
- Weighs less than 1 pound
- Loud beeper and LED lights indicate voltage

PRX-4 joins the rest of the Proximity Voltage Detector family of non-contact detectors. To get more information on any of the Proximity Voltage Detectors, visit HDElectricCompany.com.

www.HDElectricCompany.com •

Utility Solutions, Inc. Introduces Two New Sizes of Telescopic Range Poles

Utility Solutions, Inc. has responded to market demands and introduced two sizes of Telescopic Range Poles for the electrical distribution market. The BLUE STRIPE® Telescopic Range Poles went on sale this Spring and are available for immediate delivery.

"We are responding to customers who could not find a steady supplier of Range Poles", said Roger May, Sales Director for Utility Solutions, Inc. "Some reported lead times of more than 6 months. We used all of our resources and experience in the fiberglass industry and quickly created a solution. The Range Pole should have an immediate and positive impact on the market."

Range Poles have offered field personnel a simple and reliable method of sighting and measuring for many years. The red and yellow contrasting sections allow for long distance visibility and the compact, telescoping design makes for easy transport. From setting poles to conducting terrain surveys, the BLUE STRIPE® Range Poles offer a compact and robust option for both utilities and contractors.

www.utilitysolutionsinc.com •





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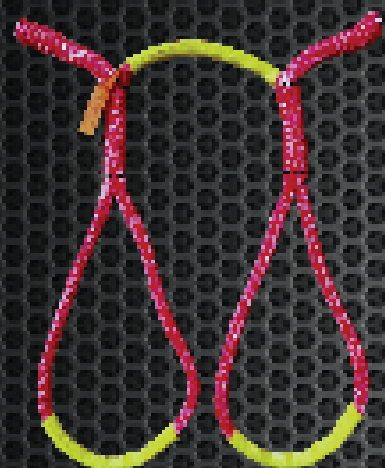
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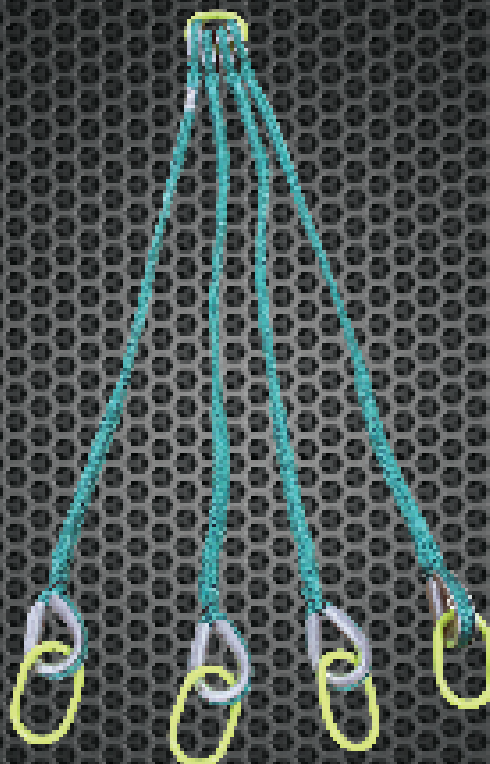
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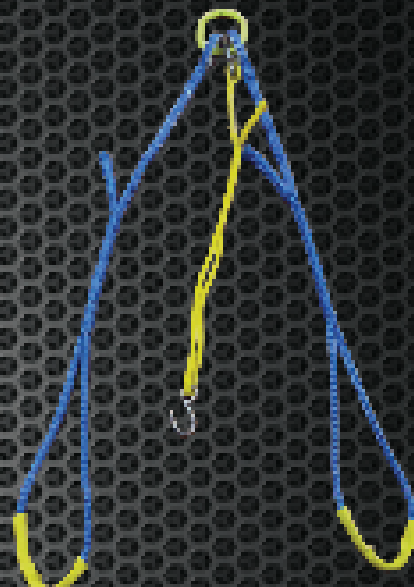
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