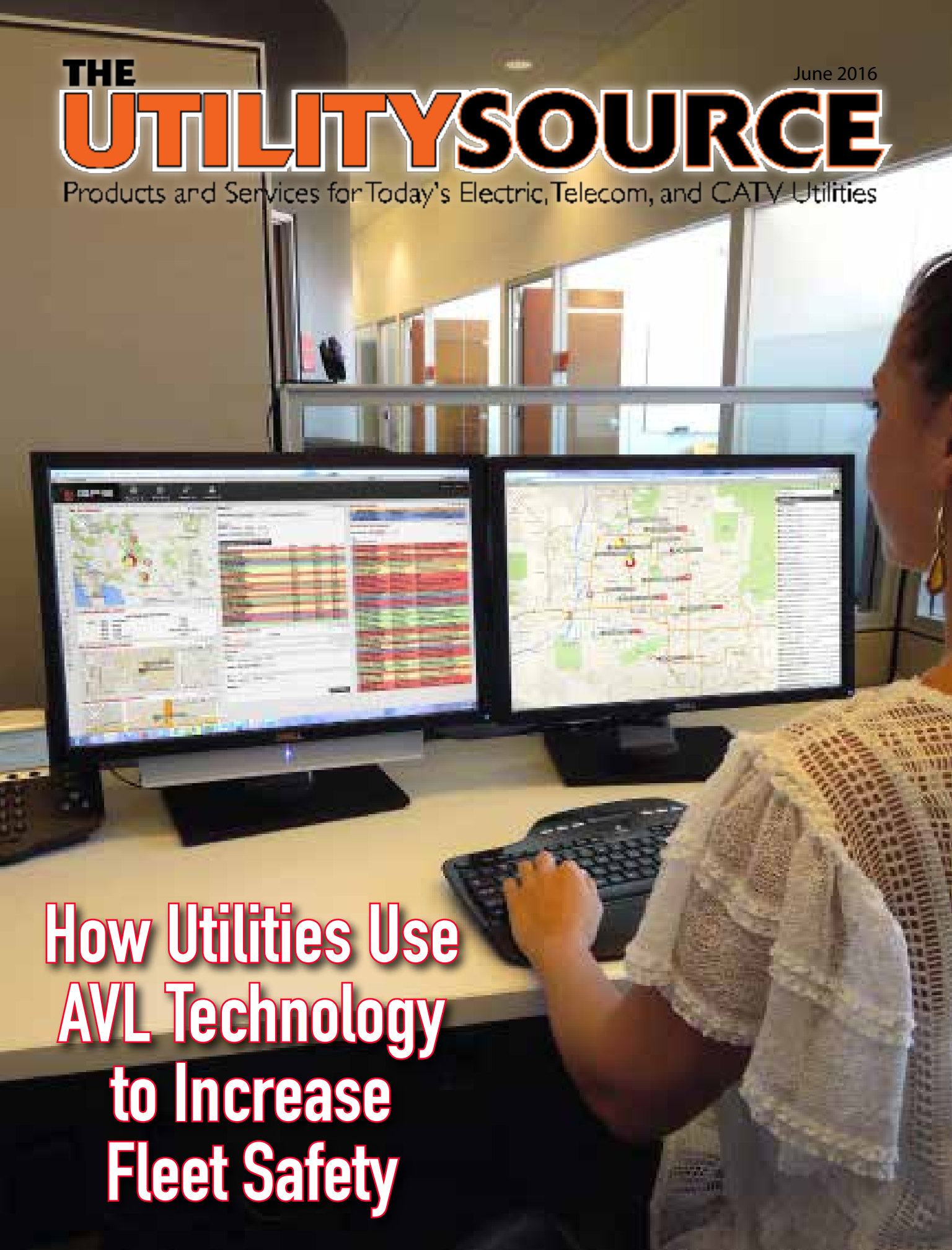


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June 2016

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THE UTILITYSOURCE

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

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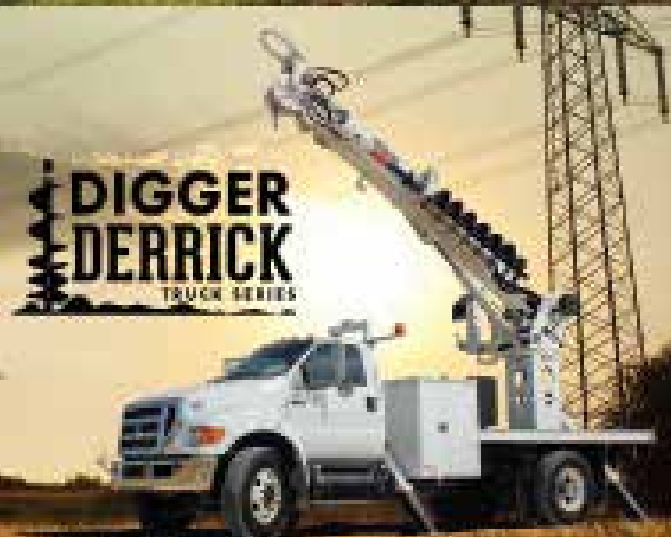
EUFMC SHOWCASE

The world leader in aerial lift production for over 30 years, Versalift is dedicated to developing innovative solutions that meet the ever-changing needs of aerial industries. Last year, we introduced the cutting-edge Phoenix 180-1 and Skybird 215-1 transmission lifts to our already impressive fleet. The 907-7100-HD and Digger Derrick T & B series add to the diverse capabilities that Time Manufacturing has always been known for.

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New Online Courses Offered by SMDI

Two new one-hour online courses developed by the Steel Market Development Institute (SMDI) and its partners—the Metropolitan Community College, the Institute for Safety in Powerline Construction (ISPC), and T&D PowerSkills, LLC—to teach safe practices when working with steel utility poles are now available online at www.lineman.steel.org/. SMDI is a business unit of the American Iron and Steel Institute.

There are two courses offered:

1. **Students and Instructors:** Seven segments provide basic de-energized training covering an overview of the benefits of steel poles, climbing, drilling holes, field deployment, framing, installing and joining. The course was developed in conjunction with the Metropolitan Community College and can be used by instructors as part of their teaching curriculums.
2. **Journeyman and Apprentice Linemen:** Seven segments provide basic energized training covering an overview of the benefits of steel poles, joining multiple-section poles, framing and setting de-energized poles, climbing, energized line work, and additional considerations (Basic Insulation Level).

SMDI also offers on-location workshops directed at students and advanced-level linemen conducted at lineman colleges, apprenticeship programs, electric utility associations, Cooperatives, Municipals and Investor-Owned Utilities. The one-day or two-day workshops include classroom and hands-on training.

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Four New NTEA MVP Companies

NTEA – The Association for the Work Truck Industry recognizes four organizations that have distinguished themselves as Member Verification Program (MVP) companies during the quarter ending March 2016. In addition, six companies have requalified for the program.

Since 2005, MVP has recognized hundreds of companies for successfully implementing specific business standards and processes, and for taking the necessary steps to comply with applicable government regulations. Suppliers and upfitters with MVP status are identifiable to fleet managers and truck dealers as having achieved a higher commitment to excellence by their effective use of safety and quality standards.

As of March 31, 2016:

The newest MVP companies are:

- C&R Fleet Services (Griffin, Georgia)
- Cherokee Truck Equipment LLC (Chattanooga, Tennessee)
- Palfinger American Roll-Off (Trenton, New Jersey)
- Stonebrooke Equipment Inc. (Burnsville, Minnesota)

MVP companies must re-verify every three years. Those successfully qualifying to renew MVP statuses are:

- AEV Inc./American Emergency Vehicles (Jefferson, North Carolina)
- Clark Truck Equipment Co. Inc. (Crawfordsville, Indiana)
- Curry Supply Co. (Martinsburg, Pennsylvania)
- Monroe Truck Equipment (Flint, Michigan)
- OEM Systems LLC (Okarche, Oklahoma)
- Southern Coach (Kernersville, North Carolina)

www.ntea.com/worktruckshow/ •

Pelco Products Inc. Acquires Engineered Castings in Lake Worth, FL

Pelco Products, Inc. announces the recent asset acquisition of Engineered Castings, based in Lake Worth, Florida.

Engineered Castings was established in 1957 as an aluminum foundry. For decades, they manufactured quality castings used in the installation of traffic signs and signals.

From the beginning, Engineered Castings focused on making quality castings while addressing needs in the traffic industry. This resulted in the development of a local and regional traffic sign and signal mounting product line.

“Engineered Castings is passionate about the same thing we are – innovation, quality and service,” said Steve Parduhn, President and CEO of Pelco Products, Inc. “This common business culture just makes sense, is a good fit and we are proud to continue EC’s legacy.”

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TUS INDUSTRY NEWS

Terex Adds 13 New Driver Safety Training Courses to Learning Center

Terex adds 13 new Driver Safety Training courses for medium-duty utility trucks, part of the company's Master Mechanic Learning Center, to its suite of online training courses. These web-based modules provide utility fleet professionals with proactive driver training, including mitigating the risk of driving infractions or collisions before they occur, which enables participants to learn safe driving techniques of Terex® aerial devices, digger derricks and auger drills at each individual's own pace, when it is convenient for them.

"The Terex Driver Safety Training was developed to help utility truck drivers better understand how to proactively prevent collisions," says Jason Julius, technical support and training development, Terex Utilities, "as well as monitor and assess others' driving behaviors, reduce emissions and manage incidents, if they do occur. Each training module takes approximately 15-20 minutes to complete, and participants can start and stop their training as necessary."

The modules engage drivers through a variety of interactive exercises and activities to improve the learning experience. At the end of each module, drivers are tested for comprehension, and when they pass, they will be presented with a certificate of completion.

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How Utilities Use AVL Technology to Increase Fleet Safety

The use of Automatic Vehicle Location (AVL) technology is on a steady incline throughout all segments of the utilities industry as businesses recognize the vast benefits and true fleet intelligence it provides. By consistently enhancing capabilities and adding new functionality to increase effectiveness, AVL software provides tremendous value and solves unique safety challenges for utilities businesses.

Utilities businesses are increasing safety with AVL by providing additional resources to technicians in the field for emergency situations, notifying management and drivers of unsafe driving behavior and hazards, using advanced mapping capabilities to identify first responders, integrating AVL data with other backend software to increase outage response times, improving maintenance management, and more.

Provide Panic Buttons to Technicians

Electrical work can be a dangerous job, so it is important for utilities to provide the best resources possible to ensure technicians' safety while working on power lines. If a technician is in a dangerous situation while working alone and their cell phone is out of reach, they will be completely stranded without a way to call for help. For example, say a vehicle catches fire due to a spark from a broken power line and the technician's cell phone is in the cab of the vehicle, this is a potentially life-threatening circumstance for a utilities technician.

Utilities businesses can provide a panic button as an additional safety resource to technicians working in remote areas so they are able to notify management in the event of an emergency. Some AVL systems provide a panic button that can be attached to the driver's keychain or belt so it is easily assessable. Pressing the panic button will notify management that the driver is in need of assistance and can use the AVL system to locate their vehicle's current location to send assistance right away.

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Powerful Alerting Capabilities Increase Safety

AVL platforms allow utilities to manage their fleet in real-time, which has particularly important implications for metrics like safety. AVL systems provide powerful alerting capabilities that help management be proactive when unsafe situations occur, like if a technician is speeding on a curved stretch of road or driving a bucket truck with the arm in an unsecured position.

Prevent Unsafe Driving Behavior

AVL offers a wide range of alerts to monitor driver behavior to ensure drivers are operating their vehicles safely at all times. Utilities use AVL to monitor speeding, rapid acceleration, hard stops, and many other behaviors that could be considered dangerous depending on geographic location or weather conditions. If a vehicle is driving on a route with mountainous terrain or with curving stretches of road, the speeding

threshold might need to be lower than the posted speed limit. Managers can receive notifications by email or straight to their cell phone to know about reckless driving behavior in real-time. It is also useful to send alerts straight to drivers as a reminder that their driving is being monitored so they can proactively correct their own behavior.

Monitor PTOs

On the arm of actuated bucket truck, it is dangerous to drive with the Power Take-Off (PTO) switch engaged, which is activated when a bucket is raised for a technician to work on power lines. To increase safety, it is important to verify the arm is lowered all the way back down into secure position while driving. To prevent this dangerous situation, utilities can use an AVL system to set-up PTO alerts to notify technicians if they are driving with the PTO switch engaged.

Identify First Responders

If a technician is injured on the job, it is important to have the ability to quickly identify first responders in the area. This type of emergency requires more than just the capability to identify the closest vehicle to the injured technician; it requires insight into the nearest trained first responder's location. Utilities can use an AVL platform to display selectable vehicle icons on real-time mapping to distinguish their first responders. Having custom icons appear on the map will allow dispatchers to easily identify which first responder is nearest to the technician in need of assistance.

An advertisement for PRINCE CARRIERS. The top half shows a large tracked carrier with a bucket arm in a construction or mining setting. The bottom half shows four smaller tracked carrier models. Text and logos are overlaid on the image.

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Integration

As integration becomes more common practice, utility fleets are learning how sharing data between technologies is increasing safety through quicker response times and ensuring vehicles are safe to operate by streamlining maintenance management. Utilities typically require several technology platforms to run their operations, so it is valuable to send information back and forth between software to get the full picture of what's happening with the fleet and to save time during emergencies.

Quicker Response Times during Outages

During a power outage when a quick restoration is necessary, taking the time to log into multiple portals to identify which power line is down, comparing that to current vehicle locations in an AVL system, and then dispatching the driver to the job site is incredibly inefficient. Integrating automatic vehicle location (AVL) data

with other data platforms provides a complete view into fleet operations without the need to log into multiple interfaces.

By integrating an AVL system with outage management software, utility fleets will increase response times during a power outage. This is typically a mapping overlay in which dispatchers can view the outage location and the current location of their vehicles all from the same interface. Dispatchers can quickly and easily choose the closest and best vehicle for the job to ensure their technician gets to the site as soon as possible.

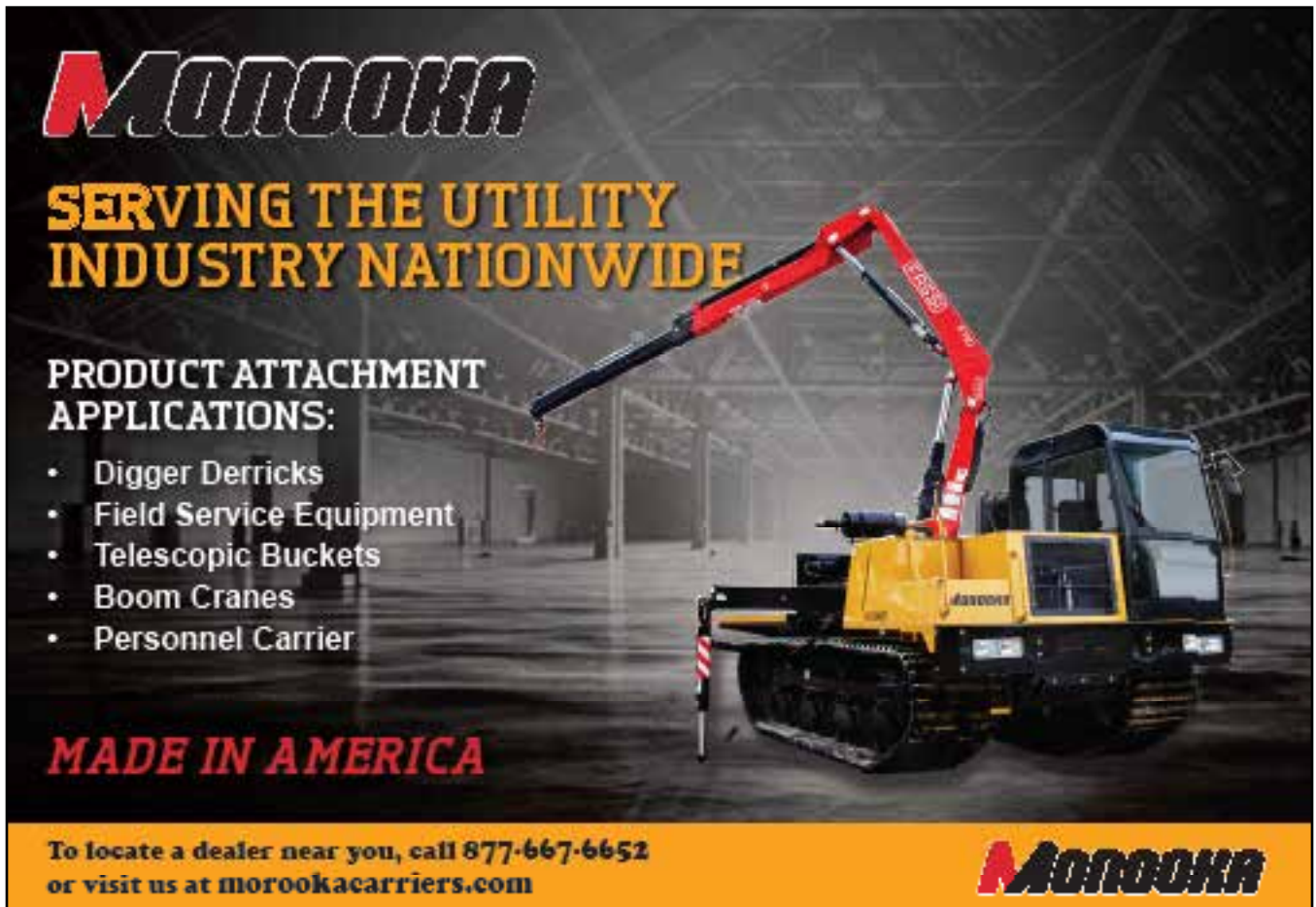
Streamline Maintenance Management

Staying on top of fleet maintenance is a crucial responsibility for utilities to ensure vehicles are safe to operate at all times. Utilities are incorporating AVL systems to improve maintenance management by automating the process.

Utilities are finding value from integrating AVL software with fleet maintenance management systems to access current meter and odometer data to streamline maintenance reporting. This integration has tremendously improved reliability when scheduling preventative services like oil changes, tire rotations, emissions testing, and more so important maintenance is never missed.

For utilities businesses, there is a need to ensure that the best technology is in place to protect employees in the field. AVL systems have the ability to solve unique safety challenges for utilities businesses and increase their operational effectiveness overall. One of the most valuable use cases for AVL is to increase safety and by selecting the right platform, utilities will be able to solve specific safety concerns facing their fleet.

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Hexagon Safety & Infrastructure Releases Intergraph® Damage Assessment

Hexagon Safety & Infrastructure has released Intergraph® Damage Assessment, an application that enables end-to-end automation of the entire post-storm damage assessment process. Intergraph Damage Assessment can be used for simple outage patrols, as well as in times of devastating storm damage, making it an everyday solution that maximizes return on investment for electric utility companies.

Intergraph Damage Assessment's integrated components originate in the storm room and extend to the field and back for a complete, automated solution. Supervisors can assign assessment work and visualize and analyse up-to-date data from a web-based application. Field crews using tablets can perform assessments against GIS network facility data and send results back in real-time.

Unlike disaster documentation systems, Intergraph Damage Assessment is specific to utility workflows, and unlike other damage assessment applications, it integrates with any geographic information system (GIS) or outage management system (OMS), featuring both a field application and supervisory dashboard for end-to-end workflows.

"Intergraph Damage Assessment automates the complete damage assessment process, helping utility companies identify storm-affected areas, determine proper staffing levels and obtain feedback on physical damage in real time," said Eric Charette, executive manager of utilities, Hexagon Safety & Infrastructure. "Dispatchers stay better informed on the extent of damage, while storm managers can track progress. With Intergraph Damage Assessment, better information from the field ultimately leads to more accurate restoration times."

Expectations to improve customer service and reduce restoration times is at an all-time high for electric utility companies. "Sending assessors out in advance to conduct Damage Assessment helps prioritize the hardest hit areas so that we can focus the deployment of our linemen on rebuilding the grid," said Len Socha, senior outage management engineer, Wisconsin Public Service Corp.

However, most companies' existing processes for damage assessment involve manual, paper-based data collection using outdated, printed map books or custom, in-house applications. They provide little real-time feedback to the storm supervisor during the assessment process, and any information collected must be manually entered into the OMS.

Intergraph Damage Assessment overcomes these hurdles. Within Intergraph Damage Assessment, a web-based application displays the

location of outages, field crews and network facilities and enables supervisors to assign work by geographic areas. A tablet-based mobile application uses web services to provide views of outages, crews and GIS facility information as a layer on top of commercial maps, which enables workers to collect data in the field for comprehensive damage assessment. Using the web-based application back in the storm room, supervisors can view that information and run reports and analysis to determine the extent of damage and aid in restoration strategy. Server-side event processing and industry-standard messaging enable integration with other systems for collection results, including materials required to rebuild the network, leading to real-time intelligent decision making, which is not possible when using outdated paper maps.

Extensive hands-on field testing of Intergraph Damage Assessment was conducted as part of the certification



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cycle. "We felt it was vital to get Intergraph Damage Assessment in the hands of users to test the application in the field under real-world conditions that you can't simulate in the office," Charette said.

The release of Intergraph Damage Assessment coincides with the Midwest Mutual Assistance Group Conference in Chicago, Illinois. Hexagon Safety & Infrastructure is a sponsor of the conference, which meets to discuss electric utility resource management, storm restoration techniques and damage assessment.

Hexagon Safety & Infrastructure helps utilities and communications companies achieve greater reliability, increase efficiency and fulfill the expectations of customers, shareholders and regulators. A pioneer in the development and application of location-based technology, Hexagon Safety & Infrastructure provides solutions to hundreds of utilities and communications customers around the globe, supporting network engi-

neering, network operations, customer services, sales and marketing and physical security.

About Hexagon Safety & Infrastructure

Hexagon Safety & Infrastructure provides mission-critical and business-critical solutions to governments and service provid-

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Terex® Load Alert™ System Enhances Safe Work Practices for Aerial Devices

Available new options for Terex Hi-Ranger aerial devices



The new Terex® Load Alert™ system option for Hi-Ranger™ aerial devices, on select units only, will supplement utility crews' current safe work practices. When used in conjunction with an aerial device's material handling load chart, the Terex Load Alert system provides both visible and audible alarms to notify operators and the ground crew if a platform or jib capacity has been exceeded.

Terex developed the new Load Alert system in response to market demand for new technology solutions as an operator aid for crews in the field. It is designed to monitor and analyze the truck's jib and basket capacity, the winch line load, the winch line's distance from the platform's pivot point and boom positions.

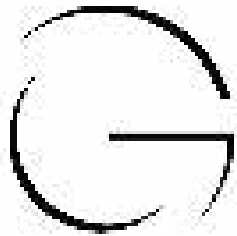
"This load-sensing technology is the first-of-its-kind for insulated utility aerial devices. Based on the capacity of the truck and application, the Terex Load Alert system monitors the conditions and if it detects an overload

condition, visual and audible alarms are activated at the boom tip to alert the operator, as well as on the ground to alert crews," said Terex Utilities Director of Marketing, Joe Caywood.

According to Caywood, customers can also opt to receive wireless notifications via text or email, so that supervisors and fleet directors have the ability to manage their equipment. It's important to note, Caywood says, that the operator must always stay within the operating limits of the load chart or platform capacity decal, even with a Terex Load Alert system installed on the aerial device.

"Our number one priority is operators' and crews' safety," finishes Caywood, "which is best achieved by our ongoing efforts to develop unique, innovative products for the utility industry that further enhance existing safe work practices in the field."

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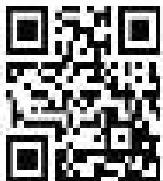


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www.millerfallprotection.com/titan-fall-protection-products/titan-fall-protection/titan-ii-harnesses-lanyards

Howard Leight TrustFit Pod Push-In Foam Ear Plug

Honeywell today announced the Howard Leight TrustFit™ Pod push-in foam ear plug that provides workers with properly fitting ear plugs to protect against noise-induced hearing loss (NIHL).

The new Honeywell Howard Leight TrustFit Pod earplug is designed with an ergonomic stem and dimpled foam tip so they are easy to fully insert and remove without picking up dirt from a worker's fingers. They are comfortable to wear throughout the work day.



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Coxreels Offers Various Stainless Steel Grade Choices to Customers



Coxreels is pleased to offer various stainless steel grade choices to our customers, ideally servicing exact specification needs. Coxreels offers complete stainless steel reels and powder-coated steel reels with stainless steel fluid paths. Now customers can choose between 316 and 304 grade stainless steels for their fluid paths on many reel types to best match the necessary corrosion resistance of their reel according to the application. Coxreels stainless steel reel spools and frames will remain 302/304 grade stainless and are optionally available in an electro-polished finish for additional corrosion resistance.

302/304 and 316 are the two primary stainless steel types used in the reel industry. With inherent metallurgical differences, each category offers different levels of corrosion protection and cost. The 302/304 are the most commonly used stainless steels and are found in most applications where corrosion resistant steel is required such as food and beverage, sanitation, dairy, pharma, appliances and sinks. 316 grade stainless steel is commonly considered the most corrosion resistance of the stainless steel grades and can be up to 4X more resistant to corrosion than 302/304.

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PT-FX Series adapters are designed to terminate high-strand flex-cable (locomotive, mining, welding) to machinery, panels, and transformers. The pins fit mechanical set-screw type connectors and are sized for the current carrying capacity of the cable. These adapters feature the Greaves flared Shoo-in™ barrel-opening design for easy cable insertion. Insulating covers are provided.

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- Locomotive
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Klein Tools Introduces Heavy Duty Nut Drivers with Completely Hollow Handle

Klein Tools, for professionals since 1857, introduces Heavy-Duty Nut Drivers designed with a completely hollow handle for use on unlimited bolt lengths. The nut drivers have magnetic tips to help retain the nut while driving, and wrench assist for additional torque. The heavy-duty shaft has a classic Cushion-Grip handle, and each nut driver end is color coded for easy identification.

“These nut drivers are designed for flexibility, with the hollow-through shaft,” said senior product manager Raul Rosales. “Each nut driver is formed from a single piece of cold-formed steel resulting in a solid piece of metal that can withstand a great amount of torque.”

Heavy-Duty Nut Drivers are available in six individual sizes (1/4”, 5/16”, 3/8”, 7/16”, 1/2” and 9/16”), and 4-piece and 6-piece nut driver sets.

www.kleintools.com







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Milwaukee Tool New Parachute Organizer Bag & Bucket Organizer Wrap

Milwaukee Tool continues to expand their Storage Solutions with the addition of a new Parachute Organizer Bag and Bucket Organizer Wrap. Built to address the common user frustrations with versions currently on the market, these new storage solutions were designed to offer the very best function, durability and organization options that professionals need every day.

Parachute bags have long been popular for their ability to carry a large amount of fasteners or materials to the jobsite or task. Despite their popularity, parachute organizer bags available today suffer from three common inefficiencies: 1) By design, it's difficult to access the contents inside and they have a tendency to fall over, 2) They're not stackable, and 3) They are not weather resistant.

To address these user concerns, Milwaukee constructed its new Parachute Organizer Bag with significant functional advantages. Its 'stand up, stay open' design allows for full and easy access to all of the bag's contents, while an external zipper pocket provides quick access to hand tools, bits and other accessories.

www.milwaukeetool.com



The Xuron Model 2275 Cable Tie Cutter

An ergonomic flush cutter that is ideal for cutting cable ties and leaving a smooth, flat finish against the head to eliminate spikes which can scratch and injure workers is available from Xuron Corp. of Saco, Maine.

The Xuron® Model 2275 Cable Tie Cutter features soft Xuro-Rubber™ hand grips, a Light-Touch™ return spring, and provides full cutting along the entire length of the blades. Employing bypass cutting rather than compression cutting which often produces spikes, this cutter is ideal for trimming cable ties flush to the head; leaving a smooth, clean cut that is safer to handle.

Developed for electronics assembly workers and wire harness applications, the Xuron® Model 2275 Cable Tie Cutter fits comfortably in any size hand, left or right, and has no cumbersome finger loops. In addition to wire bundling, it is ideal for cutting cable ties used for closing tote boxes, securing signs, attaching portable chairs, packaging, and any other purpose.

The Xuron® Model 2275 Cable Tie Cutter sells for \$18.80 (list). A complete catalog is available on request. Distributor and dealer inquiries invited.



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