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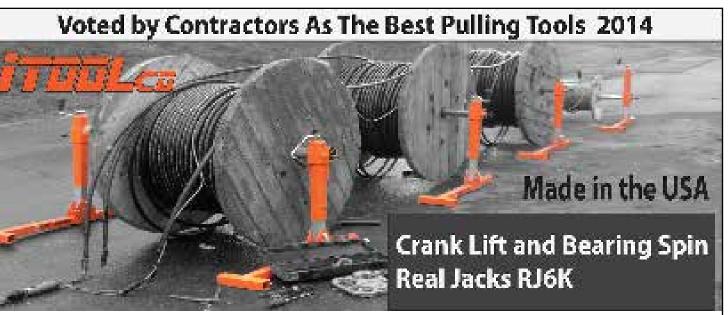
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Vol. 15- Issue 7

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The Utility Source™ is published twelve times a year on a monthly basis by H&F Media Group, Inc., 951 1ª Ave. W. Alabaster, AL 35007 USA. The Utility Source™ is distributed free to qualified subscribers. Non-qualified subscription rates are \$57.00 per year in the U.S. and Canada and \$84.00 per year for foreign subscribers (surface mail). U.S. Postage paid at Birmingham, Alabama and additional mailing offices.

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Atlas Copco announced that the Atlantic division of Stewart & Stevenson added Atlas Copco construction equipment to its fleet.

The division will carry a variety of Atlas Copco products, from light towers and generators, to pumps, pneumatic tools and compressors.



For more than 50 years, Stewart & Stevenson has provided equipment and service to customers in the construction industry. It rents, sells and services a wide range of new and used equipment and parts, now including Atlas Copco equipment at its five locations in: Lodi, New Jersey; Piscataway, New Jersey; Middletown, Connecticut; Latham, New York and Marlborough, Massachusetts.

"We take pride in our customer service and reliability, which is why we chose to add Atlas Copco to our fleet," said Michael McGovern, senior vice president of Stewart & Stevenson. "Atlas Copco has a reputation for high quality and dependable equipment, something our customers rely on us for day in and day out."

Mack Defense Awarded Contract

Mack Defense announced today it has been awarded an indefinite delivery/indefinite quantity contract from the General Services Administration (GSA) for Mack® Granite® modelchassis, which will be modified with wrecker and carrier bodies from a separate agency. Completed vehicles will be supplied to military and federal civilian customers.

The GSA contract extends through Nov. 30, 2015, with option periods for renewal through March 31, 2017.

"These wreckers and carriers, some with a capacity of up to 60 tons, face tough, demanding conditions every day," said Ryan Werling, president of Mack Defense. "With its rugged, durable frame and proven power from the Mack MP8® engine, the Mack Granite serves as the perfect foundation for these recovery vehicles."

Mack Defense, LLC, is part of the Volvo Group, one of the world's leading manufacturers of trucks, buses, construction equipment and marine and industrial engines. The Group also provides complete solutions for financing and service. The Volvo Group, which employs about 100,000 people, has production facilities in 19 countries and sells its products in more than 190 markets.

Milwaukee Tool expansion in Greenwood, MS

Milwaukee Tool has announced an expansion of its operations in Greenwood, Miss. This, along with other investments to Milwaukee Tool facilities in the state, represents a \$35 million investment in Milwaukee's U.S. manufacturing operations over the last 4 years. Milwaukee Tool has locations in Greenwood, Olive Branch and Jackson.

"Milwaukee Tool is dedicated to driving growth and creating new jobs in the United States," said Milwaukee Tool Group President Steve Richman. "In the last several years, we have created nearly 900 new jobs across the country, more than 250 of which are in Mississippi. We firmly believe that, through investing in our people, we will deliver disruptive innovation and the highest quality products for our users and distribution partners."

The expansion in Greenwood will create 126 new positions, of which 105 positions have already been filled. This brings the total number employed by the company in Greenwood to 508. Milwaukee Tool employs a total of 891 workers throughout its three Mississippi locations.

Telular Corporation Acquires Reltima and GPS North America

Telular Corporation, a global leader in using wireless networks for remote monitoring and tracking, and a portfolio company of Avista Capital Partners, today announced that it has completed the acquisition of Reltima and GPS North America, two leading commercial telematics companies in the local fleet management market. Reltima provides comprehensive and cost effective solutions for GPS fleet tracking and fleet performance optimization aimed at light duty vehicle fleets. GPS North America is Reltima's largest distribution partner.

Under the terms of the acquisition agreement the companies are now part of Telular's SkyBitz division, the leader in remote asset tracking and information management solutions. The combined companies rapidly expand SkyBitz's footprint in the growing commercial telematics market.

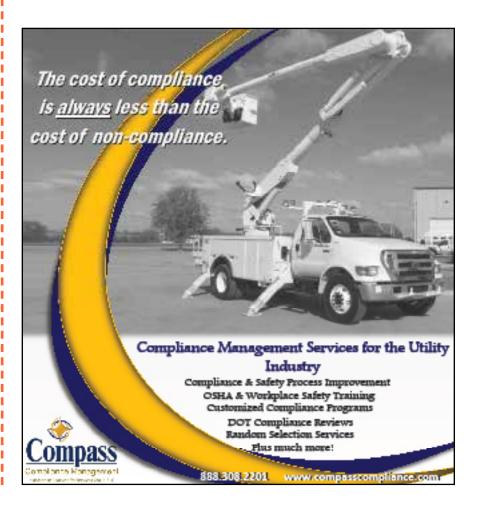
Reltima, headquartered in Woburn, MA, offers a wide variety of GPS fleet management tools for sale through its Master Dealer network located throughout North America. Its flagship Smart Antenna product is a highly accurate, in-cab GPS fleet tracking device. When paired with Reltima's Perigee customer portal, Smart Antenna provides a wide variety of location based services, driver/vehicle performance data, route management and cargo status tracking to allow fleet managers to optimize their fleet performance and significantly reduce fleet operating costs.

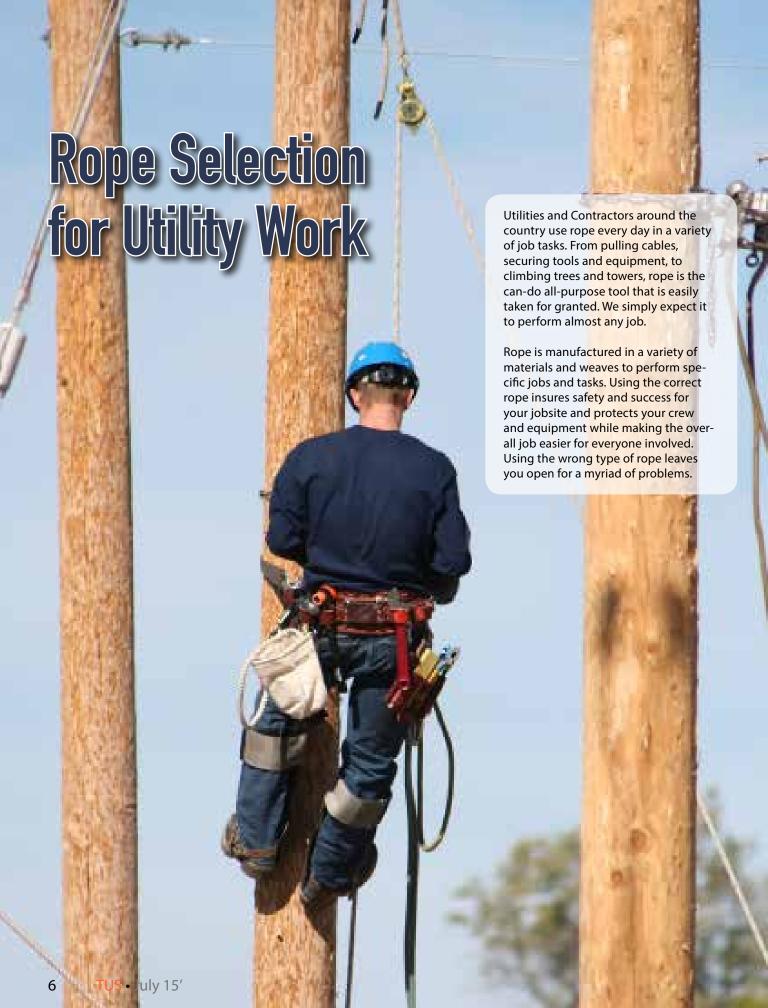
Terex Utilities Celebrates 70 Year Anniversary

For 70 years, utility professionals have used Terex® digger derricks on power grid construction and maintenance projects to quickly and efficiently bore holes and set poles in the ground. Established in 1945 with the advent of the Tel-E-lect digger derrick, today the company's state-of-the-art product line, includes the popular Terex Commander 4000, 5000 and 6000 digger derricks, as well as the reputable Terex General 65, 80 and 95 models. Terex digger derricks are ideal for use in electric, utility infrastructure (power line and transmission) and telecommunication applications, including digging holes, hoisting and setting utility poles and lifting other jobsite materials.

"We are truly honored to be celebrating Tel-E-lect's 70th anniversary this year," says Terex Utilities Vice President of Sales and Marketing, Jim Lohan. "Since 1945, the utility industry has seen its share of good and bad times, and through it all, Terex has been right there with its customers, providing the right equipment solutions for their utility jobsite challenges."

For more information about Terex products and services, visit www.terex.com/utilities.







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Before you use another rope, you should consult with an expert, such as Buccaneer Rope Company, to make sure you are using the correct rope for your specific job task and environment.

Buccaneer Rope Company is a US manufacturer with ISO9001-2008 quality system. Their manufacturing plant is located in North Alabama. Buccaneer Rope Company manufactures products

specifically for the utility market consisting of stringing lines, winch lines, hand lines, transformer slings and underground pulling lines. Buccaneer Rope Company makes many custom fabricated items as well.

All of the braided rope products are easy to handle, balanced and will not rotate under load, high strength, low stretch, stays flexible, torque free and cost effective.

Pro-Ex 12 is a stringing line made with 100% high strength polyester fiber. It comes standard with a coating for abrasion resistance and color identification. Multiple lengths are available.

The fibers used can be Polyester, Technora or HMPE with 3/8 diameter tensile strengths range from 5,800 lbs to 18.000 lbs.

Winch Lines are made of Double Braid Polyester with a heavy duty Newco bronze thimble on one end.

Hand Lines – Buccaneer Rope Company recommends twisted polyester with an orange tracer for high visibility. It has excellent hand ability and is extremely strong.

Transformer Slings are made from 12 strand polyester rope with two ends per carrier, which are all adjustable with protected eyes.

Underground pulling line is known as Tiger Rope; this is a composite of nylon and polyester and comes with a 6" eye spliced on each end.

In addition to the standard line of ropes and cordage for diverse applications, Buccaneer can custom-design and manufacture rope solutions to your specific needs.

Buccaneer Rope Company developed specialized factory equipment to meet ever-increasing high production, quality and safety standards which in turn led to several patents for the machines and processes they designed. Their unique innovations assure consistent length and strength for each strand, resulting in an overall balanced and safer product.

The real secret of success for Buccaneer Rope Company is in knowing that complete customer satisfaction requires more than just an excellent product at a competitive price – their customers have come to depend on Buccaneer for reliable deliveries, innovative solutions to difficult problems and special needs and ultimately, service that outshines them all.



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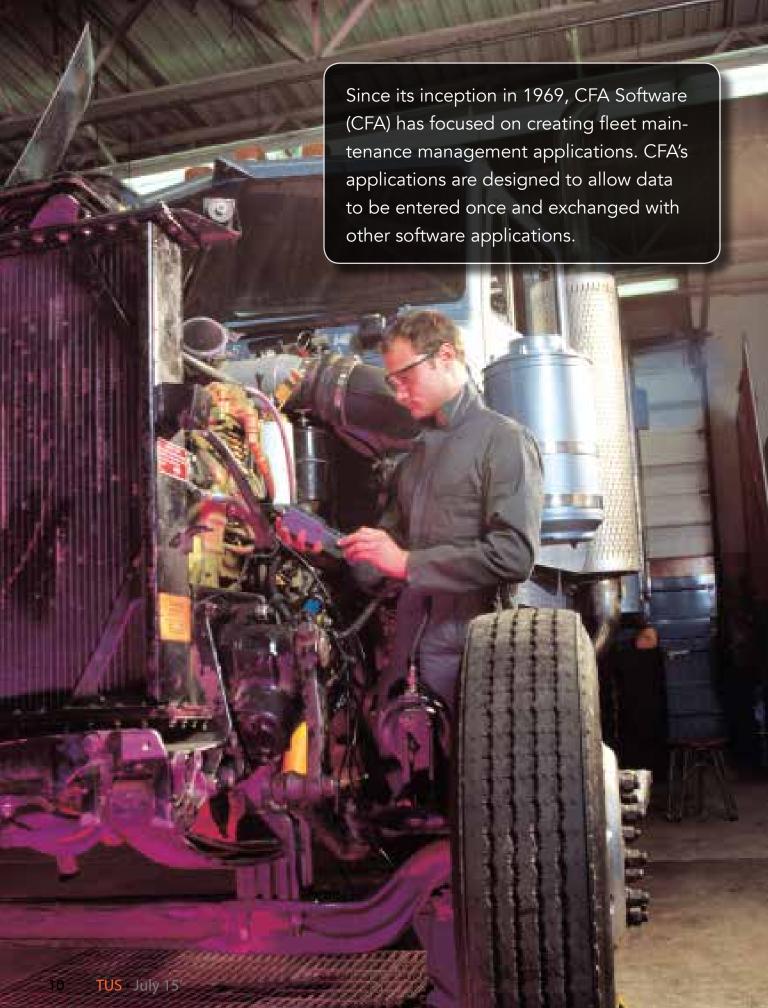




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In addition, even with its products being feature-rich, CFA's products are not designed to become so entrenched within an organization that the organization's future fleet maintenance software options are limited.

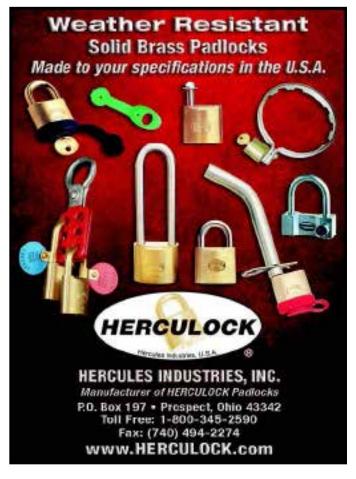
CFA takes pride in designing fleet maintenance management software products that do not add to the work load of the customer's IT people and operations.

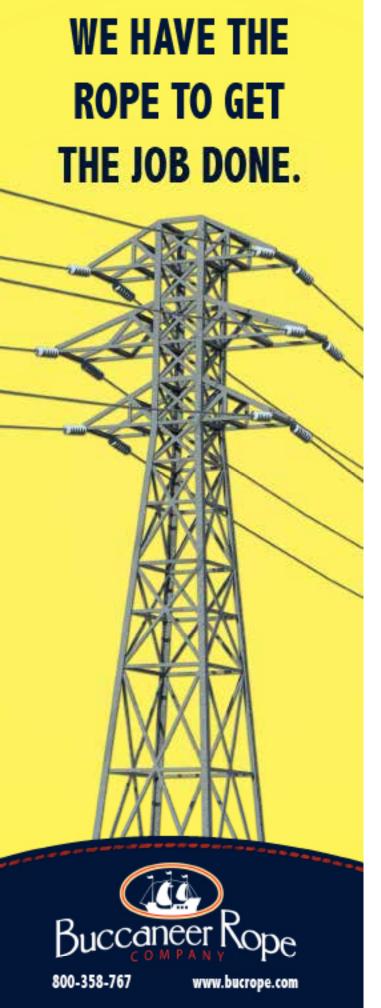
CFA offers add-on modules targeted at specific tasks and job functions: ShopFloor, e-Service Request, Data Integration, and Enterprise Reporting.

CFA's products allow customers to streamline operations and maximize the availability of all fleet assets. Here is a list of some of its features and functions:

- Total Cost, Repair Costs, Fuel Costs, Overhead Costs, Cost-per-mile, Cost-per-hour, and Fuel Economy for each piece of equipment.
- Flexible configuration allows you to customize to suit your operational needs.
- Improved communication with the operations people that use the asset.
- User-friendly interfaces for data entry screens and report generation.
- 80+ reports are included with the core-application.
- The assets that are being repaired and when they will be ready.
- The frequency of repairs and other items.
- Scheduled, unscheduled, and emergency repairs.
- · Asset replacement statistics.
- PM Schedules that will eliminate maintenance-related break-downs and road calls.







- Increased productivity of shop personnel through planning and projecting repair jobs and maintaining inventory quantities.
- Paperless repair operations. So, mechanics can review repair and parts history quickly without going to a file cabinet.
- Shop managers can see which repair a mechanic working on.
- Capture mechanic labor hours via time-clock feature.
- E-mail notification when service is complete.
- Operations people have the ability to electronically report problems. This eliminates unnecessary phone calls, e-mails, and tiny pieces of paper to denoting what needs to be done.
- Fuel and fluid consumption management and reporting
- Mileage and hour meter management and reporting.
- Inventory management and reporting.
- Data integrations with other applications such as fuel systems and account systems.

Obtaining this information from a paper-system, an in-house system (usually spreadsheets), or a one-size-fits-all "Manager" software will be a laborious process if it's even possible. CFA Software's products quickly provide answers. You will also gain a competitive advantage by optimizing the quantities and types of Assets required to run your business operations.



Contact James Magee at CFA Software at: 630-543-1410 x 131 or 800-437-6001 x 131.



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DOT Exempt or Not Exempt? Don't Be Fooled!

For companies in the utility system construction and maintenance sector, operating commercial trucks is somewhat of a necessary evil. The equipment required to meet the customer's needs is often large enough to require something bigger than just a pickup truck to transport. Usually, the workers who are driving crane trucks, bucket trucks, digger derrick units, and any of a dozen other types of large equipment that is mounted on a truck chassis are classified as equipment operators rather than "truck drivers" as far as their employer is concerned. However, the USDOT sees that in a very different light.

To further complicate things, there are long-standing misconceptions about wholesale exemptions from DOT

regulations for operators of "utility service vehicles". As with many exemptions from safety and compliance regulations, an ounce of truth grows into a pound of fiction when it benefits the beholder to stretch the clear boundaries of the exemption. Such is the case with DOT exemptions for operators of utility service vehicles (USVs).

As a starting point, let's clarify the definition of a "utility service vehicle". The USDOT's Federal Motor Carrier Safety Regulations define a utility service vehicle as one that is:

 Used in the furtherance of repairing, maintaining, or operating any structures or any other physical facilities necessary for the delivery of public utility services,



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- including the furnishing of electric, gas, water, sanitary sewer, telephone, and television cable or community antenna service;
- While engaged in any activity necessarily related to the ultimate delivery of such public utility services to consumers, including travel or movement to, from, upon, or between activity sites (including occasional

travel or movement outside the service area necessitated by any utility emergency as determined by the utility provider); and

3. Except for any occasional emergency use, operated primarily within the service area of a utility's subscribers or consumers, without regard to whether the vehicle is owned, leased, or rented by the utility.

At this point, many readers may say, "OK. That fits us." However, even if it does fit your operation accurately (bullet #3 will likely negate eligibility if you travel extensively to jobsites, often in other states), be aware that the definition is connected to a very limited exemption, that being only the Hours of Service regulations (Part 395 of the FMCSRs). That fact remains that utility service companies who operate any commercial motor vehicles (CMV), which are defined as any vehicle used in a commercial endeavor that has a single or combined (with trailer) GVWR of 10,001 lbs. or more, are subject to, at least, the remainder of the DOT regulations (financial responsibility, driver qualification, DOT drug & alcohol testing requirements, accident recordkeeping, vehicle inspections & maintenance require-



ments, hazardous materials regulations).

Compass Compliance Management (CCM) has been providing assistance with understanding and managing DOT compliance issues to companies in various industrial sectors since 2004. CCM's client base is largely comprised of various service sector companies who operate CMVs as a part of their daily operations. CCM has specialized knowledge of the utility service sector

and how the DOT regulations and possible exemptions apply. CCM's core services include:

- Onsite DOT compliance reviews (mock DOT audit)
- DOT compliance management programs
- DOT audit preparation / representation
- Commercial driver safety and compliance training
- USDOT registration filings
- OSHA compliance and safety services

Compass Compliance Management is also the developer of MyDOTFiles.com, an innovative new web-based DOT compliance management and record storage system.

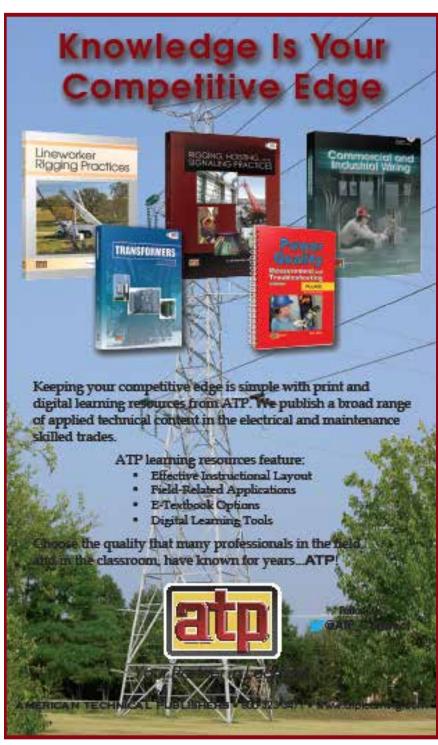
Time and experience has proven that, when it comes to DOT compliance, it is truly a risk management issue, and the cost of compliance is always less than the cost of non-compliance.

Learn more about Compass

Compliance Management at

www.compasscompliance.com





Introducing the Split PVC Wye:

A Unique Product for Your Electrical and Communications Conduit Infrastructure By Lonnie D. Clove

Twenty years ago Conduit Repair Systems, Inc. started business with a newly patented snap together split conduit. The founders of the company were excited to see the large response they received in the marketplace for their split conduit and split couplings. However, it wasn't long after business had started that customers began asking if they could get certain accessories produced to go along with the split conduit products such as 90 degree and 45 degree split sweeps. The engineering and sales department went out into the marketplace to see if there was anything similar in nature to what these customers were requesting. The company discovered that there was not any other type of 90 degree split sweep available. With this information in hand, the engineering department went to work to create the molds and procedures necessary to bring the world 90 degree split sweeps. After nearly three months of development the first 90 degree split sweeps rolled off the assembly line.

Now as we fast forward to today, Conduit Repair Systems, Inc. has once again received many requests from customers to add a new accessory to their split conduit product line. "Over the past couple of years we have seen an increasing request for a split PVC wye" said Paul McMullin, National Sales Manager. Due to this continual request from customers to produce a split PVC wye it was decided by the company management to again do a study to determine the product feasibility. As the engineering and sales departments went out into the marketplace to again see if there was anything similar in nature to the split PVC wye that customers were requesting, the company again discovered that there wasn't any other type of split PVC wye available. With this information in hand, the engineering department again went to work to create the molds to bring the world the first split PVC wyes'. After a number of months

of development the first split PVC wyes' recently rolled off of the assembly line and are now available.

The company has initially produced these new split PVC wyes' in 2 inch and 4 inch sizes. The company has stated that as demand increases and requests come from their customers for other sizes they are open to expanding the line into all sizes they currently offer. The new split PVC wyes' will be available individually or as a prepackaged kit containing a split PVC wye along with three split adapter couplings. The split adapter couplings will allow users of the product to attach each leg of the split PVC wye back to regular round schedule 40 PVC conduit. Conduit Repair Systems also produces a split coupling that connects split conduit to split conduit. The split couplings that connect to split conduit will also be available in the kits if customers need to extend split conduit on one or more of the legs of the split PVC wye.

Even though this product is new and has recently finished all of its testing there is already a number of uses customers have suggested to the company as they have requested the product. Some of the

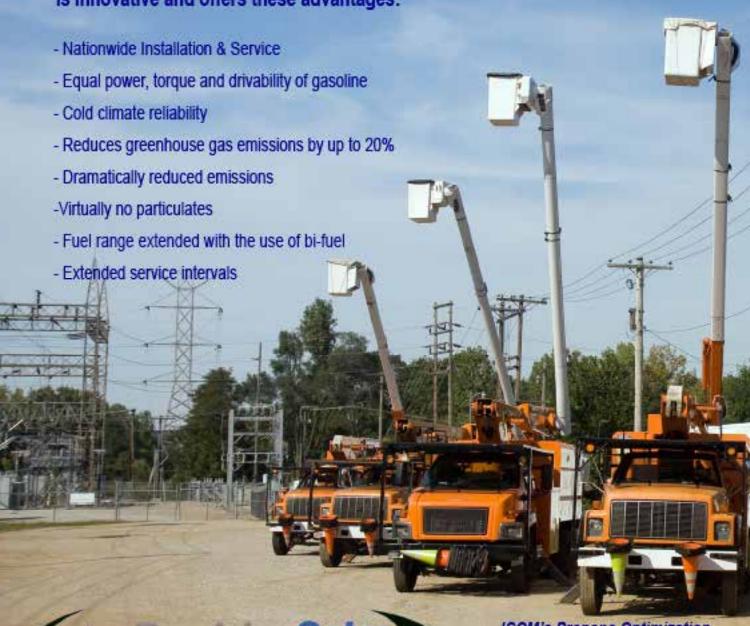
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been by communications companies needing to split off their existing fiber optic lines to take fiber into individual homes or businesses. Other electrical contractors that have requested the product have suggested that they will use the split PVC wyes' in applications where they need to pull a new cable through an existing conduit but at some point along the existing conduit they need the new line to branch off in a different direction than the existing conduit. Over the years the company has been surprised at the many different applications customers have come up with for all of their split conduit products. Paul McMullin, National Sales Manager, said "I am certain that we will be surprised at all of the unique ways our customers will use this new split wye, just as we have been surprised at the many unique applications customers have used our split sweeps and our other split conduit products". One of the new areas of business that Conduit Repair Systems has seen tremendous growth over the past couple of years has been with solar companies utilizing their split sweeps in large solar farm construction. Some of these large solar companies have also indicated that the split PVC wye will be a very useful accessory in the construction of their solar farms. Municipal street light departments have also been one of the industry areas that have regularly made requests for the split wye. The company feels that the uses and applications for the split PVC wyes' will be almost limitless as contractors, utilities, communication and telephone companies begin to understand the cost and time savings a product like this can offer them.

Other products produced by Conduit Repair Systems include split conduit, split couplings, split adapter couplings, split 45- and split 90- degree sweeps and prepackaged conduit repair kits. The company offers all of their sizes of products in schedule 40; some sizes are also available in schedule 80 and type C. All of their products have been specifically designed for power and communications applications. Conduit Repair Systems products all use UL approved plastic and conform to NEMA standards. Additionally, Conduit Repair Systems' products are the only listed split conduit products on the market. Conduit Repair Systems products are ETL listed !!! in all sizes and products except for our 1 inch and C-Duct products and conforms to UL651 Standards. The products are available in 1", 1 1/4", 1 1/2", 2", 2 1/2", 3", 4", 5", and 6" sizes. You can find more information by visiting the company's website at www. conduitrepair.com or by calling 800-670-1804.

Conduit Repair Systems products are one-of-a-kind and very unique. The company believes that by their adding a split PVC wye to their product line they are continuing to develop and offer the best quality, one-of-a-kind conduit repair products on the market.



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Meters can be picked up by our trucks or a commercial carrier. There is no packaging preference, meters can be left in shipping boxes or shipped loosely, with or without glass covers. All meters are completely recycled and never resold for reuse or parts. Certified letters of correct and appropriate recycling will be issued to guarantee responsible recycling. In addition, we abide by all State, Local, and Federal Laws, and or the laws of the country of operation. Meters are bought on a per pound bases and prices are adjusted according to the market. Please contact Caleb Frey at 256-442-3555 or email cfrey@pacifictradingrecycling.com for

references or more information.

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The Evolution of Digger Derricks

By Amber Reed

Today, digger derricks are one of the most used, most versatile tools on a utility line construction project. When you look at the design of these trucks, it is clear they are made to tackle a myriad of tasks from digging holes and lifting and setting poles to turning in screw anchors, putting linemen in the air and setting transformers.

Because the majority of the work today's digger derricks do include lifting and digging, these trucks have evolved over the years through the engineering, development and manufacturing processes to make jobsites safe and work more efficiently For more than 70 years, digger derrick manufacturers, including Terex have transformed the industry's first vehicle-mounted augers into multi-purpose machines.

How it all began

In the early days of electrification, power line construction was a manual process crews dug holes using shove's and hand augers, used ropes and manpower to walk the poles up into position and then refilled the holes and tamped the ground by hand. During the World War II era, the desire to be a more global community spurred the need quickly build the world's power and communication grid. This development made it necessary for utility crews to look for ways to automate the line construction process. From this need, the first mechanical digger derrick was developed.

It all started in the 1940's with Leroy C. Lindquist, owner of the Minnetonka Manufacturing Company which manufactured parts for the Telephone and Electric (Tel-E-lect) utility markets in Hopkins, MN. At the time, Lindquist worked with Northwestern Bell Telephone Company to develop a machine run by power take-off (PTO) on a truck's transmission to dig holes for telephone poles more quickly. The first Tel-E-lect trucks utilized the truck's differential to mechanically turn an auger, which was suspended from the end of an A-frame boom and was raised and lowered by the truck winch line to drill a hole.

The concept of the digger derrick truck caught on quickly, and mass production of these trucks took off the 1950's. The 1950's and 1960's also saw three Tel-E-lect digger derrick product innovations introduced that are still in use today — the Rite-Way auger storage bracket, pole grabbing (PG) winch and the hydraulic collector block. With the hydraulic collector block, digger derricks could, for the first time, rotate

continuously and without restriction making them a much more versatile machine.

In the 1960's and 1970's, hydraulic digger derricks were introduced. These trucks were also designed to be mounted on a smaller, lighter and more maneuverable chassis, giving crews more flexibility and versatility with their fleets. Digger derricks during this era were also engineered with strong box-constructed booms and powerful dual lift cylinders, a configuration so sturdy and reliable that it is still the standard today. This decade also saw the introduction of the digger derrick's first fiberglass third section built to eliminate pin-on third sections.

Terex purchased Tel-E-lect, the manufacturer at the forefront of the digger derrick evolution, in 1997 from Simon Engineering. This acquisition became the foundation for Terex Utilities, a business unit of Terex Corporation, who is today one of the world's leading suppliers of digger derrick trucks and support products.

Where we are now

Throughout the decades, all of these trucks' innovations and enhancements were rooted in the industry's acceptance of the need for and the uses of digger derricks. The main components of a digger derrick are the pedestal, the turntable, the booms, the cylinders for boom control, the outriggers or stabilizers, the digger motor, the auger and auger teeth and the controls. From digging to lifting, these trucks are designed to literally do it all.

As digger derricks have gained popularity, competition has increased and advancements in technology and design have become big business for utility truck manufacturers. And the customers have profited today's digger derricks can be mounted on a customer's specified chassis and have sheave heights up to 100 ft and winch capacities of 50,000 lb. These trucks are also engineered to include platforms and top controls for use as people carriers and material handlers. By being able to position a person in the air, digger derricks are now also used for maintenance work, including replacing crossarms on utility poles, as well as construction work like erecting signs, lights and telecommunication lines.

Other engineering evolutions include radio controls which allows crews to operate the machines remotely and increased



use of fiberglass components to improve insulation for safe and more productive work around energized power lines. Features such as advanced hydraulic systems for improved efficiency and controllability and boom tip configurations, such as "transferable tilt pole plummer," to aid work practices are also innovations incorporated into today's digger derricks.

How digger derricks work

The most important measure of how a digger derrick performs is called the "Load Moment," which is a calculation that takes the geometric derivatives of boom angles, the distance of the winch line or auger from the center line of rotation and the lifting capacities of the equipment into account.

When operators dig a hole for a pole, for instance, they have to consider how far away from the truck they are going to dig, what kind of soil they'll be digging in, along with how deep and wide they will have to make the hole. All of these factors impact the digging capacity the truck needs to have to complete the task. Operators also have to know the pole specifications, including height, weight and diameter in order to determine the best "hooking" point to achieve lifting capacity.

Most operators set their derricks within 2- to 3-ft of the maximum digging radius, no matter what size the hole. The 2- to 3-ft of boom reserve assists in keeping the pole hole as straight as possible. For instance, a digger derrick with a sheave height of 47 ft has a maximum digging radius of approximately 26 ft with a boom angle of 0 degrees. When digging, the boom angle will drop to less than 0 degrees as

the hole goes deeper. Operators need that extra room to extend the boom and keep the digger moving down in a straight line. Taking that into account then, the operator would set up the unit to dig a hole at 23- to 24-ft out from the centerline of rotation.

However, if the digging conditions are less than optimum due to wet, heavy material, and the digger derrick is set up to use a larger auger diameter, such as a 24-in, 30-in or more, the operator may have to reposition the digger derrick to achieve the ability to lift the auger, full of material, back out of the hole while digging. Adding the extra step to reposition the truck can impact the overall efficiency of the crew constructing a new power line or changing a pole.

After digging the hole, the operator will set the pole by positioning a sling around it, attaching it to the winch-line hook and lifting it to an upright position where the derrick can "grab" it and position it into the hole which should be fairly easy to accomplish — as long as an operator knows the parameters of the load the truck is lifting and is able to match that to the lifting capacity at the radius within the truck's "work zone."

Different comparison methods

Throughout the evolution of digger derricks, various methods have been used by fleet managers and linemen to compare the working capacities of trucks built by different manufactures. Early on, digger derricks were compared by their capacity rating with the booms fully retracted and fully elevated, but as these are not practical working positions, comparisons had to evolve to better reflect how these utility trucks were being used.

Traditionally, the design of a digger derrick requires an emphasis on either the digging capacity or lifting capacity so most comparison methods have included:

- Winch capacities a comparison of the styles and capacities of winches;
- Lifting capacities a comparison that accounts for both the boom strength and the capacity and style of winch;
- 10-ft radius lifting capacity a "working" comparison developed by Tel-E-lect in the early 1980s that considers a truck's ability lift loads within a 10-ft radius from the centerline of truck's rotation.

It is important to understand the differences of these more recent specifications and comparison methods as they often do not account for all of a digger derrick's capacities. For instance, none of these comparisons take into account for a truck's in-the-hole (ITH) digging and out-of-the-hole (OTH) lifting capacities.

Where we're going

To select the right digger derrick for the job, comparison standards that reflect not only the boom's lifting capacity

but also accounts for the digger derrick's auger digging and lifting capacity. These capacities need to be close in order to make sure the truck is able to lift the auger, while full of material, out of the hole. Simply put: The truck needs to be spec'd so that it is able to dig a hole and set the pole without the need to reposition. For this reason, a new comparison standard promoted by Terex the Work Zone Capacity gives utility companies and contractors the confidence to select a truck that is properly sized to perform all of the jobs it is tasked to do.

The work digger derricks do for utility companies and contractors is too valuable to have the wrong size of truck on a job. In an increasingly competitive bidding environment, it is more important than ever that a digger derrick be spec'd to complete the jobs it is tasked to perform, on-time and on-budget. In order to best match a digger derrick with the tasks it needs to do, customers have started asking their equipment manufacturers and distributors to provide them with the truck's Work Zone Capacity — the only standard that takes into account all of a truck's capabilities.

For 70 years, utility professionals have used digger derricks in electric, utility infrastructure (power line and transmission) and telecommunication applications. Today's utility professionals know that the secret to being successful on any job is to equip crews with the right equipment to match the application. Digger derrick products are steeped in the traditions of the people who first developed them — hard-working and inventive. The goal of today's digger derrick trucks continues to be focused on providing customers with state-of-the-art equipment solutions that help them get each and every project done safely, quickly and at the lowest cost of ownership.





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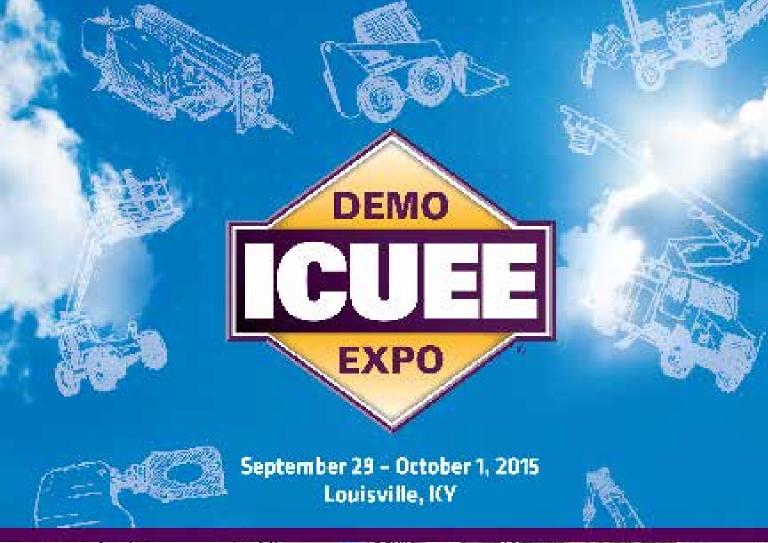
The Twistool was created with the goal of making power-line work safer in one of the ten most dangerous occupations in the world.

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TWISTOOLS ARE A NO-BRAINER! Energized line tools should be non-conductive. Why aren't they? Is it that only metal or insulated metal tools are up to the job? Plastic tools may be perceived as weak and rubbery when hot and brittle and break easy when cold. All safety tools must be evaluated and receive approval by a safety committee at the utility where they will be used. SAFETY PEOPLE PLEASE CHECK US OUT AT THE IQUEE SHOW IN LOUISVILLE, KY. THIS YEAR! Twistools are made of a nylon / fiberglass re-enforced auto-motive resin. It was engineered to do the everyday jobs line-workers do. Next, it was tested in a professional test laboratory to see if it would work in all temperatures and environmental conditions. It was also tested to see if it met OSHA dielectric standards. Successful mechanical and chemical exposure testing was also done. This is a multi-patented tool with many pluses and costs less than a pair of pliers. MAKE LINE WORK SAFER, STARTING TODAY, WITH A TWISTOOL!





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For more information about SB® Environmental Boots, SB® and more innovative Anderson Power Products connectors please visit www.andersonpower.com.

Industrial lighting specialist Larson Electronics has announced the release of a 156 watt low profile explosion proof string light set that provides operators with a powerful and energy efficient alternative to traditional hazardous location portable stringers.

The EPL-SL-3-LP24-LED explosion proof string light set from Larson Electronics contains a total of three 52 watt LED work light producing a combined total of 20,280 lumens of light. Each fixture is equipped with aluminum hooks and connected in series along forty feet of 16/3 SOOW explosion proof cord. These Class 1 Division 1 LED lights are connected together, with twenty feet of 16/3 SOOW cable between each light. A sixty-five foot tail section of main SOOW cord is included to allow ample length for connection to power sources. Instead of using diffused glass, optics, or reflectors to distribute light, Two offset LED assemblies within the fixture allow this lamp



to provide a brilliant 100° horizontal beam spread and a 140° vertical beam spread while achieving a 6,760 lumen output.

www.larsonelectronics.com

The new Atlas Copco XAS 185 portable compressor gives contractors a reliable source of compressed air for a variety of jobs, including operating pneumatic tools and sandblasting. It's compact, efficient and economical, and features a 49-horsepower Kubota diesel engine that complies with Tier 4 Final emission standards.

The XAS 185 features a fully automatic regulator that constantly varies the engine speed according to air demand, which minimizes fuel consumption. The 20-gallon fuel tank allows contractors to use the portable compressor for a full eighthour shift without needing to refuel. They also can access all the controls quickly and easily from a single panel for smooth, hassle-free operation.

The XAS 185 features Atlas Copco's HardHat™ canopy that is made from highly durable, weather-resistant polyethylene. The canopy not only effectively protects the compressor's components but also resists impacts and will not corrode. This

minimizes repairs and virtually eliminates the need to repaint. As a result, the XAS 185 has a low cost of ownership and high resale value.



The Pelican 3310ELS is a wall-mountable emergency lighting station that includes a clear polymer protective enclosure (mounting hardware included) that houses a Pelican 3310PL Photoluminescent LED flashlight. The light acts as a glowing safety beacon in darkness to ensure that dependable light will always be within reach.

The Pelican 3310PL Photoluminescent LED flashlight is made of virtually indestructible polymer material that gathers ambient light to glow in the dark when the lights are off, making

it easy to locate in blackout situations.

The shape of the light's body is engineered to fit perfectly in the natural grasp of gloved and bare hands and the ridges along the handle allow for a strict non-slip grip. A security wrist lanyard is included to avoid losing the flashlight in





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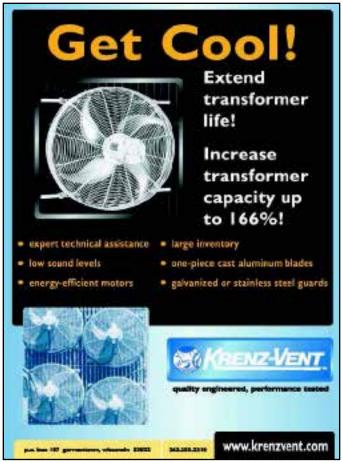
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With its automatic calculations, the Laser Distance Measurer makes job estimates quick and easy, instantly calculating square footage, volume, and distance. The multi-functional TLM99s Laser Distance Measurer is small enough to fit in a pocket and is a great tool for builders, remodelers, real estate agents, contractors, landscapers, painters, and do-it-your-selfers.

www.stanleytools.com

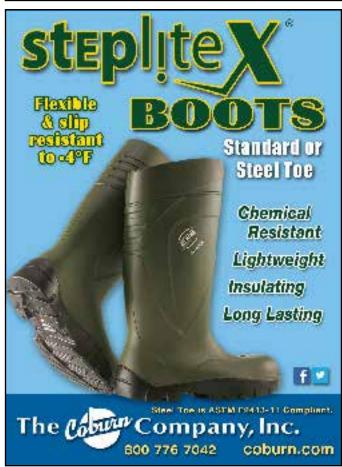
Terex now offers a new end-mount or top-mount cobra-style jib on its popular Hi-Ranger™ TL and LTM series aerial devices. Available on all 24-in x 48-in platforms, the Terex® cobra-style jib is engineered with hydraulic articulation and extend, enabling operators to achieve a greater range of motion and increased productivity.

The cobra-style jib boasts a low, 16-in profile, as well as a 600-lb platform capacity and 1,000-lb maximum lift capacity, which can be realized with the work line extended farther from the basket shaft than other jibs allow. Operators can easily rotate the cobra-style jib thanks to an additional bearing at the bottom of the jib. This rotation offers linemen more versatility at the pole, enabling them to easily line up with work as needed. It also offers better accessibility between lines. This additional bearing rests on top of the Kingpost socket, which is attached to the jib and is situated on the left of the leveling bracket so that it does not interfere with work. Composite bushings

are incorporated into the cobra-style jib's design to help reduce wear on the Kingpost socket.

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