

THE

September 2016

UTILITYSOURCE

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

Klein® Survey Finds
Electricians are Seeing
More Smart Homes

**ICUEE 2017
Exhibit Space
Sales Open**

**Milwaukee®
Introduces
Performance
Work Gear**

Deeper. Faster. Stronger.



Spiradrill hydraulic drilling rigs simply out perform the competition. With models reaching as deep as 100 feet and hole diameters up to 12 feet, Spiradrills bury other rigs. Efficient designs minimize setup time and truck-mounted rigs arrive on-site, ready to dig in. Ring Power offers the Spiradrill family on crawlers or trucks, with low clearance and EZ Trac options available.

Ring Power Utility Equipment has Spiradrills available today.



Nationwide Rental and Sales through



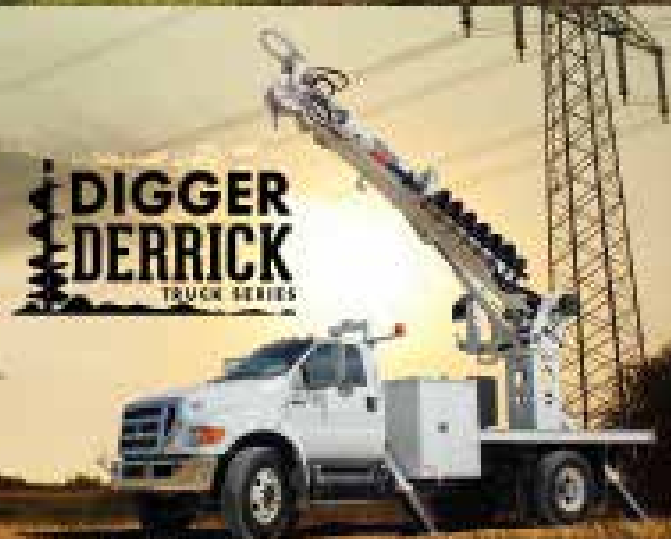
Utility.RingPower.com



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.

VERSALIFT
 **PHX**



PG 4	Industry News
PG 6	Isuzu Opens World-Class Center of Excellence in Northeast Pennsylvania
PG 8	Milwaukee Introduces Performance Work Gear
PG 12	Klein Tools 'State of the Industry' Survey Finds Electricians Have an Increased Interest in High-Tech Installations and are Seeing More Smart Homes
PG 16	Greenlee's New G-Series Smart Pull Cable Tension Monitoring System Designed to Save Contractors from Costly Errors on Cable Pulls
PG 20	ICUEE 2017 Exhibit Space Sales Open
PG 26	New Product News
PG 32	Ad Index

ASSOCIATE GROUP PUBLISHER	Rick Harless 205-624-3794 rick@handfmedia.net
EDITOR	Annie McGilvray annie@handfmedia.net
CREATIVE/WEB DIRECTOR	Jacklyn Greenhill jacklyn@handfmedia.net
ADMINISTRATIVE DIRECTOR	Steven Hobson steven@handfmedia.net

CEO
Christy Hobson

PRESIDENT
Glen Hobson



Executive and Advertising Offices

PO Box 1568
Pelham, AL 35124

phone: 205-441-5591 fax: 205-624-3354

www.theutilitysource.net
glen@handfmedia.net

The Utility Source™ is published twelve times a year on a monthly basis by H&F Media Group, Inc. 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.

The Utility Source™ is distributed to Power, Telcom and CATV Utilities and Utility Contractors throughout the USA. Publisher is not liable for all content (including editorial and illustrations provided by advertisers) of advertisements published and does not accept responsibility for any claims made against the publisher. It is the advertiser's or agency's responsibility to obtain appropriate releases on any item or individuals pictured in an advertisement. Reproduction of this magazine in whole or in part is prohibited without prior written permission from the publisher.

POSTMASTER: Send address changes to
H&F Media Group, Inc., P.O. Box 1568
Pelham, AL 35124
PRINTED IN THE USA

Get Cool!



Extend transformer life!

Increase transformer capacity up to 166%!

- expert technical assistance
- low sound levels
- energy-efficient motors
- large inventory
- one-piece cast aluminum blades
- galvanized or stainless steel guards



quality engineered, performance tested

The SorbWeb™ Plus Solution

OIL REACTIVE FABRIC

A Better Solution

Engineered Secondary Oil Containment System allows water to pass through but seals on contact with oil.

- Robust engineered solution
- Our Oilmat has the highest polymer loading in the industry with a minimum 2500 g/m² or 73.7 oz/yd²
- Installations follow a rigorous quality control protocol to ensure the containment is properly installed
- Designed to allow for vehicle access up to a max of 26,000 Kg/group of axle



1.866.269.8275 x 0235 | www.albarrie.com

Crane Industry Services LLC Announces Skill Assessment Study



Crane Industry Services LLC (CIS) announces a skills assessment study being conducted by CIS in conjunction with CM Labs Simulations Inc., Montreal, Quebec, and West Georgia Technical College. The study's purpose is to determine what operational skill level can be achieved with the use of crane simulators. The study commenced in July and will continue for 14 months and/or after 500 operators have participated in the research.

"This study is a first for the crane industry," said Debbie Dickinson, CEO of Crane Industry Services. "While crane simulation tools are not new to the construction industry, there is little quantitative research that determines the value crane simulation offers as part of comprehensive training. We anticipate that the validated study will be used to set specific goals for skill development." Crane Industry Services is familiar with blended-learning. It currently combines online introductory training, instructor-led classroom training, hands-on instruction, and on-the-job training. CIS leaders were among the first in the industry to create interactive and broadcast quality video learning for the industry.

www.centeredonsafety.com

**Weather Resistant
Solid Brass Padlocks**
Made to your specifications in the U.S.A.

HERCULO LOCK
Hercules Industries, U.S.A.

HERCULES INDUSTRIES, INC.
Manufacturer of HERCULO LOCK Padlocks
P.O. Box 197 • Prospect, Ohio 43342
Toll Free: 1-800-345-2590
Fax: (740) 494-2274
www.HERCULOLOCK.com

ARI Named One of 100 Best Workplaces For Millennials

ARI®, a leading global fleet services provider specializing in complex car and truck fleets, has been named for the second year in a row to the 100 Best Workplaces For Millennials listing released by Fortune magazine and the Great Place to Work® Institute. The company earned a place on this year's list based on the responses given by ARI's millennial employees to anonymous survey questions about the levels of trust, pride and camaraderie they experience in the workplace.

"We are very proud to be recognized as a workplace where millennials feel they can develop, learn and grow professionally," said ARI President Chris Conroy. "Our leadership is aware of the value and perspective that millennials bring to the workforce, and we proactively work to develop a culture where they are given opportunities to contribute and collaborate. We also continuously seek out ways to engage and acknowledge them, so they know that the work they do from day to day has meaning and an impact on the overall health of the company."

www.arifleet.com/about/careers

Mack Trucks Introduces an Integrated Parts Cross-Reference Feature

Customers who purchase heavy-duty parts online now have the power to find more parts in less time, as Mack Trucks recently rolled out an integrated parts cross-reference feature of the Mack® SELECT Part Store™ e-commerce platform. The new cross-reference tool uses a proprietary database that analyzes the part numbers customers search for and provides them with the equivalent Mack Trucks parts, giving customers more robust results and real-time inventory availability.

"Mack SELECT Part Store now offers the heavy-duty trucking industry's first cross-reference tool that is integrated into an e-commerce platform, and continues Mack's tradition of breaking new ground to consistently meet our customers' ever-changing needs," said Chad Johnson, director of aftermarket marketing for Mack Trucks. "Mack SELECT Part Store has experienced an average of 60 percent growth in volume each year since the platform launched in 2010, and we've kept the bar high to give our customers the parts purchasing power they demand and deserve.

The new cross-reference feature is directly integrated into participating Mack Trucks dealers' parts inventories via the Mack SELECT Part Store.

www.selectpartstore.com

NTEA 2016 Commercial Chassis Preview

Preview state-of-the-art commercial chassis presented by 12 prominent OEMs at NTEA's Truck Product Conference. Scheduled Sept. 13-15, 2016 at Edward Village Michigan (Dearborn, Michigan), this annual event educates work truck industry professionals on key product changes and provides critical information on navigating the vehicle integration process.

OEM engineers and product specialists will be on hand to answer technical questions and identify upfitting solutions. In addition, conference attendees will be able to interact with peers, fostering productive industry networks.

"NTEA's Truck Product Conference provides our industry a unique opportunity to gain and share insights with truck chassis OEMs on issues that impact the specification, upfitting and optimization of multi-stage commercial vehicles," said Steve Carey, NTEA executive director.

Participating chassis manufacturers include: Ford Commercial Vehicles, Freightliner Trucks, General Motors Fleet, Hino Trucks, International Truck, Isuzu Commercial Truck of America Inc., Mercedes-Benz Vans, Mitsubishi Fuso Truck of America Inc., Peterbilt Motors Company, Ram Commercial, Toyota Motor Sales USA Inc. and Western Star Trucks.

www.ntea.com/truckproductconference

Rugged Dependability

STANDARD IN EVERY MACHINE WE BUILD!

Hogg & Davis has been proudly manufacturing utility line equipment for more than half a century.



Our trusted products are part of the fleets and tool cribs of nearly every investor-owned power and communications company in the United States and beyond.



HOGG & DAVIS, Inc.

HOGG & DAVIS, Inc.

3800 EAGLE LOOP • ORILL, OR 97044

TEL 541.854.1001 • FAX 541.854.1080

WWW.HOGGDAVIS.COM

Isuzu Opens World-Class Center of Excellence in Northeast Pennsylvania



Grand Opening of State-of-the-Art Training, Distribution and Technical Assistance Facility

Isuzu Commercial Truck of America, Inc., distributor of America's best-selling low cab forward trucks, opened its first Center of Excellence today in northeast Pennsylvania.

The complex—the first of its kind for Isuzu—is comprised of a state-of-the-art, 100,000-square-foot parts distribution center and a world-class 30,000-square-foot training and technical assistance facility.

The Center of Excellence puts three major functions supporting dealerships and customers in the region under one roof:

Parts Distribution: Over \$8 million worth of parts are stocked in the facility, placing them close to a concentrated area of commercial vehicle dealers, reducing delivery time.

Training Center: Dealership service, parts, sales and customer satisfaction personnel from throughout the US will receive intensive, hands-on technical and lifecycle training at Isuzu Truck University.

Technical Assistance: The center will house local Field Service Engineers and a Technical Assistance Line team. By focusing on dealers in specific parts of the country, both teams can react to issues and trends in a faster, more personalized manner.

"This facility represents our continued focus on providing the best possible ownership experience for all Isuzu truck customers," said Shaun Skinner, president of Isuzu Commercial Truck of America.

"Our 'lifecycle' business model is built on the premise that customers will look only to Isuzu for their commercial truck needs so long as we provide them the highest quality product, the least amount of downtime, and a level of service that exceeds their expectations," Skinner said. "To do that requires a very large level of support. That's what this Center of Excellence—and more like it in the future—will provide."

The Center's location in Jenkins Township/Pittston was strategically chosen. The northeast region of the country is home to one of the highest concentration of U.S. Isuzu dealerships, Isuzu commercial trucks in operation, and the company's annual parts sales.

While this Center of Excellence is the first of its kind for Isuzu, it will not be the last. Plans are already underway to open a second facility in the United States.

"As impressive as it is, this center represents something much bigger," said Skinner. "It represents Isuzu's commitment to the U.S. market, and our pledge to do everything we can to support our dealer body and our customers' ownerships experience."

About Isuzu: Headquartered in Anaheim, California, Isuzu Commercial Truck of America, Inc. (ICTA), is the distributor of Isuzu commercial vehicles in the United States. Isuzu commercial trucks have been the best-selling low cab forward trucks in America every year since 1986. For more information, call (866) 441-9638.

www.isuzucv.com •

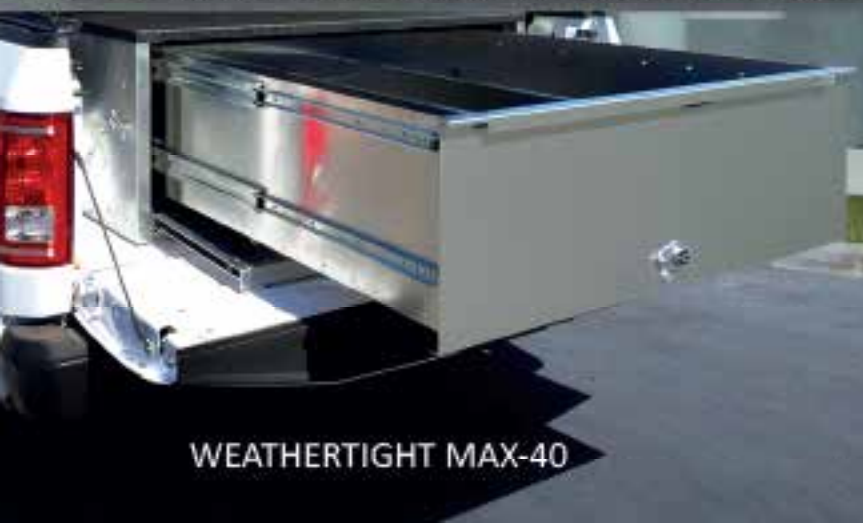


PICKUP STORAGE



MAXIMIZER-3

Check out our entire product line at www.EZSTAK.com or call 630.994.3300



WEATHERTIGHT MAX-40



SIDEKICK

Milwaukee® Introduces Performance Work Gear

Milwaukee Tool has expanded its Work Gear line to include a new Jacket and cold weather Base Layer. The Milwaukee® Hooded Jacket and WorkSkin™ Base Layer's combination of heavy duty construction and performance materials provide users all-day comfort and durability in even the toughest jobsite conditions.

The industry leader in heated gear, Milwaukee Tool, has expanded its Work Gear line to include a new Jacket and cold weather Base Layer. The Milwaukee® Hooded Jacket and WorkSkin™ Base Layer's combination of heavy duty construction and performance materials provide users all-day comfort and durability in even the toughest jobsite conditions.

"Milwaukee's popular M12™ Heated Gear provide an excellent way for users to stay warm in cold conditions utilizing REDLITHIUM™ technology; but in looking at how people use gear more broadly, it was obvious that most of the insulated workwear hasn't changed for decades. As a result, today's industry professionals lack effective non-battery-powered solutions that are designed for their specific needs," said Patrick Lueck, Product Manager for Milwaukee Tool. "Our new Performance Work Gear begins to address the full scope of what our users need to do while on the job. After years of jobsite research, we've designed a new Hooded Jacket that reinvents the classic style by combining the very best rugged material with targeted durability reinforcements and innovative mobility enhancements that make it easy to move around in all day."



Engineered to battle the jobsite and survive the elements, Milwaukee's Hooded Jacket is built for tradesmen who can't let cold slow them down. Focused on providing reinforcement in areas where traditional workwear fails, its GridIron™ 900 Denier Ripstop Polyester material outlasts cotton duck by 3X against abrasion and tearing. Large riveted and reinforced utility pockets and a tarnish resistant metal zipper provide increased durability. The Jacket also features FreeFlex™ Mobility enhancements across the back, underarms and armpits, and a

fitted hood designed to provide full range of vision. The combination of these features make the new Hooded Jacket perfect for users who require trusted durability while on the jobsite, and the maneuverability that helps them get the job done.

"As athletic base layer materials have become more popular, they have failed to address the durability needs of work environments. With the launch of the new WorkSkin™ Base Layer we've focused on bringing this level of performance materials and extended life to meet the needs of the professional tradesman. By understanding how our users work in cold weather better than anyone

AjaxTools&Equipment

Reconditioned Units



2003 JVDV Pacific Tek PV800
Vacuum Excavator



TSE 36in Bull Wheel Tensioner
W/2 Disk Brake Reel Carriers



Hogg Davis HP650
1 of 2



TSE Underground Cable Puller
Model UP70B-TR



International 6x4
MO# 2674 VIN MH331487



TSE 36in Bull Wheel Tensioner
W/1 Disk Brake Reel Carrier



Sherman Reilly Puller
MO# TRI-184/60-8K Hyd
Powered



Sauber MO# 1539 3-Reel
Trailer
VIN# 1F9U227231V048416

Visit our website for full descriptions



P.O. Box 518 • Orland, California
(530) 865-4405 • (800) 532-2529
www.ajaxtoolsandequipment.com

Owner Retiring & Considering Selling Business

else, we've developed a performance base layer for the professional tradesman – a first in our industry," said Lueck.

The Milwaukee® WorkSkin™ Cold Weather Base Layer is constructed to handle the demands of hard work in cold conditions. Unlike cotton options, the new Base Layer features Fast Wicking Sweat Zones underneath the arms and across the upper

back move moisture away quickly from high-sweat areas to avoid dampness, cold, and freezing. Unlike base layers designed for athletic use, its durable fabric resists pilling and fighting odor to extend product life. When worn next-to-skin and under outer layers, WorkSkin™ manages moisture and body temperature to help tradesmen work dry, stay warm, and stay comfortable in the cold – all

while standing up to the demands of the jobsite.

Whether on or off the jobsite, Milwaukee's Heavy Duty Work Gear provides users the durability and comfort they need without sacrificing jobsite productivity.

PANTHER CARRIERS
Suited for your industry.

CLEANMOTION
MORE WITH LESS

INNOVATIVE CHASSIS DESIGN PROVIDES EASY IMPLEMENT INSTALLATION
IMPROVED 30PS CERTIFICATION ALLOWS OPTIMALPayload
SCALE-OF-USE-ERECT CAB DESIGN PROVIDES COMFORT AND VISIBILITY
CLEAN MOTION: THE FIRST Tier 4 CARRIER LINE-UP IN THE INDUSTRY
METACOIL BURNER TECHNOLOGY PROVIDES UP TO 20% IN FUEL SAVINGS

The PANTHER carrier series from PRIMO™ leads the way in bringing big payloads. Engineered for increased efficiency, the PANTHER provides truly unparalleled, truly optimal, back performance, operator safety and reduced maintenance. All this and the ability to customize your work according to your job's needs. Contact us to find out how PRIMO'S PANTHERS fit your needs for both distribution and transmission projects.

PRIMO™ Inc. • 1001 4th Ave. S.
St. Paul, MN 55108
www.primo.com



Milwaukee® Hooded Jacket

- Small (252B-S)
- Medium (252B-M)
- Large (252B-L)
- X-Large (252B-XL)
- 2XL (252B-2X)
- 3XL (252B-3X)

WorkSkin™ Base Layer

- Small (401G-S)
- Medium (401G-M)
- Large (401G-L)
- X-Large (401G-XL)
- 2XL (401G-2X)
- 3XL (401G-3X)

About Milwaukee Tool

Since the company began in 1924, Milwaukee Tool has led the industry in both durability and performance by providing the best in professional, heavy-duty tools and accessories. With an unwavering commitment to the trades, Milwaukee continues to lead with a focus on providing innovative, trade-specific solutions. Whether it is through their leadership in LITHIUM-ION technology, as seen in the M12™, M18™ & M28™ Systems, time-saving accessories or innovative hand tool products, Milwaukee is dedicated to delivering a steady stream of advanced solutions for the trades that offer increased productivity and unmatched durability. Milwaukee Tool is a Brookfield, Wisconsin-based subsidiary of Techtronic Industries Co. Ltd. (TTI) (HKEx stock code: 669, ADR symbol: TTNDY). For more information on the full line of Milwaukee® products, please call 1-800-SAWDUST.

www.milwaukeetool.com



The Ultimate Cargo Retrieval System.

CARGO EASE

Thinking Inside The Box

Cargo Ease Fleet Design and custom slide division is an important part of what makes Cargo Ease LLC a premier manufacturer in the industry. Our ability to help design and manufacture custom boxes for various fleets in North America is second to none. High capacity slides holding up to 25,000 lbs. load capacity such as our patented safety-break system is what sets us apart from the rest of the manufacturers that just don't have features such as these. Whether you need sliding tie downs, folding side rails, custom tie slides or our award winning brake or ramp systems, Cargo Ease has what is needed to make your slide stand out from the rest.

Save time by quickly loading, transporting and accessing your assets stored to alignment from our custom industry leading water resistant aluminum frame trailers. These are also equipped with durable composite top decking along with automodes green target interiors. Join the assembly of satisfied fleets that have already been outfitted with the most durable and dependable product on the market.

www.cargo-ease.com

905-768-2650
info@cargo-ease.com

HIGH-TECH INSTALL



Klein® Tools 'State of the Industry' Survey Finds Electricians Have an Increased Interest in High-Tech Installations and are Seeing More Smart Homes

Klein Tools, for professionals since 1857, today announced an additional round of results from its second-annual 'State of the Industry' survey. Over the course of two years, the survey asked more than 400 union and non-union electricians about their project preferences on job sites. This year it found higher percentages of electricians who prefer to work on high-tech installations, and home technology remains the most widely viewed residential trend by electricians.

High-tech Installations

The Klein Tools' State of the Industry survey found preferences towards working on industrial projects, office buildings and commercial properties have stayed relatively the same since last year. There was a noticeable increase, however, in the number of union electricians, and electricians with 10 to 19 years' experience, indicating they prefer to work on high-tech installations.

This year, 42 percent of union electricians say they prefer working on high-tech installations, up from 31 percent in 2015.

The survey also found 51 percent of electricians with 10 to 19 years of industry experience said they prefer working on high-tech installations, a significant increase from 24 percent in 2015.

In comparison, 29 percent of electricians with less than 10 years' experience said they prefer working on high-tech installations, and only 24 percent of electricians with more than 20 years' experience said they prefer working

on high-tech installations.

"We're seeing increased interest from younger electricians and apprentices in high-tech systems. They see opportunities to work on the latest technology as a way to gain experience in an area of future growth, and like the challenge associated with learning a complicated skill," said Mark Klein, president of Klein Tools. "It's great to also learn many experienced electricians are taking a fondness to more advanced systems and want to keep up-to-date on their craft. This allows electricians with varying levels of expertise to learn from each other on the jobsite and advance the entire industry as technology continues changing the way we operate."

Multi-Family and Smart Homes

The Klein Tools' State of the Industry survey also found electricians are seeing more smart or "connected" homes in residential areas. Technology in homes is the most popular trend viewed amongst electricians—over open living spaces, home additions and multi-family homes. Though, multi-family homes have significantly increased since 2015.

Nearly one-half of electricians, 48 percent, are seeing more smart or connected homes in the residential area—just slightly down from 56 percent in 2015.

One-third of electricians, or 31 percent, are seeing more multi-family homes in the residential area, up significantly from 25 percent in 2015.

**CAN ONE HITCH TAKE CARE
OF ALL YOUR TOWING NEEDS?**



TOWING MADE EASY

Available In Class IV & V with 10K, 16K & 21K lb. weight capacities. Safely and efficiently move any trailer without having to swap out hitches.

GEN-Y HITCH
BY GENY INDUSTRIES

574-218-6363

www.GenyHitch.com

Made in the USA

“This tech-focused residential data aligns with what we’re seeing in the industry,” said Mark Klein, president of Klein Tools. “Contractors are calling for more technicians who are skilled in newer, more digital-tech focused systems, and technicians are doing their best to keep up with this developing trend. Klein Tools is working with its partners to ensure younger electricians are trained in the old and news models so they are prepared for all types of scenarios on the job site.”

The Klein Tools ‘State of the Industry’ survey was conducted by Russell Research, an independent survey research firm, which conducted 201 online interviews from January 20 – 26, 2015, and 200 online interviews from January 27 – February 5, 2016, to secure a nationally significant representation. Forty percent of respondents were union members and 60 percent were not.

www.kleintools.com/2016survey



HIGH-TECH INSTALL



Nearly one-half of electricians are seeing more smart or connected homes in the residential area



PROJECT PREFERENCES: CONNECTED HOMES IN RESIDENTIAL AREAS

Technology in homes is the most popular trend viewed among electricians. There was also a significant increase in the number of electricians seeing multi-family homes in residential areas (31% in 2016 vs. 25% in 2015)



There was a **notable increase** in the percentage of **union members** who **prefer to work on high-tech installations**



There was a **significant increase** in preference working on high-tech installations among those **with 10-19 years' experience**



For full survey results, head to www.kleintools.com/2016survey2

Shoo-pin™

Flex-Cable Adapters

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.

Wherever flex-cable terminates in a set-screw lug:

- Telecommunications
- Construction Sites
- Drilling Platforms
- Theme Parks
- Locomotive
- Welding
- Marine
- Mining



GREAVES

www.greaves-usa.com

800-243-1130



Greenlee's New G-Series Smart Pull Cable Tension Monitoring System Designed to Save Contractors from Costly Errors on Cable Pulls

Greenlee, a Textron Inc. company, has developed the patent-pending G-Series Smart Pull, a real time cable pulling monitoring system designed to alert contractors when a cable pull has met or is exceeding the amount of tension recommended by the cable manufacturer. This saves contractors time and money by avoiding overstretching the cable leading to faulty cable installation.

"We've learned that an overstretched cable can lead to diminished transmission capabilities and even a potential fire hazard," said Sumeet Pujari, Greenlee Project Manager – Pulling + Fishing. "We also found that an overstretched cable can be costly to a contractor if a pull has to be reworked."

The new Greenlee Smart Pull alerts the user when pulling force exceeds 80% of the cable's limit. Physical, visual, and auditory warnings allow the worker to take action before the cable is damaged. A second alert is given when the pulling force has met 100% of the manufacturer's recommended tension limit. The Smart Pull has an accuracy of +/- 2 percent up to a load limit of 10,000 pounds (44.48 kN). Information obtained during the pull is stored directly onto the Smart Pull's 128MB of onboard memory. Pull data can be seamlessly exported via the onboard USB port or emailed directly through the PullCalc app.

"This proof of work helps contractors to avoid liability and provides building engineers with documentation that the cable was pulled to specification," added Pujari.

I'll Be Back...

to attend the #1 Show in the Industry

“Wow! My trip to the NECA Convention and Show last year was a real eye-opener. I had no idea that I would learn so much, see so many new products, and talk with so many industry experts about my specific business issues. I should have made this a ‘must-attend’ event many years ago.

—“Alto Joe” Kaluhiokalani, Aloha Communications Contractors Inc.

NECA 2016 BOSTON

October 7-10 • Boston Convention and Exhibition Center

Visit www.necaconvention.org and use special code **16TUS** for **FREE ADMISSION**

NECA
Boston
2016

OCT. 7-10



Open to the entire electrical profession

For more information call us at 1-800-333-6210, ext. 300

TEL: 215-483-1111, info@necanet.org

www.necaconvention.org



A modern touch screen interface makes the Smart Pull easy to operate. The on-screen prompts make setup simple, and the unit is equipped with Bluetooth® technology, allowing connection to Greenlee's PullCalc app. This application monitors pull force, speed, and distance in real time. An external USB port exports files in .CSV format. Files can also be transferred to the mobile app and emailed to other stakeholders.

The Smart Pull is compatible with rope sizes up to 7/8-inch diameter. The five-roller design holds the rope in place and maintains consistency to the sensor, eliminating the need to specify rope diameter. The Smart Pull operates on the 18V Makita® battery platform, and is compatible with 1.5Ah to 5Ah batteries. A single 5Ah battery will run for 20 uninterrupted hours.

The lightweight skeletal design and roll handles make this device easy to handle on the jobsite. The product comes in a carrying case with mounting hardware, battery and charger. It is compatible with the existing Greenlee Mobile Vers-iBoom™ II and floor mounts.

RAYCO

FORESTRY MOWER/MULCHER

PURPOSE BUILT FORESTRY MOWER/MULCHER 99 HP KUBOTA TURBO DIESEL ENGINE SUPER FLOW, CLOSED LOOP HYDROSTATIC CUTTER HEAD DRIVE RAYCO-EXCLUSIVE ELEVATED COOLING DESIGN 17.7-INCH RUBBER TRACKS 3-SPEED TRAVEL EASILY REMOVABLE DEBRIS SCREENS TO PROTECT COOLERS HYDRAULIC REAR WINCH CAB WITH HEAT AND A/C RAYCO-EXCLUSIVE FORESTRY DOOR WITH 1.25-INCH LEXAN ESCAPE HATCHES IN ROOFTOP AND REAR WINDOW PREDATOR MULCHER HEAD WITH VARIABLE DISPLACEMENT HYDRAULIC MOTOR

SEE YOUR DEALER OR CALL 1-800-392.2686

CALL - 800.392.2686 VISIT - RAYCOMFB.COM

The Greenlee Smart Pull is available exclusively at the following distributors:

- A.A. Casey Co.
- California Service Too
- Colonial Electric Supply
- Contractors Choice, Inc.
- Crawford Electric Supply
- Electrical Engineering & Equipment
- Fasteners Inc. Southwestern Supply
- Kovalsky-Carr Electric Supply Co Inc
- Lumen
- McNaughton-McKay Electric Company
- Platt Electric Supply
- Total Tool Supply, Inc.
- Von Rohr Equipment Corporation
- WESCO

The new G-Series Smart Pull is a real time cable pulling monitoring system that provides an innovative solution for Faster, Safer & Easier® cable pulling from Greenlee. For more information call 1-800-435-0786.

www.greenlee.com •



ClearSpan fabric structures

1.866.643.1010 ClearSpan.com/ADNCP

WE MANUFACTURE • WE INSTALL WE SAVE YOU MONEY

VERSATILE SOLUTIONS FOR ALL YOUR CONSTRUCTION NEEDS



Fabric Structures
Natural Light & Low Cost Per Sq Ft

Hybrid Buildings
Benefits of Metal & Fabric Buildings

Foundation Solutions
Build Anywhere & Quick Construction

GET **0%** FINANCING FOR **84** MONTHS OR GET A **BIG CASH** DISCOUNT *RESTRICTIONS APPLY



ICUEE 2017 Exhibit Space Sales Open

Exhibit space sales are open for ICUEE 2017, the International Construction and Utility Equipment Exposition. Visit the show website www.icuee.com for details on the space assignment process and deadlines for priority exhibit space selection.

ICUEE 2017 will take place October 3-5, 2017 at the Kentucky Exposition Center in Louisville, Kentucky. The biennial exhibition, also known as The Demo Expo, is the largest event for utilities and utility contractors, owned and produced by the Association of Equipment Manufacturers (AEM).

"ICUEE is where the utility construction industry meets to see and experience 'hands-on' the newest product innovations; exhibitors and attendees cite ICUEE as a high-quality show where they can easily connect with qualified companies," said Tricia Mallett, show manager.

ICUEE 2017 will feature specialized exhibits pavilions for fleet management and green utilities, Ride & Drive test track for on-road equipment and technologies, and indoor Demo Stage complementing extensive in-booth product demos outdoors and indoors.

As a value-added service, ICUEE provides exhibitors with free electronic and print marketing materials to help reach customers and prospects and increase booth traffic. A variety of sponsorship and other marketing opportunities, including customized options, are also available.

What the Industry Is Saying

AEM exhibitions are industry-run with a focus on superior customer service and event technology that results in measurable ROI and a positive show experience.

Voted by Contractors As The Best Pulling Tools 2014

iTOOLCO



Made in the USA

Crank Lift and Bearing Spin
Real Jacks RJ6K

iTOOLCO

Huge Time Savings

PULLSLICK



Fastest When Pulled With the Cannon 10K

Cannon 10K Dual Capstan 4 Speed 10K Tugger "Easy, Strong, & Fast"

iTOOLCO

Demo Today



9 to 40 Fpm
Made in the USA

iToolco.com
865-670-3713



A sampling from attendee and exhibitor surveys from the last ICUEE:

Exhibitors:

- "ICUEE has always been a good show for us. Very good customer and potential customer base. The show is very well run."
- "Our company is new to this industry, but we were able to make some strong leads and contacts to help us in the future."

Attendees:

- "As a first-time attendee, I found the show was very well organized. All the (exhibitors) were very helpful in presenting their different products."



PELSUE®

TRADITION + INNOVATION

Vehicle Upfitting and Custom Trailers



Truck Chassis



Cargo Vans



High-Roof Vans



Fiberlite XL Trailer



Fiberlite POD Trailer



- “Just being at the show was a success. Being able to interact with new people and get the latest greatest information on equipment and technology.”

Attendees talk buying decisions:

- “Made final decision on purchase (of equipment from exhibitor).”
- “Saw several products that are very useful in our line of work ... and we are likely to purchase some or all of them.”
- “It was very beneficial in helping us with purchasing decisions for the upcoming year.”

www.icuee.com

MOROOKA

SERVING THE UTILITY INDUSTRY NATIONWIDE

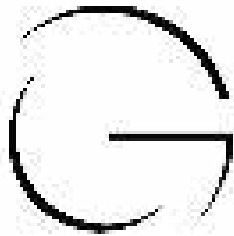
PRODUCT ATTACHMENT APPLICATIONS:

- Digger Derricks
- Field Service Equipment
- Telescopic Buckets
- Boom Cranes
- Personnel Carrier

MADE IN AMERICA

To locate a dealer near you, call 877-667-6652 or visit us at morookacarriers.com

MOROOKA



GOLIGHT

Revolutionary Lighting Solutions



Durable...Versatile...Powerful...GUARANTEED



When the power goes out, we know we can rely on our nation's linemen to show us their wits and march into the elements to get our electrical service back online. More often than not, that means battling wind, rain, snow and ice and doing so in the dark. In those conditions, light that can be dynamically directed where it is needed, when it is needed is an essential tool for safety and productivity. In both emergency situations and day-to-day conditions, Golight has power to be a vital tool in extending work hours and increasing productivity. Golight has been a partner to the men and women who keep our lights on for almost 20 years and we are committed to seeing that relationship grow and develop.



KOOZES... BANDANNAS... DECALS . Send an email to media@golight.com and let us know you saw our ad in "THE UTILITIES SOURCE" and we will send you some Lineman branded merchandise.

Weathertight MAX-40 Pickup Drawer Unit from EZ STAK



EZ STAK introduces its all new weathertight MAX-40 Drawer Unit that features an optional door with an automotive weather strip seal that prevents dust and water from entering the secure storage drawer. Standard depths are 48", 60" and 72" & up to 90" optional depths. Available features include an anti-skid top, durable anti-skid rubber drawer bottom lining and full length dividers. 1000 lb. storage capacity. A new drill-free installation method can be ordered with this design. Available in many models for the following trucks: Ford F150-F550, 5'5", 6'5" and 8' box, Dodge 1500-3500, 5'7", 6'4" and 8' box,

Chevy Silverado/GMC Sierra (std. box & long box).

www.EZSTAK.com

Eaton Announces New Version of Medium-Voltage SC9000 AFD

Power management company Eaton today announced a new version of its medium-voltage SC9000 adjustable frequency drive (AFD) designed to help customers support energy efficiency, reduce ownership costs and enhance power system reliability. The new Eaton SC9000 general purpose (GP) drives are designed for a wide range of original equipment manufacturer (OEM), water and wastewater, utility, industrial and heating, ventilation and air conditioning (HVAC) applications.

"Eaton continues to invest in research and development to yield innovations that make it easier and more cost effective for customers to take advantage of adjustable frequency drive technology in their systems," said Jerry Wang, product manager at Eaton. "The latest version of Eaton's award-winning SC9000 drive combines innovative technology with a simplified design and construction, system flexibility and ease of use."



Based on the enhanced design, the SC9000 GP can be maintenance free for up to 10 years. These drives have a low part count topology and is standard-equipped with a redundant cooling system to help improve reliability.

With Eaton's SC9000 GP drive, customers can shift from low-voltage to medium-voltage drives for applications at lower power ranges.

www.eaton.com

LIKE US
★ NOW ★

www.facebook.com/TheUtilitySource

THE POWER GRIPZ

.COM

Leather Protectors

Power
Gripz, Inc.

*Designed by Linemen,
for Linemen.*

USA made, all-weather and
resistant to UV rays and
weather for long glove
life.

The Power Gripz are the only gloves
tested and proven to be superior
for grip, arm protection and
all-weather dexterity.

Flexibility: All-weather, reinforced
finger and thumb provide
unmatched flexibility and dexterity
for all jobs.

Patented winding grip
material allows secure
grip for heavy loads and
tools, handles and gear.

Reinforced backside will
hold an extra layer of safety
protection.

Low and High-Voltage Fire
Finger Leather Protectors available
in sizes 8-8.5 through 12-12.5;
Three Finger Mitts sizes 9-11;
Three styles of work gloves: M, L and XL.

AF ratings: 30 cal/cm² - AF ratings: 50 cal/cm²

Ultimate Protection. Maximum Comfort.

Tested by
ArcWear

Call: 877.271.0444
or order online at
www.ThePowerGripz.com

**WE HAVE THE
ROPE TO GET
THE JOB DONE.**



800-358-767

www.bucrope.com

TUS NEW PRODUCT NEWS

Larson Electronics Releases Portable Power System- Converts 220 AC to 120 AC



Larson Electronics, a longtime leader in commercial and industrial grade lighting equipment, has announced the release of a portable power distribution system that converts 220 volts AC electrical current to 120 volts AC.

The MGL-220V-10KVA-120V-1X120.25A-1X120.35A portable power distribution system from Larson Electronics provides a safe and reliable way for operators in industrial settings to tap into and utilize power sources independently of the work area. This system provides operators the ability to safely tap into and distribute 220 volts AC power from a variety of sources including generators and direct grid power. The transformer is designed to operate with 220 volts, single phase which is then stepped down to single phase 120 volts AC. Two-hundred feet of Type W line-in power cord is included to connect the substation to a primary 220 volt single phase power supply.

On the primary side, a 60-amp disconnect fused with two 60-amp time delay fuses provides the primary line-in protection and supplies the primary power to the 10 KVA transformer. The secondary current is wired to a 120 volt, single phase 80-amp load center with a main breaker for circuit protection.

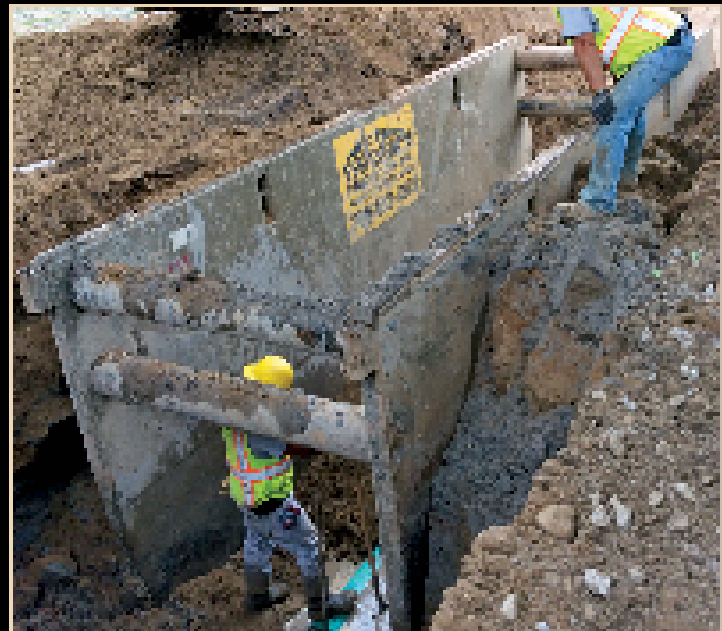
www.larsonelectronics.com •

America's Trench Box Builder™

Efficiency Production, Inc.

The Contractor's Choice for Trench Shoring, Nationwide!

- Largest selection of shielding and shoring equipment available.
- Custom shields built to your specs.
- Site-Specific Engineering
- OSHA Trench Safety Training.
- Our Extensive Dealer Network and Factory Direct Sales & Rentals combine to supply fast delivery and excellent service.



Steel Trench Shields



Hydraulic Shores



Build-A-Box™



Aluminum Shields



Stone Mizer™



Slide Rail System

800-552-8800

www.encyproduction.com

685 Hull Rd., Mason, MI 48854



EFFICIENCY
PRODUCTION, INC.
America's Trench Box Builder™

AEMC Offers New Line of Easy to Use Handheld Megohmmeters

AEMC offers a NEW line of easy to use handheld megohmmeters capable of measuring insulation resistance up to 200GΩ. The selectable test voltages range from 10 to 1000V depending on the model. These compact, lightweight meters are ideal for testing cables, small motors, pumps, transformers and industrial equipment. The Model 6536 is ideal for special applications in the aerospace and defense sectors where very specific test voltages are required.

Features:

- Selectable test voltages from 10 to 1000V (model dependent)
- Insulation resistance measurement up to 200GΩ (model dependent)
- Automatic discharge at the completion of the test
- Manual, Lock & Timer test modes
- PI/DAR Ratio calculations (model dependent)
- Active voltmeter detects live voltage prior to starting a test
- Automatic test inhibition if live voltage above 25 volts detected
- Programmable alarms with Pass/Fail indication (model dependent)
- 200mA/20mA continuity measurement with fuseless active protection
- Measures V (AC & DC), Hz, Ω, kΩ, capacitance and cable length (model dependent)
- ΔRel mode for comparative measurements displayed as a value or %
- Test lead compensation eliminates lead resistance from continuity measurements

www.aemc.com

HD Electric Company Introduces New PRX-4 Proximity Voltage Detector

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

Features:

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

PRX-4 joins the rest of the Proximity Voltage Detector family of non-contact detectors.

www.HDElectricCompany.com

NEW KUBOTA[®] ENGINES & PARTS • RE-MAN KUBOTA[®] ENGINES
Your Professional Engine Service Center

FULL LINE OF KUBOTA[®] ENGINES & PARTS

- CHECK OUT OUR NEW & REMANUFACTURED ENGINES OR WE CAN REBUILD YOUR EXISTING KUBOTA[®] ENGINE
- GENUINE PARTS FOR A VARIETY FOR KUBOTA[®] ENGINE APPLICATIONS



GENUINE PARTS

- HEADS
- FILTERS
- INJECTORS
- INJECTION PUMP
- OVERHAUL KITS

Kubota
 ENGINES
 Genuine Parts • Service

Country (888) 529-8530
 SALES & SERVICE
 255 Troy Ridge Road
 Orville, OH 44067

WE SHIP DAILY USING UPS & TRUCK FREIGHT

www.countrysalesandservice.com

Optimize Fleet Productivity

CFA Software
 THE MAIN SOURCE FOR INVENTORY CONTROL SOFTWARE SOLUTIONS SINCE 1967

CFAWin

- ✓ Evaluate & Improve Fuel Economy
- ✓ Automate PM Tracking
- ✓ Increase Vehicle Recovery
- ✓ Analyze Life Cycle Costs & Trends

Why CFA Software?

- Over 40 Years Experience
- Superior Product Support
- Low TCO
- Free Implementation Assistance

Shop Floor

- ✓ Technician-friendly Interface
- ✓ Allows BO Entry in Shop Environment
- ✓ Repair Time Clock Feature
- ✓ View Equipment Repair History

e-Service Request

- ✓ Submit & View Service Requests Online
- ✓ Provide Audit Trail of Submitted Requests
- ✓ Reduce & Automate Data Entry

Call for a FREE Demol

CFA Software
 800.437.6001 • www.CFASoftware.com

ROME

Manufacturing Heavy Duty Construction and Agricultural Implements Since 1932

ROME PLOW COMPANY IMPLEMENTS



The ROME brand name has always been tied to heavy duty Construction and Agricultural disc plows.

ROME continues to manufacture the same style of implements that has made the ROME PLOW brand name famous for over 80 years.



ROME also manufactures pivot dump and ejector scrapers for the AG and Construction Industries.

This includes a full line of Earth Moving Scrapers and precision land levelers, such as land planes and float planes.



For more information on our products or for the closest authorized ROME dealer please contact us.

770-748-4450
www.romeplow.com



Company	Pg.	Website
Ajax Tools	9	www.ajaxtoolsandequipment.com
Albarrie	3	www.albarrie.com
Amerex	32	www.amerex-fire.com
Buccaneer Rope	28	www.bucrope.com
Cargo Ease	11	www.cargo-ease.com
CFA Software	30	www.cfsoftware.com
Clearspan	19	www.clearspan.com
Country Sales & Service	30	www.countrysalesandservice.com
Efficiency Production	29	www.efficiencyproduction.com
Elk River	22	www.elkriver.com
EZ STAK	7	www.EZSTAK.com
Geny Hitch	13	www.genyhitch.com
Golight	25	www.golight.com
Greaves	15	www.greaves-usa.com
Hastings Fiberglass	IBC	www.hfgp.com
Herculock	4	www.herculock.com
Hogg & Davis	5	www.hoggdavis.com
iToolco	21	www.itoolco.com
Krenz Vent	2	www.krenzvent.com
Morooka	24	www.morookacarriers.com
NECA	17	www.necaconvention.org
Pelsue	23	www.pelsue.com
Power Gripz	27	www.thepowergripz.com
Prinoth	10	www.prinoth.com
Rayco	18	www.rayco.com
Ring Power	IFC	www.utility.ringpower.com
Rome Plow	31	www.romeplow.com
Time Versalift	1	www.versalift.com
TSE	BC	www.tse-international.com

AMEREX

Amerex Corporation
 P.O. Box 81 • Trussville, AL 35173
 Ph: (205) 666-3271 • Fax: 800-864-5980
 email: sales@amerex-fire.com
www.amerex-fire.com

"Quality is Behind the Diamond"

UL US FM APPROVED

ISO 9001 & 14001
 OHSAS 18001
 CERTIFIED

EXTINGUISHERS AND FIRE SYSTEMS
 INDUSTRIAL • RESTAURANT • MINING • UTILITY • FACILITY
 WASTE MANAGEMENT • FORESTRY • AGRICULTURE
 SERVER ROOM • TELECOMMUNICATION • AIRCRAFT
 AIRPORT • CONSTRUCTION • OFF-SHORE PLATFORM
 REFINERY • TRANSIT BUS • MANUFACTURING
 VESSEL • MILITARY VEHICLE...MORE!

Designed and Assembled in the USA!

THE TOOLS YOU TRUST **HASTINGS**

When it comes to safe, dependable hot line tools and equipment – we've been getting you home safely since 1959.

Hastings' Mechanical Jumper Clamps and Insulated Cable Improve installation on power lines to keep linemen safe. Our assemblies are manufactured using computer-controlled equipment to ensure consistent and quality assembly on every order.

See pages 425 and 426 of Hastings' online catalog for more details!



HASTINGS
A WORLDWIDE SUPPLIER OF
Hot Line Tools & Equipment

See our online catalog at:
hfgp.com • 269.945.9541

GREENMACHINE

CLEAN. QUIET.
ALL ELECTRIC
PULLING AND
TENSIONING.



THE NEWLY DESIGNED DPT40E IS POWERED BY A REGENERATIVE ELECTRIC MOTOR, ELIMINATING THE NEED FOR DIESEL AND HYDRAULIC OIL.

FOR SALES INQUIRIES, PLEASE EMAIL US AT SALES@TSE-INTERNATIONAL.COM

U.S. PATENT NOS. 8,322,689 B2 AND 9,178,340 B2

TSE
INTERNATIONAL, INC.
1-800-825-2402