

THE **UTILITYSOURCE**

July 2018

Products and Services for Today's Electric, Telecom, and CATV Utilities

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Felling's
Re-Engineered
Utility Pole
Trailers Offer
Key Elements

PowerPro Extreme™
5 High-Torque
Starter Motor
from Prestolite

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NATIONAL SALES  
MANAGER

Hank Underwood  
205-624-2183  
[george@handfmedia.net](mailto:george@handfmedia.net)

EDITOR

Brandon Greenhill  
[brandon@tipsmag.net](mailto:brandon@tipsmag.net)

CREATIVE/WEB DIRECTOR

Jacklyn Greenhill  
[jacklyn@handfmedia.net](mailto:jacklyn@handfmedia.net)

ADMINISTRATIVE  
DIRECTOR

Steven Hobson  
[steven@handfmedia.net](mailto:steven@handfmedia.net)

CEO  
Christy Hobson

PRESIDENT  
Glen Hobson



Executive and Advertising Offices

PO Box 1568  
Pelham, AL 35124  
phone: 205-441-5591 fax: 205-624-2185  
[www.theutilitysource.net](http://www.theutilitysource.net)  
[glen@handfmedia.net](mailto:glen@handfmedia.net)

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## Bureau Veritas Announces Craig Nicholson as Power & Utilities Vice President

Bureau Veritas, a leader in next generation testing inspection and certification (TIC) services, has announced the addition of Craig Nicholson as power and utilities vice president, in the company's U.S. operations. Nicholson joins the team as part of the company's overarching strategy to grow its brand footprint in the power and utilities sector through targeted M&A, new product development and capital investments.

Bureau Veritas helps companies in the power generation, transmission and distribution sectors preserve safety, monitor reliability and integrity of assets, and conform to regulatory and voluntary Quality, Health, Safety and Environment (QHSE) standards. It provides unique services to companies generating power from all sources, from fossil fuel to nuclear, wind, solar and hydro-power and helps ensure they enhance their production capability while driving improved business level outcomes from TIC services throughout the asset lifecycle.

A power industry veteran, Craig joins Bureau Veritas from GE and Alstom where he spent more than 20 years progressing from

lead gas turbine commissioning engineer to the general manager leading the thermal services rotating equipment business in Canada, as well as managing businesses on a global scale.

MSA Safety Elects Nishan J. Vartanian to President & Chief Executive Officer

The Board of Directors of global safety equipment manufacturer MSA Safety (NYSE: MSA) today elected Nishan J. Vartanian to the position of President and Chief Executive Officer of the company, and William M. Lambert to the position of nonexecutive Chairman. Mr. Vartanian's election is part of a planned management succession the company announced in December 2017. Mr. Lambert, who will retire from MSA as an active full-time employee at the end of this month, has served as MSA's CEO since 2008 and Chairman since 2015. Mr. Vartanian, 58, is the ninth CEO of the 104-year-old Pittsburgh-based company and most recently served MSA as President and Chief Operating Officer.

"I want to congratulate Nish on his election to CEO," Mr. Lambert said. "Nish is a proven leader who is ideally suited to lead MSA into its second century of business. In addition to having the experience necessary for this role, Nish possesses great strategic vision, a growth-focused mindset, and the communication and leadership skills that I know will inspire and motivate our associates to achieve great things," he said. "I am also honored the Directors of MSA have expressed confidence in my ability to continue to serve the company in a new, non-executive capacity."

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# Felling's Re-Engineered Utility Pole Trailers Offer Key Elements



No matter the industry, operator safety and ease of use and maintenance, are key elements that are taken into account when a company is looking into equipment acquisition. Felling's newly designed Utility Pole trailers are fully engineered and documented products that an operator can be assured of many years of trouble-free service.

There are three lengths available.

- 20' retracted to 30' extended,
- 24' retracted to 40' extended
- 29' retracted to 46' extended.

Payload capacities from 7,980 lbs up to 36,600 lbs are available.

Electric brakes are standard and all can be equipped with air brakes if needed.

**Ease of Use** - Equipped with a 2" cold rolled steel, positive locking adjustment pin and designed with a notched flange welded on the pin, the flange notches have to pass through two tabs welded 90 degrees from each other assuring a positive locked position. The 2" positive locking adjustment pin is attached to the trailer with a chain to prevent loss.

**Safety in Design** – The Utility Pole trailers are equipped standard with center and rear, full width, 5" x 6.7# double c-channel bolsters with sliding, lever locking

removable stanchions. There is a lynchpin with a lanyard attached at each end of the bolster. A 45" wide front bolster with a 4" strap and binder is standard. Optional front bolsters include 60" and 95" wide. Both are double c-channel construction and include a 4" strap and binder along with lever locking removable stanchions.

Multiple load securement points are located down the mainframe rail, three (3) d-rings provide ideal tie-down points for the material being carried in the cargo area.

- 10" x 6" receiver tube
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To learn more about the Utility Pole Trailers or other utility and telecom trailer solutions, visit [www.felling.com](http://www.felling.com) or call 1-800-245-2809.

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# Terex Announces Investments to Support Engineering and Design Solutions

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During the 2018 Electric Utility Fleet Manager's Conference (EUFMC), held June 3-6, 2018 in Williamsburg, Va., Terex Utilities announced significant investments to increase production capacity and develop ongoing innovation and technology solutions.

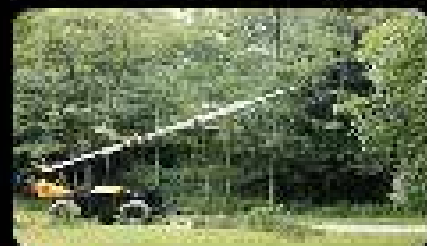
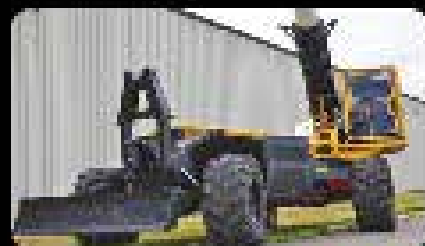
The company reaffirmed its April announcement of a new state of the art manufacturing facility that will be built in Watertown, S.D., bringing all operations under one roof to improve efficiency and increase production capacity. In addition, the company is expanding its service footprint and capabilities with upgrades to existing service centers, adding new locations and more service technicians. The first of these new service centers recently announced was the Lancaster, Pa. location with a grand opening scheduled for June 21 to better serve the Pennsylvania and New York region.

Addressing fleet managers in attendance, Clint Weber, General Manager, Terex Utilities, said: "Each of these investments will enable you to continue to look to us for solutions, leveraging our engineering, new product





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development, and lifecycle solutions to maximize your fleet uptime and availability; keeping crews and fleets out in the field.”

“Terex is honored to be associated with EUFMC and the fleet managers gathered here,” John Garrison, President and CEO of Terex Corporation, added. “I am very proud of our Terex Utilities team – as they are committed to being your strategic partner and helping you improve your business through our exciting, innovative products and services.”

Terex featured several products at EUFMC that showcased the latest technologies in productivity, including the Terex® Optima TC55 aerial device, HyPower™ IM LT40 telescopic aerial device, Commander 6060 digger derrick, and the Genie® Z-45XC self-propelled articulating boom lift.

“The Optima is built on the strong foundation of our Hi-Ranger® aerials, designed to provide greater reliability, efficiency and simplified operation and maintenance,” said Joe Caywood, Director of Marketing. Product improvements include greater payload capacity, better boom speeds, enhanced side reach and

ground access, as well as features that improve maintenance access and reliability.

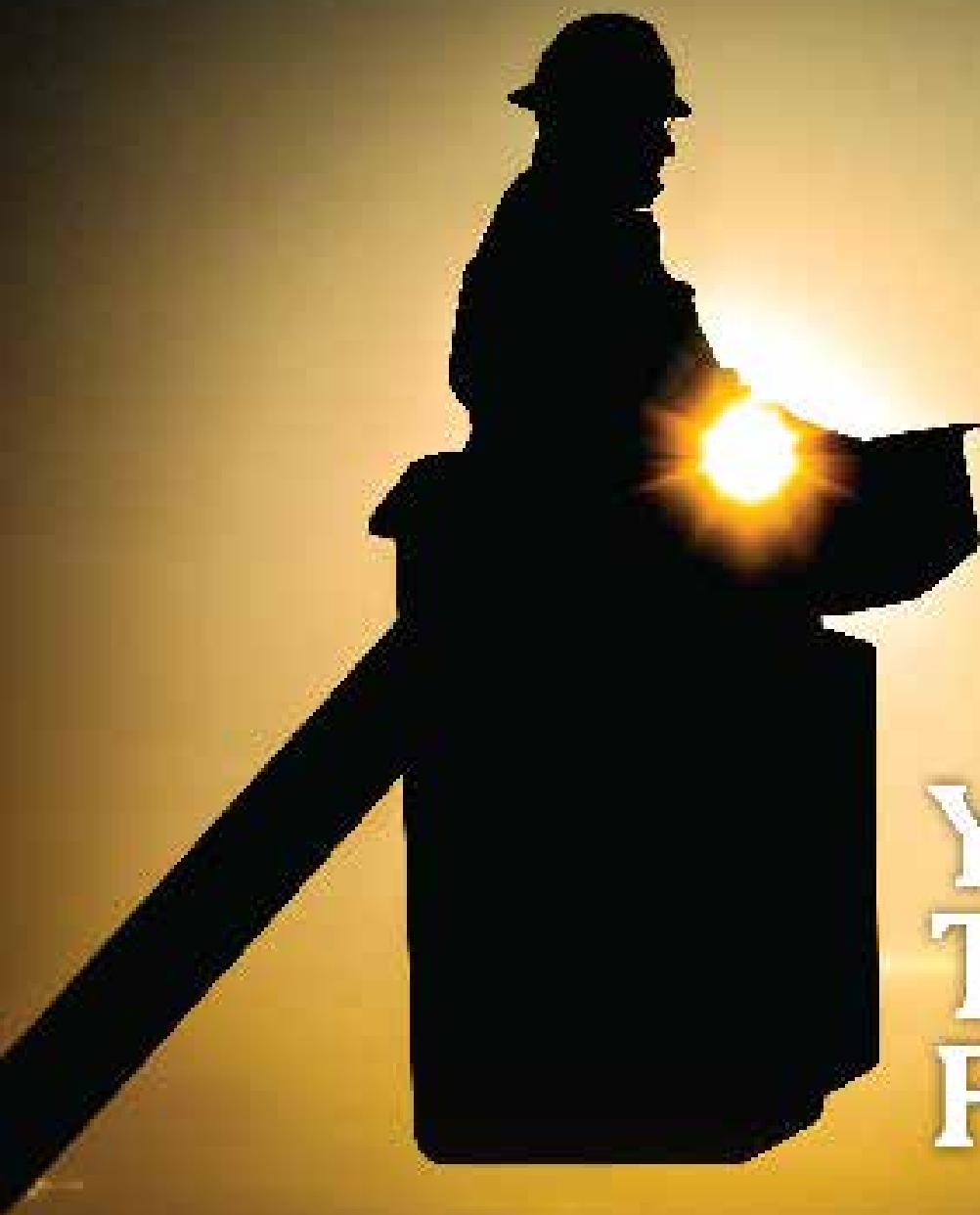
The patent-pending HyPower IM idle mitigation system for aerial devices offers a lighter weight solution that reduces fuel usage and exhaust emissions, at a lower price point than other hybrid systems. Combined with the installation of a BrandFX™ Everlast™ service body the overall weight is reduced and further reduces fuel consumption while driving.

Finally, the Z-45XC is a self-propelled Genie aerial lift that features an insulated boom designed specifically for substation applications. “It is the latest example of listening to our customers and responding with a solution that can provide the access and application requirements for substation maintenance and repairs,” said Caywood. “Additional productivity and operator aid concepts that have been born out of finding solutions to your challenges include Load Alert, Tru-Level Tilting Pedestal and our Positive Attachment Lanyard System.”

For more information on Terex Utilities visit [www.terex.com/utilities](http://www.terex.com/utilities) •







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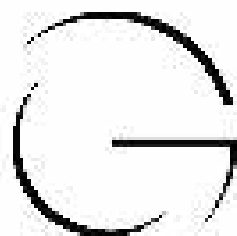
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## Damage Free Sign Labels for Hospitality Industry

Customizable sign labels used to notify, instruct, and provide safety guidelines can be removed cleanly from surfaces, dramatically reducing repair and repainting costs

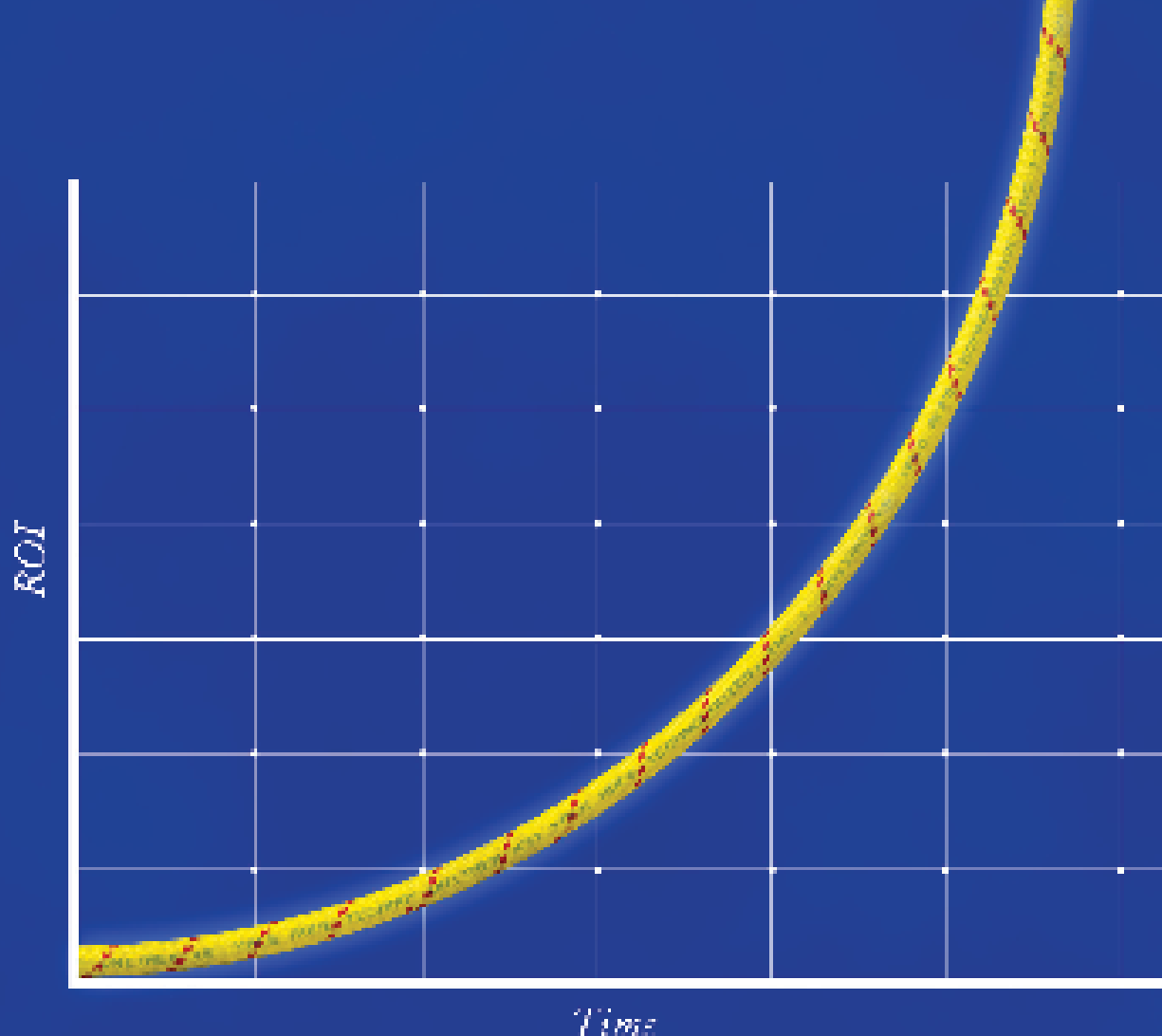
Throughout the hospitality industry, signs are used virtually everywhere from the front door and reception/ lobby, to restaurant guest and kitchen areas, to conference rooms and gift shops, to the routes and maps for emergency exits. Signs are used in many ways, whether informal, formal, or mandated by law.

Permanent signs may not be an option when the information changes and needs to be updated. This can occur when policies and procedures change or during events, such as business conferences, seminars, expos, or conventions.

In such cases, temporary signs are used for directional navigation, identifying rooms and escape routes, as well as to provide warnings and precautions about various hazards. This is particularly important when any construction, remodeling, refurbishing, or maintenance is occurring.

In such temporary situations, the traditional signage options for administrators and facility managers are limited. Because signs can be located in high traffic areas and subjected to harsh cleansers, the sheets of paper,





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cardstock, sheet protectors, laminated sheets, and posters used must not only present a professional image, but also stand up to the environment and even meet specific safety codes. Floor stands and easels can block aisles and foot traffic, and can even create trip hazards.

This is where the problem lies. Since many signs are not designed for high traffic use, they may not look professional or be resistant to wear and tear from frequent touching, handling, or the cleansers used in such environments. As a result, they are damaged easily and must be replaced frequently.

Many signs can also cause considerable damage to the underlying surfaces when taped, tacked, nailed or screwed to walls, glass, or equipment, which can hasten the need for costly repair and repainting. Sign removal can also leave behind unsightly residual tape or adhesive. This is exacerbated when signs include information that is routinely changed or updated.

With hotel repair, replacement, and renewal one of the industry's largest expenses, accounting for 8–12% of total revenue, wall painting and repair can represent a sizeable share of the cost. As such, the ideal solution would be signage that is easy to install, durable enough to endure heavy traffic, yet comes off easily when necessary, leaving no trace. This can significantly reduce the need for facility maintenance, freeing up resources for higher priority purposes.

"Commercial-grade labels used as signage must be more durable than those used in a lower use area, but also should remove cleanly when they need to come down," says Tina Huff, Group Product Manager at Avery Products Corporation. "For us, the key to accomplishing this was developing an adhesive that holds well but can be removed when needed. Achieving that balance is harder than it sounds."

As a result, Avery created Surface Safe Sign Labels – an exclusive, proprietary product specially engineered to

stick securely yet remove cleanly without damage or residue to painted walls, doors, windows, furnishings, equipment, and other interior surfaces.

These "labels used as signs" are made of durable, commercial-grade material that resists water, chemicals and even abrasion. Available in a variety of sizes, they print easily on standard laser or inkjet printers, opening a world of possibilities for custom, do-it-yourself signs.

Unlike standard office labels with a paper substrate, the topcoat of the commercial-grade sign labels is waterproof and chemical resistant, while its polyester substrate is a durable, scuff and tear-resistant film.

These qualities are ideal for safety-related signage mandated by regulation or required by administrative policy. Whenever construction, remodeling, or maintenance changes hotel or restaurant evacuation routes, for instance, management is responsible for posting signage for interim routes, which the removable Surface Safe Sign Labels can easily accommodate.

Administrators, facility managers, and safety officers will also want signs compliant with OSHA 1910.145 (Specifications for Accident Prevention Signs and Tags) and ANSI Z535.4 (Product Safety Signs and Labels).

Although standardized safety signs can be purchased out of catalogues, there is often a need to modify or customize mandated signage as conditions or formats change.

On-demand printing solutions, however, have traditionally required a large upfront investment of thousands of dollars, including a specialized sign and label printer, software, labels, and ribbons.

In response, industry innovators such as Avery have developed a simplified, flexible approach using standard laser and ink jet printers. The company's free online Design and Print Software enables



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customizable printing utilizing a hundreds of templates for use in facilities, for events, and for safety signage.

Hospitality staff can create and print their own informal, formal, or compliant labels from pre-designed templates or create them from scratch. Most find the process intuitive, since it resembles creating an office document from pre-designed templates.

The removable labels can be printed on demand in whenever they are needed, and will stick securely on every surface in hotels and restaurants including paint, drywall, windows, wood, plastic, and metal. Because they peel off cleanly without leaving any residue, they can even be reused as well.

With the variety of signage used throughout the industry, the ability to conveniently print new sign labels in minutes and cleanly remove the old will go a long way toward keeping the whole hospitality community safely up to date and professional looking without the hassle, mess or cost.

For more information visit [www.Avery.com/signs](http://www.Avery.com/signs) •





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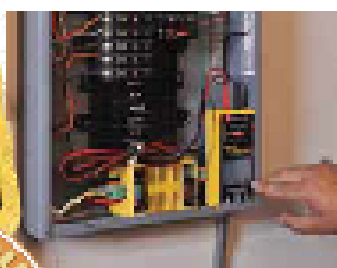


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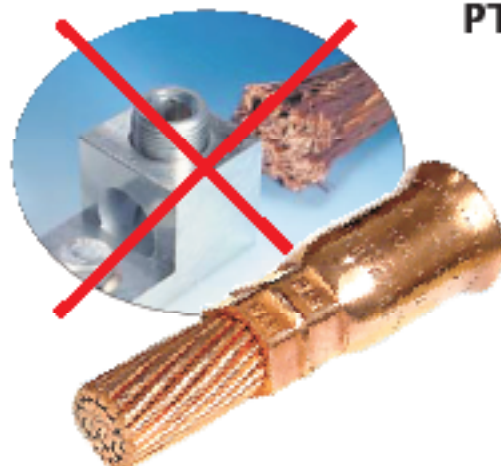


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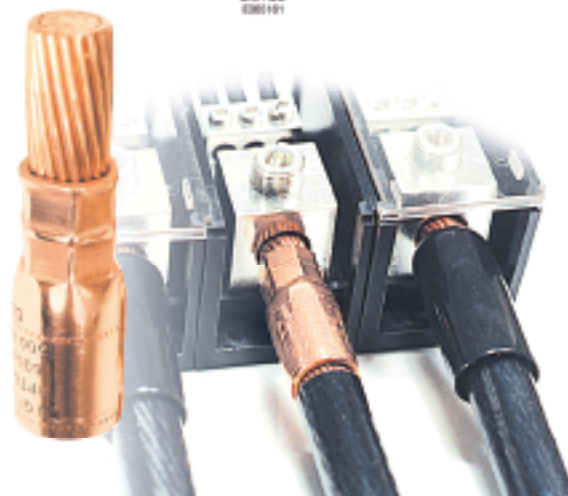
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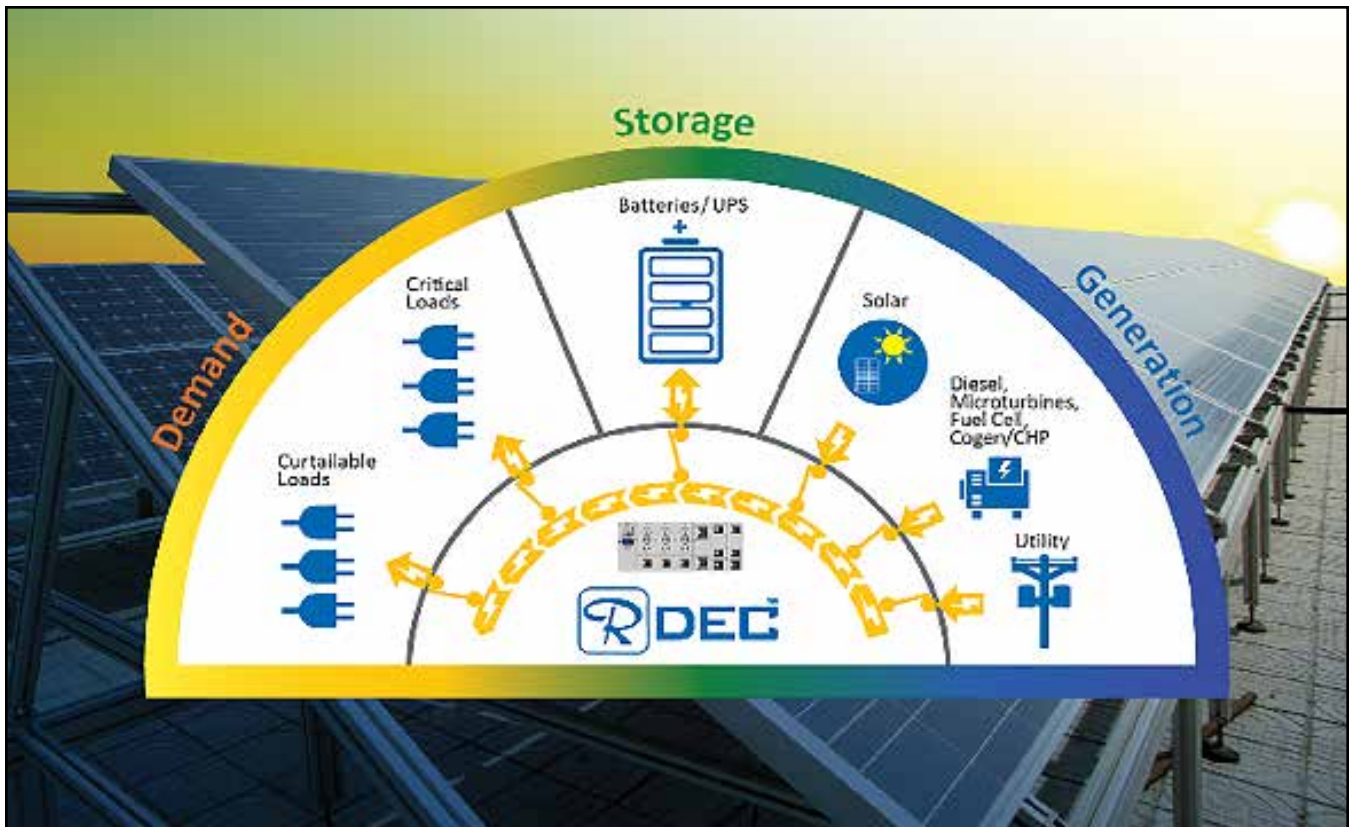
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# Integrated Microgrid Control Solution Improves Power Quality And Decreases Energy Costs

Ruselectric, a leading manufacturer of automatic transfer switches and power control systems and solutions, announces its new Ruselectric Distributed Energy Controller (RDEC™). RDEC is a fully integrated controller for complex, mission critical distributed energy systems, ranging from back-up generation and demand management to fully functional microgrids. At the core of each RDEC is the ability of Ruselectric's transfer switches, switchgear, and power controller to provide seamless physical, data, and control integration of a facility's onsite demand and generation assets.

RDEC has a number of features that improve business continuity and power quality. Facility integrated solar capabilities, priority-based load shedding, and permitted emissions optimization all enable RDEC to provide least cost, least emission business continuity strategies for both short and long duration outages. In addition, RDEC improves facility power quality, benefiting internal equipment and reducing utility power quality charges via dynamic islanding capabilities, fast and reliable decoupling, automatic black start of backup generators, seamless grid resynchronization, and more.

In addition to improving business continuity and power quality, RDEC reduces energy costs and green-house gas emissions. Features such as demand reduction and time of use asset optimization all allow RDEC to optimize a facility's controllable demands, onsite storage and power generation to reduce energy costs and cost volatility. Furthermore, RDEC fully integrates onsite renewable generation resources into a facility's distributed energy system, reducing a facility's GHGs, making it easier to reach sustainability goals.

The RDEC base system includes Ruselectric automatic transfer switches, switchgear, and a power control cabinet. Depending on power control needs, an optional SCADA and Electric Power Management System can be added. Ruselectric can also provide storage systems or work with a user's selected storage supplier.

[www.ruselectric.com](http://www.ruselectric.com) •





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# Ruselectric Awarded Contract to Supply Charlotte Water with Paralleling Switchgear



Ruselectric, a leading manufacturer of power control systems and automatic transfer switches, announced today that it has been awarded the contract to supply Charlotte Water with paralleling switchgear for their water and wastewater treatment facilities. The paralleling switchgear will monitor the incoming utility power and in the event of a utility power failure, ensure the transfer of critical emergency backup power to their facility in Charlotte, NC.

Ruselectric will engineer and build each of the two generator paralleling control and distribution switchgear systems to control the paralleling operation of three (two present and one future), 4160-volt, three megawatt engine generators. Each system will be designed to provide utility paralleling operation of the engine generators with the local utility, to provide seamless, uninterrupted transfer of power between the on-site engine generators and the incoming utility service. The control system, a Russelectric engineered solution for Charlotte Water, will utilize redundant PLC controls and include full manual capabilities that would allow for operation of the system in the unlikely event of a failure of the redundant PLC based controls. Delivery for the initial system is scheduled for late 2018, with the second scheduled for early 2019.

[www.ruselectric.com](http://www.ruselectric.com) •





# ENGINEERED, TESTED & CERTIFIED

A Tethered Tool System for Applications  
Involving Work at Height

## LEAVE IT TO THE EXPERTS

Snap-on provides a drop prevention system like no other. We'll work with you to determine your drop prevention needs... including the tools, attachment points, lanyards, pouches, and holsters, that combine to create a turnkey solution that enables your workers to do just that...WORK.

## SAVE TIME AND MONEY

Engineered attachment points don't interfere with the functionality of the tools, and are more durable than simple "add-ons" that require frequent maintenance or replacement.

## BEAT THE STATISTICS

About 70% of drops happen during the exchange of the lanyard from one tool to another. The Snap-on Tools@Height system features independent tethering, which means each tool is attached to its own lanyard. Minimizing exchanges reduces the likelihood of drops and increases safety.

## MINIMIZE RISK

Independent tethering also allows the tool to be removed from and returned to its holster or pouch using just one hand. Safety is improved by allowing the user to maintain the critical "three points of contact" when working at height.

## RETAIN CONTROL

Our modular approach means you can configure the tools/holsters based on a user's personal preference, while providing a system that meets your safety standards.

See what the most comprehensive tool drop prevention solution in the industry can do for your team's safety and productivity by contacting:

**John R. Tremblay** | Power Generation & Utility Market Manager  
413-519-3380 | [John.R.Tremblay@snapon.com](mailto:John.R.Tremblay@snapon.com)

**Snap-on**  
INDUSTRIAL



# PowerPro Extreme™ 5 High-Torque Starter Motor from Prestolite



Offers Industry-Leading Starting Performance to Medium Duty Engines

---

Premium Replacement Starter Delivers 12V 4.5kW  
Starting Power

Prestolite Electric is delivering industry-leading starting performance to the medium duty market with the PowerPro Extreme™ 5, an all-new 12V 4.5kW premium replacement starter from Leece-Neville® Heavy Duty Systems. The latest addition to the PowerPro Extreme range offers high-torque, high-efficiency starting power for 6- to 10-liter engines used in construction, fire and rescue, pickup and delivery, refuse and school bus applications.

All PowerPro Extreme starter motors are engineered to provide consistent, reliable starting performance under the most demanding conditions. Featuring a planetary gear reduction design, the PowerPro Extreme 5 is available in both 10- and 12-tooth versions and provides a premium replacement alternative for a variety of popular engines, including Cummins ISB, ISC and ISL; International DT466E and DT570E; and MaxxForce DT, 9 and 10 models.

"Our new PowerPro Extreme 5 starter is designed to provide medium duty vehicle operators with reliable, high-output power in a lightweight, value-driven package," said Jonathan Smith, assistant director of aftermarket sales and marketing, Prestolite Electric. "Extensive testing with many of the industry's premiere truck and engine manufacturers has shown the PowerPro Extreme 5 to crank faster than competitive models while also requiring lower electrical current."

The PowerPro Extreme 5 is engineered to meet major OE specifications. It delivers exceptional performance and durability and features a variety of built-in technologies that improve service life, reduce maintenance costs and increase vehicle uptime.

#### PowerPro Extreme 5 12V 4.5kW Starter

- Industry-leading performance in medium duty engines
- Sealed, nose-less design protects against dust, oil and other contaminants
- Planetary gear reduction design
- Integral Magnetic Switch technology eliminates voltage drop
- Soft start relay technology prevents ring gear damage
- Weighs 21.5 pounds (9.8kg)
- All-new, no-core

To learn more about these and other Leece-Neville products, please contact your Leece-Neville Heavy Duty Systems representative, email [marketing@prestolite-marketing.com](mailto:marketing@prestolite-marketing.com) and visit [www.prestolite.com](http://www.prestolite.com). For technical support, call 866-288-9853.

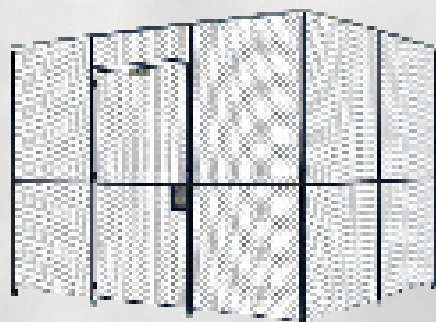
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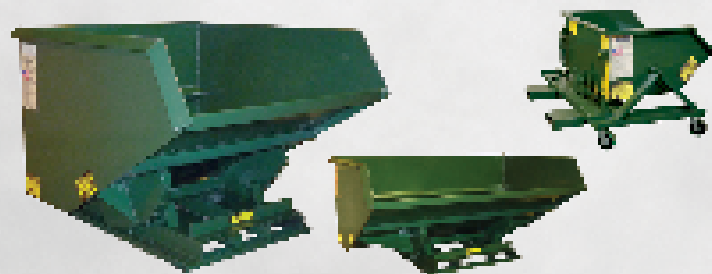
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#### DIAMOND WIRE MESH ENCLOSURES

Time tested diamond mesh partitions have been pre-engineered for easy installation, give an unrestricted view into the cage, total air circulation, low initial cost and maintenance. Send us the footprint of your project and allow our engineers to assist you on your next project.



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All welded self-dumping hoppers are available in more than 50 different sizes that will fit to your application. All units are engineered to return to an upright position and have a positive locking latch. Safety retaining chain and hydraulic assembly is standard on all our units. Open-sided, low profile, narrow, extra wide, and 10,000# capacity units are all within our product line. Casters available on standard units up to the 3/4 cubic yard size.



#### WIRE MESH INFILL PANELS

We will custom fabricate these infill panels to meet your specific requirements. Just send us your specs!

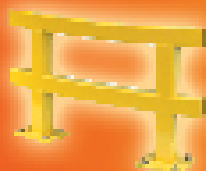
Available in diamond, rectangular and square mesh, with or without standoffs. Frames available in 1" x 1 1/2" channel or with a hemmed edge. Other sizing, framing materials and mesh are available. Specify weld pattern and type of weld finish desired. Division 5, 6 and 10.



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2' x 1" Rectangular Mesh EEZY STAK® Enclosures are designed and engineered to save time and money on your project installation. Woven wire mesh panels welded into a single frame; frames secured to the posts. No wire ties or unheard of specialty clips. Just nuts, bolts, and standard hand tools are required. Dark Gray painted panels allow for full visibility into enclosure.

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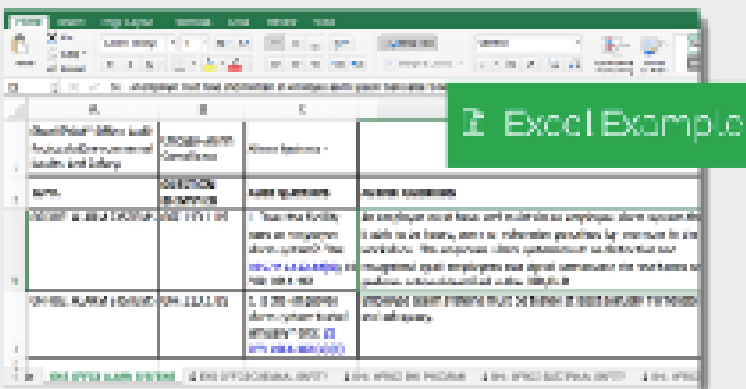
# i-Comply CHECKLISTS™

Office & Data Centers

## Got Sales Offices and Data Centers Around the Globe?

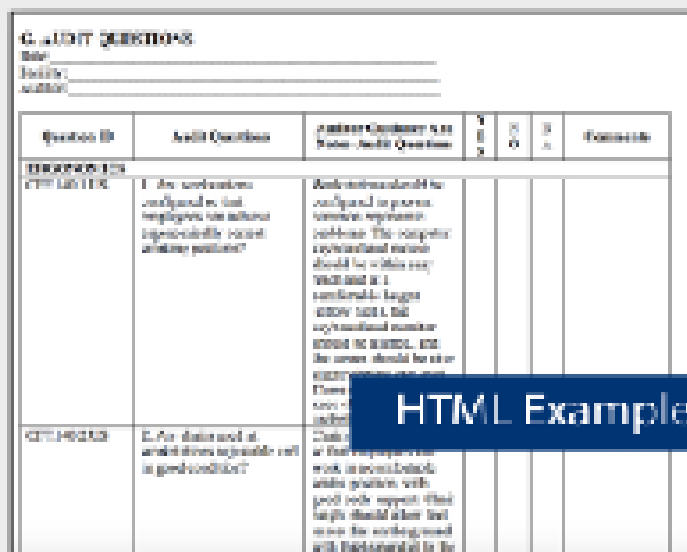
Too **many** sites? Too **hard** to coordinate? Too **costly** to send auditors?  
Having **difficulty comparing results** across the locations you have inspected?

If you said **yes** to any of these questions, how can you be sure that  
those sites are in compliance with your Global EHS compliance and  
risk programs?



**Excel Example**

| A                                                                     | B                                                                     | C                                                                     | D                                                                     |
|-----------------------------------------------------------------------|-----------------------------------------------------------------------|-----------------------------------------------------------------------|-----------------------------------------------------------------------|
| GlobalPlant Office Audit<br>Environmental<br>Health and Safety        | GlobalPlant Office Audit<br>Environmental<br>Health and Safety        | Audit Questions                                                       | Audit Responses                                                       |
| 1. Is there a written<br>policy on employee<br>drug testing? (Yes/No) | 2. Is there a written<br>policy on employee<br>drug testing? (Yes/No) | 3. Is there a written<br>policy on employee<br>drug testing? (Yes/No) | 4. Is there a written<br>policy on employee<br>drug testing? (Yes/No) |



**HTML Example**

| AUDIT QUESTIONS |                                                             |                           |   |   |          |
|-----------------|-------------------------------------------------------------|---------------------------|---|---|----------|
| Site:           |                                                             |                           |   |   |          |
| Facility:       |                                                             |                           |   |   |          |
| Auditor:        |                                                             |                           |   |   |          |
| Question ID     | Audit Question                                              | Current Compliance Yes/No | Y | N | Comments |
| 00000001        | 1. Are contractors<br>employed on this<br>project? (Yes/No) | Compliance                |   |   |          |
| 00000002        | 2. Are contractors<br>employed on this<br>project? (Yes/No) | Compliance                |   |   |          |

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### Klein Tools® Folding Jab Saw Enables Safer Storage and Faster Cutting

Klein Tools, for professionals since 1857, introduces the Folding Jab Saw, which folds smartly into its comfort-grip handle, enabling safer storage and eliminating puncture holes in tool bags. Additional features include triple ground teeth to cut on both the push and pull strokes as well as a lockback mechanism to secure the blade fully open at 180 degrees or 125 degrees for work in confined areas.



Folding Jab Saw (Cat. No. 31737)

- Durable, carbon steel blade with triple ground teeth cuts on both the push and pull strokes
- Lockback mechanism secures blade fully open at 180 degrees or at 125 degrees for work in hard to reach spaces
- Secure folding mechanism is as sturdy as a fixed blade jab saw
- Folding saw tucks away safely into handle to eliminate piercing through tool pouches and bags
- Cushioned handle-end provides easier palming of the saw
- Non-slip grip handle for all-day comfort
- Lanyard hole for tethering
- Designed to cut through drywall, wallboard, plywood, plastic and other construction materials

“On jobsites, we observed many torn and punctured tool bags as well struggles with storing fixed blade jab saws,” says Laura Ranieri, senior product manager at Klein Tools. “The blade on Klein’s new Folding Jab Saw can be tucked away into the tool’s handle for easy-storage, helping to prevent damage to other tools or the bag itself.”

[www.kleintools.com/new-products](http://www.kleintools.com/new-products) •

### Channellock, Inc. Launches New Line of Insulated Pliers

Today Channellock, Inc. launched its new line of Insulated Pliers designed for electricians and other professionals who need high quality OSHA-compliant pliers for safety on the job.

“Our new Insulated Pliers feature precision-machined knife-and-anvil style cutting edges to ensure perfect mating and superior cutting edge life. The cutting edges are also laser heat-treated to last longer,” said Ryan DeArment, Vice President - Sales & Marketing. “These new Insulated Pliers are made with high carbon U.S. steel for superior performance on the job, and an ultimate rust-preventive coating.”

The new Insulated Plier line includes four tools:

- 8" Long Nose Plier with a long, streamlined design for precision handling, and XLTTM Xtreme Leverage Technology to enable cutting with considerably less force than traditional high-leverage pliers. The pipe grip design will accommodate many shapes and the crosshatch teeth provide a tighter grip.
- 7" and 8" Diagonal Cutters featuring strong lap joint construction and a durable diagonal cutting-edge design. The 8" Diagonal Cutter also features XLT technology to improve cutting performance and reduce hand fatigue.
- 8" Combination Plier featuring XLT technology, crosshatch teeth for a tighter grip and a pipe grip design to accommodate many shapes.



[www.channellock.com](http://www.channellock.com) •



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| Buccaneer Rope        | 18  | <a href="http://www.bucrope.com">www.bucrope.com</a>                               |
| DICA                  | IBC | <a href="http://www.dicausa.com">www.dicausa.com</a>                               |
| EZ Trac               | 3   | <a href="http://www.eztracAWD.com">www.eztracAWD.com</a>                           |
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