

# THE UTILITYSOURCE

December 2016

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



## ISUZU ANNOUNCES DETAILS OF ALL-NEW F-SERIES TRUCK



Legacy of Success

# Time Versalift



# The SorbWeb™ Plus

Solution

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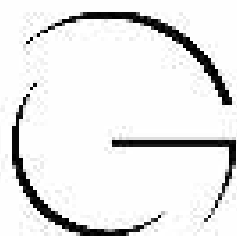
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**GOLIGHT**

## Ritchie Bros. & Caterpillar Inc. Announce Strategic Alliance Agreement

Ritchie Bros., the world's largest industrial auctioneer and a leading equipment distributor, and Caterpillar Inc. today announced that they have entered into a strategic alliance agreement. The strategic alliance is expected to deliver significant benefits to both companies, Caterpillar's independent dealers and their respective customers, continuing an accelerated delivery of Caterpillar's Internet of Things (IoT) connectivity offerings to improve customer fleet utilization.

Under the terms of the agreement, Ritchie Bros. will become Caterpillar's preferred global partner for live onsite and online auctions with respect to used Caterpillar equipment, and will complement Caterpillar's existing dealer channels. Ritchie Bros. will provide Caterpillar and its dealers with access to proprietary auction platforms, software and other value-added services, thereby enhancing the exchange of information and services between customers, dealers and suppliers. The strategic alliance is also expected to strengthen Ritchie Bros.' relationship with Caterpillar's independent dealers around the world by providing them enhanced and continued access to a global auction marketplace to sell their used equipment.

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## Takeuchi-US Appoints Michael Shebetka Product & Training Manager

Takeuchi-US, a global innovation leader in compact equipment, has announced they have appointed Michael Shebetka to the position of product and training manager. The move follows the promotion of David Caldwell to national product manager.



As product and training manager, Shebetka will be in charge of product information and training for both dealers and field representatives. Additional responsibilities include performing the role of product trainer at Takeuchi's national training events at the Pendergrass, Georgia, U.S. headquarters, as well as out in the field.

Shebetka was previously employed by Takeuchi-US for nearly five years starting back in 2003 as the regional sales manager in the Southeast and Western U.S. He moved back to his hometown of Cedar Rapids, Iowa, to be the outside sales representative for Martin Equipment. During his time there he sold John Deere construction and forestry equipment in an Iowa territory.

"Michael has a range of industry experience from both the distribution side and manufacturing side that will be of great benefit in his new role at Takeuchi," said David Caldwell, national product manager, Takeuchi-US.

[www.takeuchi-us.com](http://www.takeuchi-us.com)

## The ALL Family of Companies Increases Facility Size & Service Capabilities



The ALL Family of Companies has increased both the size and service capabilities of its facilities in Elk Mound, Wisconsin, and Nitro, West Virginia.

ALL Crane & Equipment Rental Corp. of Nitro, West Virginia, is an area leader in heavy-haul trucking services and also functions as one of ALL's major rebuild centers. The Nitro branch also specializes in repairing and maintaining ALL's large fleet of crawler cranes—the biggest in North America.

The Nitro facility acquired approximately 5-1/2 acres of land a mile away from their existing facility.

Dawes Rigging & Crane Rental, Inc. in Elk Mound, Wisconsin, represents the ALL Family of Companies with full-service rigging and crane rental in western and northern Wisconsin, along with the Twin Cities area (Minnesota).

A 7-month expansion project added an impressive 14,400 square feet onto the Elk Mound facility, including three drive-through service bays: two to repair cranes and other lift equipment, and one a dedicated wash bay. The new service bays facilitate quicker turnaround on maintenance and repair jobs, which means shorter downtime for customers.

[www.allcrane.com](http://www.allcrane.com)

## Seth Hughes Appointed Director of Mowery's Logistics Group

Mowery, an industry-leading construction company based in Mechanicsburg, is pleased to announce the addition of Seth Hughes of Cumberland County, Pennsylvania as director of Mowery's Logistics Group. In his new role, Hughes' primary responsibility will be the maintenance and expansion of Mowery's market share of the logistics industry, including assisting with business development efforts and maintaining client relationships.

"This is a significant announcement that represents our continued commitment to and pursuit of the warehouse/distribution market," said Dave Cross, president and COO of Mowery. "Mowery is a major builder of warehouse/distribution facilities. Our team has completed approximately 20 million square feet of warehouse/distribution projects, and the addition of Seth will continue to add to that growth."

Hughes has more than 21 years of experience in the construction industry in a variety of roles, including tradesman, department manager and leadership positions. He obtained a bachelor's degree from Penn State University.

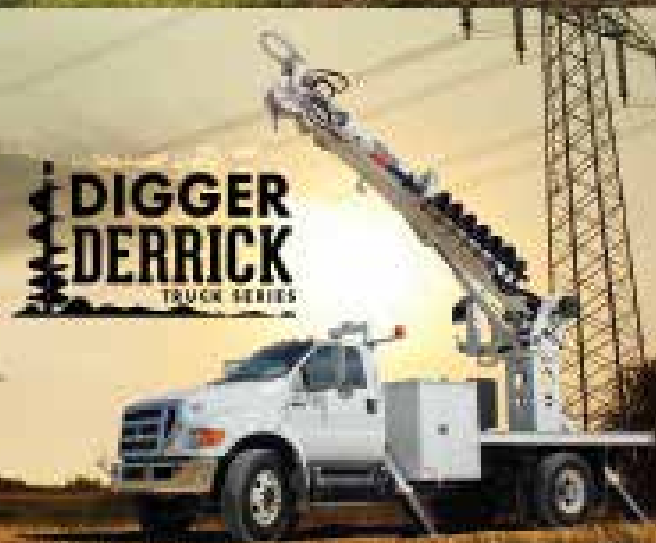
Hughes resides in Boiling Springs with his wife and three children. Being a sportsman, he enjoys camping, hunting and fishing. Much of his spare time is dedicated to supporting youth sports and coaching in his local community.

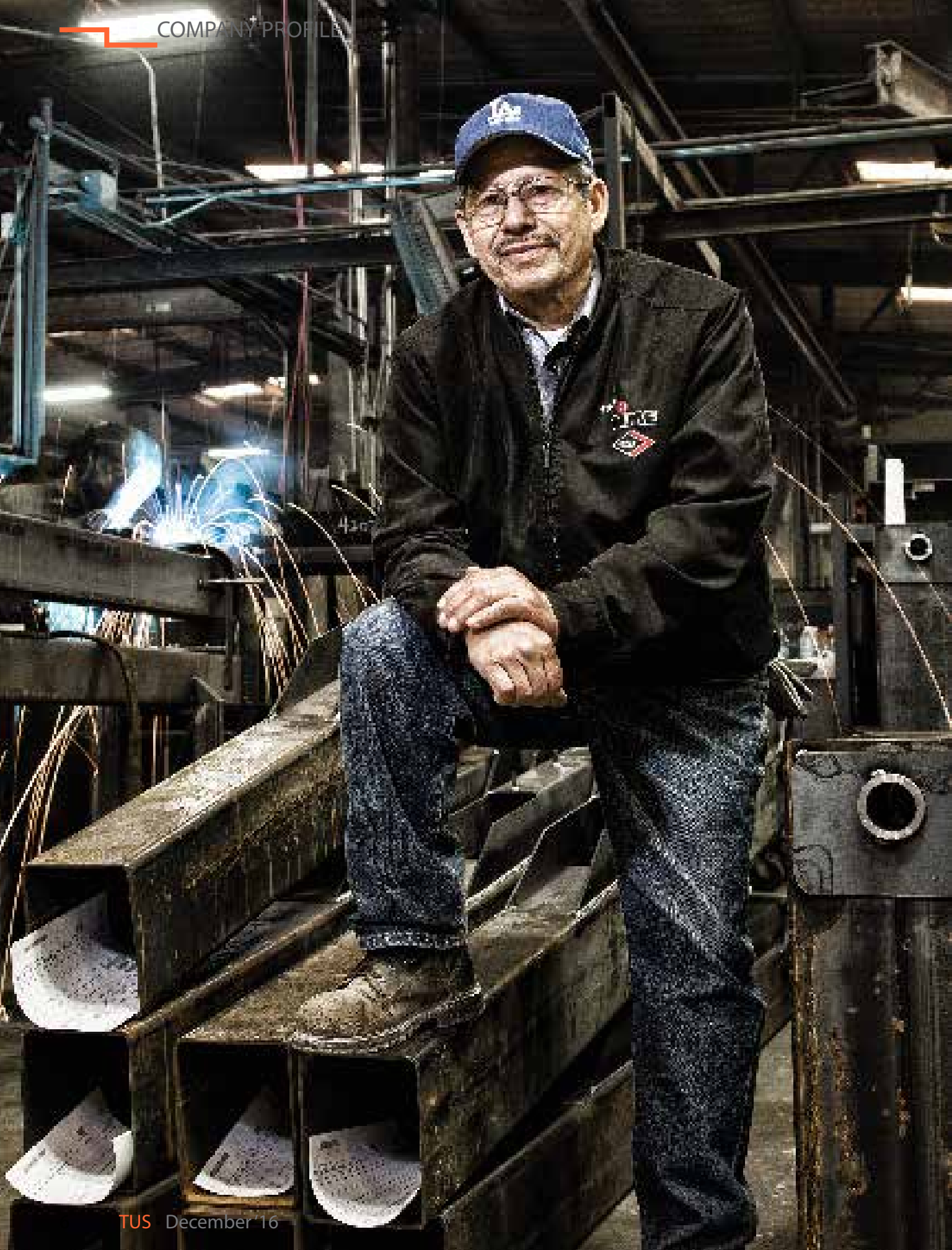
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## EUFMC SHOWCASE

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-I and Skybird 215-I 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.







## Legacy of Success

### Humble Beginnings

In the mid '60s the telecommunications industry was rapidly expanding. Most homes were equipped with telephones and although cable television was in its infancy, interest in this new media platform was growing. As these two technologies developed at an unprecedented rate, local telephone and fledgling cable companies searched for ways to increase their efficiency while providing a safe working environment for their employees.

In 1965 linemen were required to climb poles which was dangerous and physically demanding, particularly to the older employees. Developed in the small Central Texas town of Clifton, Texas by Russell Howard, a mechanical engineer, and Charles Turner, whose family owned an independent telephone company in Palo Pinto County, Texas, TIME MANUFACTURING COMPANY was 'born out of the need' to provide 'Time Saving Equipment' that was maneuverable, safe and a dependable way for telephone linemen to perform tasks at varying heights above ground. The current Waco, Texas location, home to Time Manufacturing, was built in 1972. Today, with two state-of-the-art manufacturing facilities and over 300,000 square feet under one roof, Time is one of the leading premier facilities of its kind.

Aerial lift orders rapidly increased with VERSALIFT's first large sale of multiple units to a Michigan-based telephone company. In the late 70s, the company's customer base stretched globally as we introduced our product to the European market. Product lines, sales, and customer relationships continued to grow, and in 1985, Time Export was established in Farso, Denmark. In the 90s and 2000s, we made international strides with the establishment of VERSALIFT distributor locations in Europe, Africa, Middle and the Far East. Here in the U.S., we were

expanding as well with the addition of VERSALIFT East in Bethlehem, PA., VERSALIFT Southwest in Waco, TX., and VERSALIFT Northwest in Salem, OR.

Although Time Manufacturing is one of the foremost aerial lift manufacturers in the world, throughout the years we've not veered far from our modest, ambitious beginnings. We've grown in both employees and global reach, yet our belief is still the same as our founders: Solutions to your aerial lift needs should always be within the customer's reach.

Although Time Manufacturing is one of the foremost aerial lift manufacturers in the world, throughout the years we've not veered far from our modest, ambitious beginnings. We've grown in both employees and global reach, yet our belief is still the same as our founders: Solutions to your aerial lift needs should always be within the customer's reach.

### History of Innovation

How do we keep your needs in mind while offering cutting-edge solutions? VERSALIFT innovations, such as the introduction of our patented TruGuard technology and incorporating the use of high-strength steel, were created with the success of your challenges in mind while pushing the limits of telescopic heights safety. Since the creation of our first aerial lift, Time Manufacturing has been committed to using the key components of technological innovation and customer feedback as a means to meeting customers' aerial lift needs. Even today, cofounder Russell Howard's dedication to his trade continues to inspire both our talented engineering department and experienced manufacturing personnel.

Each of Time Manufacturing's engineers begins their time at VERSALIFT learning the products by working side by side manufacturing. Once they understand the structural mechanics of our products from start to finish, their attention turns

to you. We dedicate time listening to customers explain their lift challenges in the field in order to design equipment specific to your needs. Collaboration with our customers while we build and test the new equipment also helps to ensure that your, as well as industry, safety needs are met while maintaining a standard level of productivity. Utilizing the exceptional skill base of our knowledgeable employees, our mission is to build VERSALIFT products designed to provide you with safe solutions and increase over customer satisfaction.

### Future of Versalift

We're excited about what lies ahead for Time Manufacturing and our VERSALIFT product. Using our global manufacturing resources teamed with highly trained employees, the heights for the future are limitless. Time Manufacturing Company's stable ownership, consistent style of management and full production schedule also empower our plans for tomorrow.

Because we keep the customer in mind when planning for the future, VERSALIFT continues to extend fresh product offerings to our customer base, whether by implementing a rental and leasing fleet or cultivating our used equipment business. Though the VERSALIFT presence in our current industries is vast, we continue to look toward what's next, such as aerial lift needs in the emerging wind energy industry. New entry points for lifts in utility processes are also a priority, such as distribution, transmission, contracting, and more.

Look to VERSALIFT to be YOUR all-inclusive lift resource, where you can rent, buy, replace, and resell your lift or fleet of lifts with ease.

We're excited for the future of VERSALIFT. With our experience in growth, invaluable resources, and commitment to customer satisfaction, there's really only one way to go. And that's up!

# ISUZU ANNOUNCES DETAILS OF ALL-NEW F-SERIES TRUCK



# 2018 FTR IS SET TO CHANGE THE CLASS 6 MARKET

Isuzu Commercial Truck of America, Inc., distributor of America's best-selling low-cab-forward trucks, today announced key specifications of its all-new entry in the Class 6 medium-duty truck segment, the 2018 Isuzu FTR. The company made announcements to their dealers at a series of Isuzu Whistle Stops around the country the last two weeks.

Among the highlights:

- 25,950 pounds GVWR
- The FTR will be available in eight wheelbase lengths ranging from 152 to 248 inches, accommodating bodies from 14 to 30 feet long
- The FTR is a dock height class 6 truck
- The turbocharged Isuzu 5.2-liter 4HK1-TC engine propelling the FTR will generate 215 horsepower and 520 lbs.-ft. of torque
- The engine will be mated to an Allison six-speed automatic transmission with power take-off (PTO) capability
- Dana axles will have capacities of 12,000 pounds up front and 19,000 pounds rear suspension
- Bridgestone or Continental 11R22.5 tires will be fitted to 22.5" x 8.25" steel wheels

The FTR is slated to go into production at a new facility in Charlotte, Michigan in mid-2017.

When Isuzu announced the truck at NTEA's 2016 Work Truck Show in March, Shaun Skinner, president of Isuzu Commercial Truck of America, said, "This truck represents our vision of the future of the medium-duty truck industry. The overall concept of the FTR is to bring to our customers the next generation medium-duty low-cab-forward truck, one that features a clean, durable, highly-efficient four-cylinder engine and is the best Class 6 choice for urban pickup and delivery. The letters 'FTR' don't stand for 'future,' however this truck represents the future, and it will be here—soon."

For more information, call (866) 441-9638.

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



# Lightest, Most Balanced: Milwaukee 12T Utility Crimper Delivers Ergonomics Advantage

Milwaukee Tool continues to deliver industry specific products for Linemen with the introduction of the M18™ FORCE LOGIC™ 12T Utility Crimper. Developed specifically for the challenges linemen encounter on a daily basis, the new tool optimizes weight and balance for best in class ergonomics and the easiest way to crimp.

Traditional 12T crimpers are extremely front heavy and unbalanced putting additional strain on the wrist, making aligning crimps a challenge for one person. Understanding the importance of accuracy and ergonomics, Milwaukee® delivered the lightest crimper on the market. Repositioning the handle to fully balance the tool gives the user maximum control. This thoughtful engineering, combined with a 350° rotating head and red alignment marks provides for a neutral wrist position regardless of the way the user needs to crimp and delivers the easiest alignment in the industry.



Featuring Predictive Force Monitoring (PFM™), an adaptive pressure control system, the tool constantly measures force output delivering consistent speed, that won't bog down on larger connectors, and accurate pressure every time. This crimper provides Linemen with instant pressure verification through a green LED indicator. Pre-crimp battery check automatically ensures there's enough battery charge to fully complete each crimp and not get stuck on a connector.

Powered by M18 RED LITHIUM™, the batteries and hydraulic system are optimized for consistent performance from -18°C/0°F to 55°C/122°F ensuring the tool works in the harshest and most remote environments where Linemen work every day. For maximum protection against the elements, sealed electronics keep dirt, dust and moisture out, while PFM™ protects internal

components for the longest tool life in the industry.

As a complete problem-solving solution, the M18™ FORCE LOGIC™ 12T Utility Crimper is compatible with the digital platform, ONE KEY™,\*\* which allows the user to sync the tool wirelessly with their mobile device or desktop. Users will be able to upload data and history to create custom reports that track the success and timing of electrical terminations, identify where and when the tool was last seen, and track the utilization and service intervals of the tool to maximize uptime and keep inventory lean.

From the power plant, through transmission and distribution, it is Milwaukee's goal to improve reliability and productivity for Linemen by offering cordless solutions on one battery platform replacing the traditional corded,

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Designed for walk-in and van body interiors, EZ Stak modular drawers, closets, lockers and shelving units maximize your space to create an organized, efficient and secure environment for all your tools, parts and equipment.

*We drive efficiency, so you can drive productivity.*



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## What is the EZ STAK advantage?

- OEM-specific pre-engineered drawer packages
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gas and truck hydraulic solutions used today. With a base of tools on the M18™ system already used by Linemen, the launch of game-changing 6T Utility Crimpers in 2015 and the introduction of three uniquely innovative Utility Cable Cutting solutions this year, Milwaukee® is committed to making this goal a reality.

\*FORCE LOGIC™ is engineered to not only improve upon, but fundamentally change the way high-force tools are used in the field. Through thoughtful design focused on workflow, each tool simplifies a complicated process to deliver the best user experience of its kind and the smartest way to work.

\*\*ONE-KEY™ is the first digital platform for tools and equipment. By integrating industry-leading tool electronics with a custom-built cloud

based program, ONE-KEY™ provides a new level of control and access to information that revolutionizes the way work gets done. The ability to customize, track, and manage through ONE-KEY™ fundamentally changes the way users interact with their tools

#### Specifications

M18™ FORCE LOGIC™ 12T Utility Crimper (2778-22)

- Output Force: 12 Tons
- Length: 16"
- Head Rotation: 350°
- Full Pressure Indicator: Yes

- Adaptive Pressure Control: Yes, PFM™
- ONE KEY™ Enabled: Yes

Includes M18 FORCE LOGIC™ 12T Utility Crimper, Carabineer, (1) M18™ RED LITHIUM™ 5.0 XC Battery Pack, (1) M18 RED LITHIUM™ 2.0 Compact Battery Pack, M18™ AC/DC Wall & Vehicle Charger and Utility Bag.

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## New hands-free, LED pocket light for night workers who don't have a third hand.

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The new QuiqliteX Rechargeable hands-free, multi-purpose light serves as a dual-powered reading light, a safety/location beacon strobe light and a searchlight.

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The new QuiqliteX is the perfect solution for night shift workers from utility lineman, night watchmen and tow truck drivers to public safety workers and anyone else who needs light without having to hold a flashlight in their hands. Invented by a police officer to increase convenience and safety on the job, the QuiqliteX Rechargeable Dual White Light is the

only hands-free, LED light source. Small and compact, the QuiqliteX is designed to clip on the inside of a shirt pocket.

A single on/off button, easily activated through a shirt pocket, operates three modes of operations; The first push of the On/Off button will activate a single white LED at 20 lumens to help preserve night vision. If more

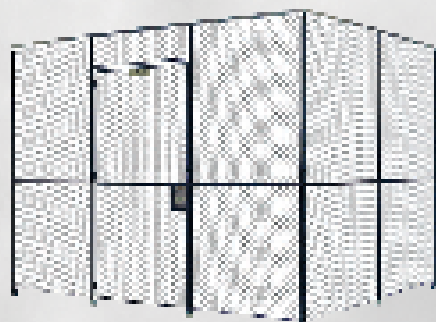
light is required, a second push will activate a second LED and increase the light's power to 75 lumens for both LEDs. QuiqliteX is equipped with a 10 minute auto-off battery saving timer and continuous Safety Strobe. Now includes QuiqFlare attachment, making you visible from over 1.5 miles away.

The patented, full-featured recharge-



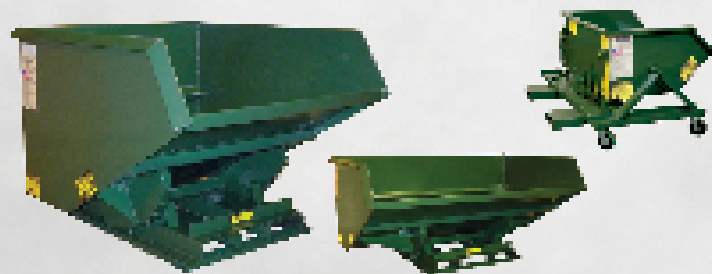
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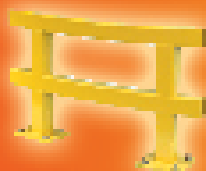
Available in diamond, rectangular and square mesh, with or without standoffs. Frames available in 1" x 1 1/2" channel or with a hemmed edge. Other sizing, framing materials and mesh are available. Specify weld pattern and type of weld finish desired. Division 5, 6 and 10.



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able QuiqliteX LED Dual White Light is much more than just a pocket light. It is an emergency light kit in your pocket. Depending on the mode, the long-lasting rechargeable battery will retain its power for up to 11 hours of continuous use. In the emergency strobe mode, with its flashing, high-visibility Dual White LED beam, the light can run continuously for up to five hours. The light's magnetized clip will attach to any iron-based metal surface to become a location beacon or warning of a hazardous situation. A flare adapter that enhances the strobe's visibility to over a mile away is also included.

The incredibly compact QuiqliteX Rechargeable Dual White Light measures only 1" X 3" and includes both a built-in shirt pocket clip and a heavy-duty magnetic clip adapter. To have the LED beam directed exactly where it is needed, the light's body can rotate 360° with an additional 160° up/down adjustment for the LED light arm. Using the included micro USB charging cable, the unit can be fully charged in about two hours and can be monitored by the charging indicator LED. To maximize battery power, the Dual White mode has a 10-minute automatic shutoff timer.



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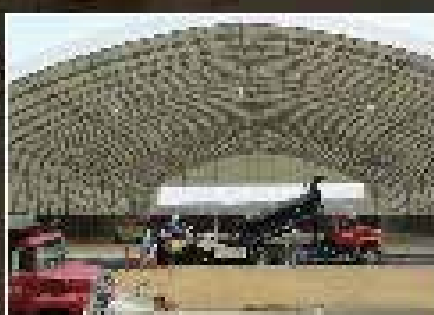
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# **Terex® Stand Alone Core Barrel eliminates need for Auger Drill Attachment**



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Terex Utilities announces a new auger tool for digger derricks--the Terex® Stand Alone Core Barrel. It fits directly onto a standard Kelly bar and can be stowed like a standard auger on the boom, eliminating the need for any attachments or having to remove for transportation. When a flighted auger

will no longer do the job, the new Terex Stand Alone Core Barrel can increase productivity when drilling hard rock, such as limestone material.

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# 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
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order to start a hole. Once initial penetration is achieved, the pilot bit can be removed. The optional pilot bit is important for achieving a straight starter track.

In addition, the Stand Alone Core Barrel is designed for easy plug removal, increasing drilling productivity. A unique tooth pattern allows

the rock plug to easily fall out of the barrel when the operator ratchets the rotation of the tool. Other core barrels require workers to physically hammer the core out of the barrel.

"Terex is the only digger derrick manufacturer that also manufactures tooling. We understand how

to design auger tools for maximum productivity and efficiency for the entire application. The new Stand Alone Core Barrel is an example of applying a new concept to barrel tools for better job site performance," said Dale Putman, Auger Tooling Product Support Manager.

The Stand Alone Core Barrel is available in various diameters ranging from 18" to 30" and features a barrel wall of 5/8". The heavy duty hex hub is either 2-1/2" or 2-5/8" and it comes with a Dom ST5 2-3/4" shaft. The overall length of the tool is 104 inches. Access to the C-10 bullet teeth provides for easy removal and replacement.

Terex Utilities completed field testing of the Stand Alone Core Barrel in June 2016 with Big Sandy RECC out of Eastern Kentucky. "We occasionally will have rock holes that our standard augers will not cut," said Kirby Castle, Line Superintendent. "The Terex Stand Alone Core Barrel cut through the rock in a matter of minutes. We like the fact that the auger will cut through the rock that we encounter and that it will save us some time on the jobsite."

For more information about Terex products and services, as well as the company's training and certification schools, visit [www.terex.com/utilities](http://www.terex.com/utilities).

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## Milwaukee Tool Launches M12 Heated Gear Redesign- First Since 2010

This fall, Milwaukee Tool will launch its most significant ground-up redesign of M12™ Heated Gear\* since it first introduced the line in 2010. Through an increased focus on advanced heating technology that pairs with proprietary materials to enhance performance, durability, and comfort, the 2016 line will include all-new designs across the entire range of gear. From versatile jackets and hoodies to heavy duty work wear, these products are specifically designed to address the heated workwear needs of professionals in the trades.

Milwaukee® has completely revamped its M12™ Heated Gear products to increase durability and versatility on the jobsite. Using new Tough-Shell™ Stretch Polyester for 5X longer life than other soft shell jackets, and improved wind/water resistance, the M12™ Heated Jackets are built to survive the elements. A new, improved cut and fit that features FreeFlex™ Mobility enhancements, adjustable cuffs and waist, a drop tail extended back, and an integrated battery pocket – now accessible from the outside of the jacket – greatly improves user comfort from previous models.



[www.milwaukeetool.com/heated-gear](http://www.milwaukeetool.com/heated-gear) •

## Takeuchi-US Launches New Telematics System- Takeuchi Fleet Management


Takeuchi-US, a global innovation leader in compact equipment, has launched a new telematics system, Takeuchi Fleet Management (TFM). This is Takeuchi's first step in a multifaceted initiative to know their customers better. Now available at all local dealers, TFM hardware comes standard on select excavators and track loaders in the Takeuchi lineup.



With the launch of TFM, Takeuchi along with its dealers and customers will have visibility into their equipment like never before. The new monitoring system checks the health of Takeuchi equipment and minimizes costly repair calls with real-time machine information.

Features include remote diagnostics that reduce service trips by capturing run hours and equipment data. Utilization tracking allows the operator to make decisions based on actual equipment use, and schedules maintenance. This saves time, parts and money by avoiding unnecessary maintenance. In addition, TFM minimizes cost using the precision to identify the problem as soon as it starts. This allows the service person to bring the correct tools and parts the first time, limiting any downtime.



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