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July 2017

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New Dealer in Ohio

Keytroller
Unveils
INFOMATICS



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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.

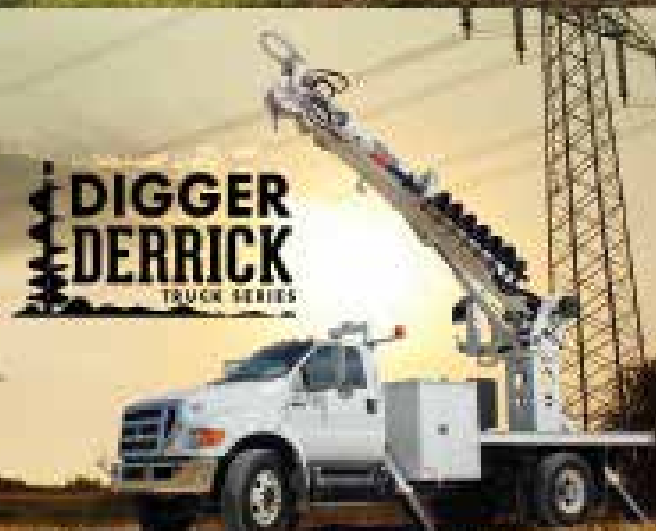
VERSALIFT
PHX



SKYBIRD



7100**HD**



**DIGGER
DERRICK**
TRUCK SERIES

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The Utility Source™ is published twelve times a year on a monthly basis by CJS Media, 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.

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Recognizing April as Safe Digging Month— Calling 811 Before You Dig

National Association of Regulatory Utility Commissioners President Robert F. Powelson of Pennsylvania has issued the following statement in recognition of April as National Safe Digging Month:

“The spring season is here—a time when many Americans engage in outdoor improvement projects. I would like to remind our communities that April is National Safe Digging Month and to please follow this life-saving advice: Call 811. No project is worth risking your health and safety or causing damage to underground lines. I join my fellow state, federal, industry and consumer colleagues in urging everyone to dial 811 before starting any outdoor project that requires digging.

“As state regulators, we serve the public interest by ensuring the safe, reliable and affordable operation of our nation’s utility system; however, everyone can do their part to keep our communities safe. Calling 811 a few days before digging can save lives. Our nation’s One-Call service is an effective means of preventing damage to utilities’ underground gas, electric, communications, water and sewer lines. Please help us avoid service disruptions, serious injuries and costly repairs by dialing 811 before you dig.

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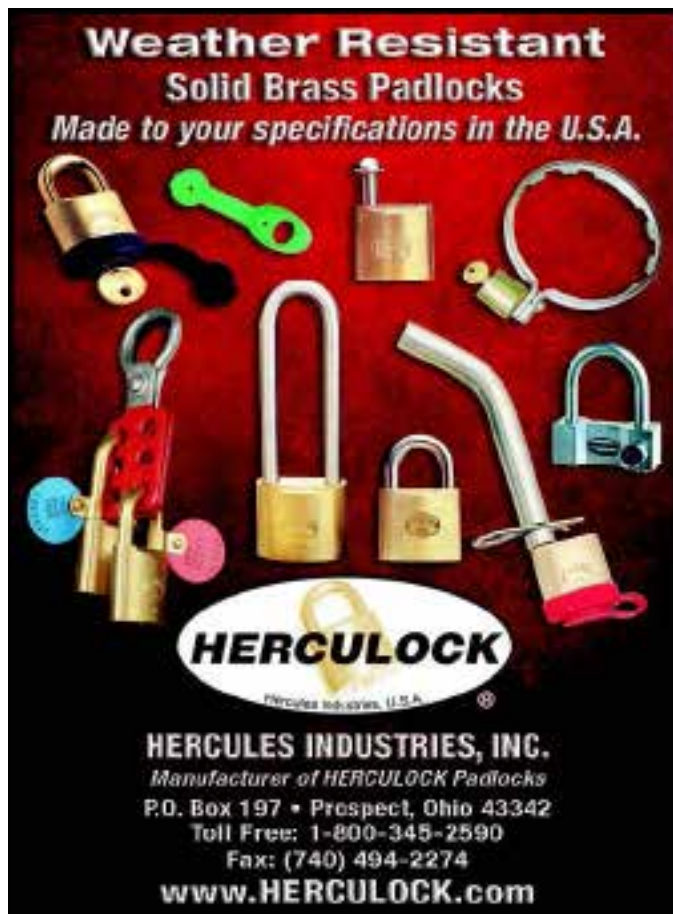
IFS Field Service Management to Streamline Support Operations for CORIX Utility Services

IFS, the global enterprise applications company, announces that CORIX Utility Services, a utilities infrastructure support company based in Wauwatosa, Wis. and Vancouver, Canada, has selected IFS Field Service Management™ to streamline back office and customer-facing elements of its operations, maintenance, and services work for water, gas, and electric utilities, universities and government agencies.

Across the United States and Canada, CORIX Utility Services (Corix) provides end-to-end metering infrastructure installations and supports field services for its customers, from meter and collector deployments, to meter reading, repair, and maintenance, to call center operations.

From small to large scale projects, this requires complex planning and logistics management, as well as constant communications, to deliver a positive customer experience and satisfactory customer service to its clients, their customers and key stakeholders. Corix’s commitment to delivering the highest standard of service to its utility customers was a primary reason the company selected IFS Field Service Management software along with IFS Planning and Scheduling Optimization.

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The Utility Variable-Generation Integration Group Elects Four New Members to Board of Directors

The Utility Variable-Generation Integration Group (UVIG) has elected four new members to its Board of Directors. These individuals serve as industry ambassadors for UVIG and collectively oversee and ensure the association’s operations and strategic growth plan.



The newly elected board members are: Mike Casper, President and CEO, Jo-Carroll Energy; Will Kaul, Vice President and Chief Transmission Officer, Great River Energy; Bruce Rew, Vice President of Operations, Southwest Power Pool; and Rashid Abdul, Vice President of Renewable Energy, CG Power Systems.

The installation of these new board members occurred during UVIG’s annual Spring Technical Workshop, held in Tucson, Arizona. UVIG’s Board of Directors includes seventeen leaders in the electric power and renewable energy industries.

“As solar and wind renewable energy continues to transform the way energy is produced and managed, we welcome UVIG’s new board members,” said Mark Ahlstrom, UVIG Board President. “The extensive industry knowledge and experience they bring from their respective fields is invaluable in maintaining UVIG’s mission to chart the future of wind and solar power integration and operations.”

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Keytroller Unveils INFOMATICS:



The Most Advanced Fleet Management Software on the Market

Keytroller, a world class designer, manufacturer, and supplier of electronic monitoring, access, safety and weighing devices for forklifts and heavy equipment, is proud to unveil their most advanced fleet management software to date: Infomatics.

Infomatics is a server, cloud or web-based software that provides unparalleled data transfers, granularity by enabling roles such as admin, local admin and supervisor, and it is extremely user-friendly and intuitive. INFOMATICS is available in several configurations:

1. Installed on client's internal server (on premise)
2. SaaS web server subscription plan by Keytroller

In addition, Infomatics delivers unmatched, extensive reporting through its easy-to-use dashboard, detailing:

- Impacts
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- Running loaded vs unloaded time
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Further, the Infomatics dashboard provides comprehensive operator management which provides personal information about each operator, their access level, their RFID card or keypad code, profile image, assigned trainings and more.

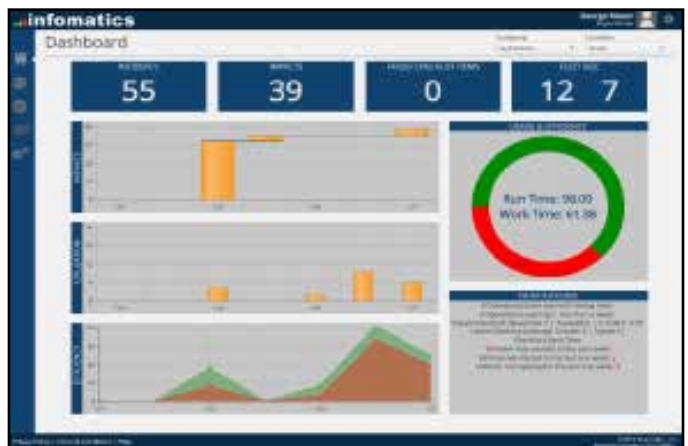
Simultaneously, extensive vehicle management is accessible, which delivers each vehicle's make, model, serial number, image, class or subclass, and time zone by location.

With Infomatics, fleet managers never miss a beat, thanks to its customizable email notifications; enabling managers to receive instant and scheduled department-targeted alerts.

About Keytroller, LLC

Founded in 1988, Keytroller, LLC designs, manufactures and supplies a full line of electronic safety devices designed for forklifts, construction equipment, aerial lifts, personal carriers, boats, and vehicles. Their solutions include: RFID or PIN code access-monitoring systems, electronic checklist automation, impact and speed sensing, speed and directional shift controls, anti-theft wireless relay systems, digital video DVR recorders with GPS, wireless camera viewing systems, forklift spotlight warning LED, cellular and Wi-Fi hour meters, and high accuracy hydraulic weigh scales. Keytroller is headquartered in Tampa, Florida and enjoys relationships with over 500 North American equipment dealers (aftermarket) many OEM vehicle manufacturers (installed as original equipment) and importers in England, Europe, Australia, South America and Southeast Asia.

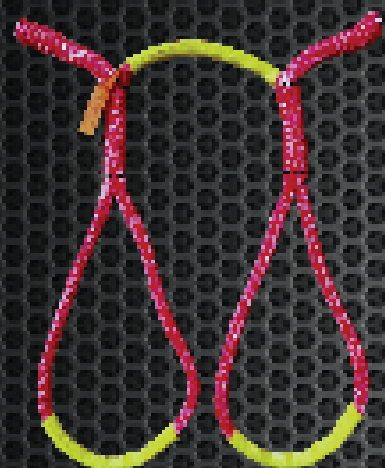
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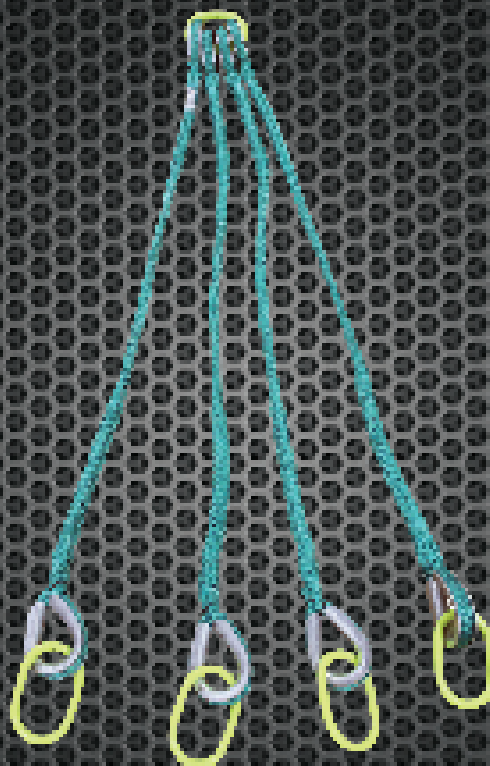
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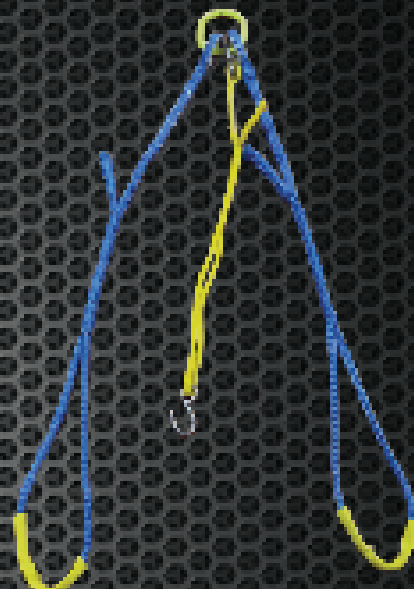
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Klein® Tools Cable Skinning Utility Knife with Replaceable Blade Saves Time on the Job



Klein Tools, for professionals since 1857, introduces the Cable Skinning Utility Knife with Replaceable Blade to help power through difficult cable skinning tasks. This high-quality, durable lockback utility knife offers a replaceable sheepfoot blade for fast and convenient replacement on the job.

Cable Skinning Utility Knife (Cat. No. 44218) and Replacement Blades (Cat. No. 44219)

- Lockback knife is as solid as a fixed-blade knife
- Replaceable 440A Stainless Steel sheepfoot blade secures in place with a captive screw
- Rubberized handle for a secure grip
- Thumb stud for easy opening
- Pocket clip for storing and easy access
- Replacement sheepfoot blades available (Cat. No. 44219)

“With electricians using their own pocket knives for cable skinning, many experience damaged blades and need to spend a great deal of time sharpening,” says Laura Ranieri, senior product manager at Klein Tools. “We know how important time is to electricians on the job so we developed a convenient utility knife that can keep up with the rigorous demand of cable skinning and requires no blade sharpening. With a captive screw, the Klein Tools Cable Skinning Utility Knife offers replacement blades that are as solid as a fixed-blade knife so that electricians can get back to work.”

www.kleintools.com •

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Venturo service cranes will be reaching new heights in 2017. With the addition of van cranes, enclosed service body cranes, new designs, new upfit options and added features on existing cranes, Venco Venturo Industries will be innovating like never before.

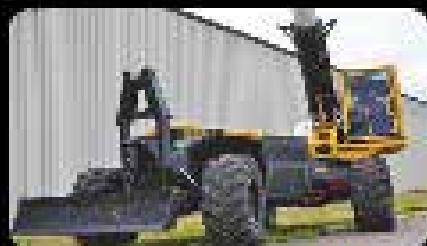
Stay tuned throughout 2017 for new and exciting changes with Venturo service cranes!



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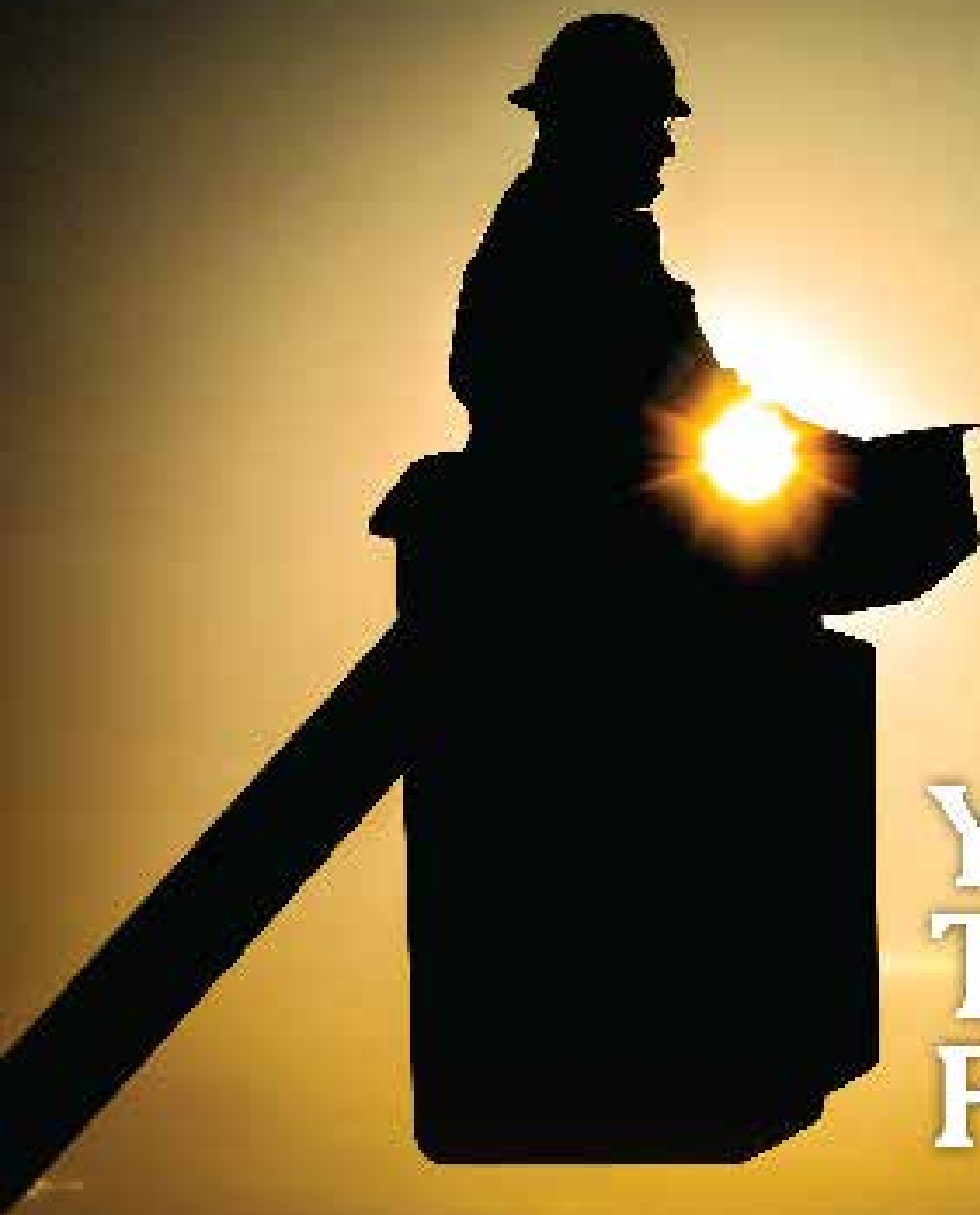
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Milwaukee® Improves Durability, Mobility, and Performance of Work Gear for the Trades with New Jackets, Bibs, and Sweatshirt

In Fall 2017, Milwaukee Tool will launch a full line of Work Gear designed to outperform and outlast traditional work-wear in demanding jobsite environments and extreme weather. Utilizing GRIDIRON™ Ripstop Polyester to deliver superior durability without the bulk of cotton duck, the GRIDIRON™ Hooded Jacket, GRIDIRON™ Traditional Jacket, and GRIDIRON™ Zip-to-Thigh Bib Overalls redefine expectations of jobsite tough, insulated work wear. The NO DAYS OFF™ Hooded Sweatshirt combines weather resistance with comfort to improve upon the most common layering piece used by tradesmen.

“At Milwaukee, we always start with extensive jobsite research to become experts on the trades. After years of working with tradesmen in cold weather, we saw multiple reoccurring issues and expanded our research focus to understand dress patterns, layering trends, and the most common pieces of apparel on the jobsite. The insights gathered from this research are the defining factors of the ground-up product designs we’re launching in 2017,” said Patrick Lueck, Senior Product Manager for Milwaukee Tool. “The introduction of our Work Gear lineup reflects Milwaukee’s continued focus on providing trade-focused solutions. For decades, tradesmen have been forced to choose between durability and mobility. Milwaukee® is committed to delivering products that outlast traditional work gear and make it easy for tradesmen to move and stay comfortable while working.”

GRIDIRON™ Hooded Jacket and Traditional Jacket

The Milwaukee® GRIDIRON™ Hooded Jacket and Traditional Jacket are built for tradesmen who need insulated Work Gear that survives the jobsite without adding bulk



and restricting their ability to work. GRIDIRON™ Ripstop Polyester reinforces high-wear areas and is 3X more durable than 12oz cotton duck against abrasion and tearing while accounting for 25% less bulk. Large riveted and reinforced utility pockets and a tarnish-resistant metal zipper provide additional durable enhancements to prevent common product failures. Engineered to maximize productivity, the jackets are made to move with FREEFLEX™ Stretch Panels across the back, articulated elbows, and lighter materials in areas that require mobility. NO DAYS OFF™ Weather Protection provides wind and water resistance, and combines with high loft insulation to combat the most extreme weather conditions.

GRIDIRON™ Zip-to-Thigh Bib Overalls

Like the jackets, the new Milwaukee® GRIDIRON™ Zip-to-Thigh Bib Overalls focus on improving durability to extend product life, maximizing mobility, and provid-

ing warmth and weather protection without the bulk of cotton duck work wear. GRIDIRON™ Ripstop Polyester reinforces knee panels, cuffs, and pockets to protect the most common places where bibs rip and tear. Additionally, durable metal buckles and zippers stand up to daily abuse in jobsite conditions. A FREEFLEX™ Stretch Zone across the inner legs combined with lighter, more durable materials maximize mobility and reduce bulk to improve comfort and productivity. An adjustable waist provides up to 2" of flexibility for more comfortable layering on cold days. For added utility, a chest pocket gives users quick access to commonly used items and secure zipper storage for electronic devices and valuables.

NO DAYS OFF™ Hooded Sweatshirt

Redefining the most common layering item on the job-

site, the NO DAYS OFF™ Hooded Sweatshirt combines wind and water resistance with a comfortable fleece lining to provide all season versatility. The addition of a fitted hood designed to be worn under a hard hat, extended collar to protect the neck, and interior storm flap provide enhanced protection from the elements. Durable polyester body material and double layer reinforcement of pocket edges and forearms extend product life when used in demanding jobsite environments. Built for all conditions, the NO DAYS OFF™ Hooded Sweatshirt fights the rain when worn as an outer shell, and provides wind protection and warmth when used as a versatile layer in extreme cold.

In addition to these products, Milwaukee® will also introduce a new line of Fleece-Lined Knit Hats in black, gray and red. These hats feature a fleece band around the ears to block wind and provide extra warmth. Their bean- ie-style construction allows for easy use under a hard hat and durable 98% polyester and 2% spandex construction resists snagging and manages moisture to help prevent sweating and overheating.

Completing a trade-focused layering system, Milwaukee® will re-launch its WORKSKIN™ Mid-Weight Base Layer to manage body temperature and sweat when worn next-to-skin.

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

Milwaukee® Work Gear Expansion

1. Milwaukee® GRIDIRON™ Hooded Jacket

(254B): Sizes S-3X \$139

2. Milwaukee® GRIDIRON™ Traditional Jacket (253B): Sizes S-3X \$149

3. Milwaukee® GRIDIRON™ Zip-to-Thigh Bib Overalls (261B): Sizes S-3X \$169

4. Milwaukee® NO DAYS OFF™ Hooded Sweatshirt (311B): Sizes S-3X \$69



5. WORKSKIN™ Mid-Weight Base Layer (401G): Sizes S-3X \$49

6. Fleece Lined Knit Hat (502B, 502G, 502R): Available in Black, Gray, and Red \$19.99

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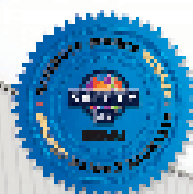
PRINOTH Announces New Dealer in Ohio

PRINOTH, one of the world's leading manufacturer of tracked vehicles, continues to grow its dealer network across North America and as such is announcing a new dealer for the State of Ohio. As such, Company Wrench will now represent PRINOTH for the PANTHER vehicles line-up.

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The Ohio market—an opportunity

Company Wrench has its head office in Carroll, Ohio. This territory was a priority for PRINOTH to acquire a dealer since it is seeing an increasing demand for crawler carriers. “With the confidence in the construction industry on the rise, we believe that this market will generate a high interest level for our vehicles,” said Alessandro Ferrari, Vice president of Sales at PRINOTH.

The interest in PRINOTH is constantly growing. “Since CONEXPO in particular, there is an important demand from dealers wanting to represent the line,” commented Alessandro Ferrari. In the last years, the company started to develop a Distributor network, aiming to have dealers in every market where crawler carriers are in demand. Many new Service Providers were also opened in order to cover the territory and to offer PRINOTH customers easy-access to service and parts. This expansion will continue constantly in order to provide the best possible sales, service and parts availability for our rapidly growing customer base. Information can be found under the Become a dealer section of our website.

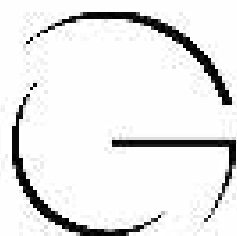
PRINOTH

PRINOTH is one of the world's leading manufacturers of tracked vehicles. The state-of-the-art technology and innovative design of the products has set them apart, offering impressive efficiency and sustainability. With over a half century of tracked vehicle experience, PRINOTH continues to develop and refine the sprockettrack system invented by Bombardier in 1935. It's just one of the reasons why our tracked vehicles are regarded as the best in the world and why you'll find a PRINOTH wherever there's hard work to be done. Whether mud, gravel or snow, PRINOTH tracked utility vehicles are reliable tools for extreme use in extreme environments. Thanks to their huge payload, these vehicles can be equipped with a multitude of specialized attachments. PRINOTH's tracked utility vehicles exert very low pressure on the ground and go places where wheeled vehicles sink.

Today, the company is part of the HTI Group (High Technology Industries) with more than 3,000 employees worldwide.

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Preparing Efficient Vocational Truck Specifications

Vocational vehicle specifications serve as building blocks for a fleet and provide financial responsibility for the end product. As work trucks become more complex, mistakes are inevitable. A well-written specification can be valuable when determining who is responsible for correcting errors and monetarily accountable.

Efficient specifications can lower an organization's overall acquisition and life cycle costs. They help eliminate guesswork, enabling companies to provide customers with the envisioned end product. Poorly done specifications often result in time-consuming, expensive rework. Avoiding this can allow vendors to reduce financial liability when responding to purchase solicitations — in turn, potentially leading to cost reductions.

How it's written makes a difference

Effective communication is critical to ensuring well-written specifications and providing the best value for capital spent. There are several types of spec's (as listed below) — and understanding key differences between them can be critical when it comes to final product and price.

Generic specifications are written to allow multiple vendors and suppliers to comply without making unreasonable changes to their standard products. This can be a useful format for truck equipment when used in competitive bid situations.

Proprietary specifications incorporate features unique to a certain make or model and are written around a specific unit, excluding all others. Advantages to using this type of spec' include obtaining a product only available from a sole source or if the spec' is written around the idea of standardization and can include multiple vendors. It's important to use valid selection criteria — proprietary spec's are not effective when utilized to incorporate unique features for a specific make or model to give advantages to potential vendors during a competitive bid process.



By Christopher Lyon
Director of Fleet Relations
NTEA

Predatory specifications are written to artificially disqualify a single vendor or make them take unacceptable exceptions to specifications. These are not considered an effective practice and should be avoided.

Four common types of specifications can be written:

- Engineered
- Functional
- Performance
- Hybrid

Engineered spec's include the most detail and require a high level of engineering expertise. The writer assumes a significant amount of liability for the final product but has complete control over it. In most cases, these are used for extremely specialized, customized offerings and often result in the most expensive end product with long production times.

Functional specifications describe intended equipment usage but provide minimal guidance for actual design. While easy to write, these spec's rely on vendors to interpret requirements and final product applications. This leaves little control over design and makes it difficult to standardize components on a global level.

Performance specifications are similar to functional but incorporate specific requirements for the completed unit (e.g., crane lifting capacity or maximum operating vehicle speed). They are easy to write and provide vendors with significant flexibility; however, there is less control over final design and standardization.

Hybrid or composite spec's combine the best features of engineered, functional and performance. The writer can fully define all requirements as well as incorporate stan-

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standard components without being excessively restrictive to vendors

Don't rely on the past

Some fleet managers stick with what worked previously and won't go beyond manufacturer changes from model year to model year. While this might sound like a concrete idea, it can become a slippery slope and result in outdated and inefficient operations. Take a step back and consider your current equipment functionality. Is the equipment that's being replaced the most efficient for the task? Have job requirements shifted over time? Change can bring opportunities to increase efficiency, so it's important to overcome the mindset of replacing equipment with comparable items.

Beginning the process

Several steps are necessary for writing effective specifications — starting with defining the application. Don't make decisions based on what everyone else is doing or assume past needs equal current. Look at operating environment and drive and duty cycles, and identify valid functional requirements, such as payload and dimensional considerations. Define performance conditions like

road speed and gradability, and outline design constraints such as operating environments, overall weight, vehicle dimensions and other regulatory barriers.

It is critical to design second units such as body and auxiliary equipment before the chassis. Avoid the pitfall of buying a chassis and making it work. Once all of the details are finalized, then design the chassis and write the specification.

Key resources

Fleet managers are often expected to be subject matter experts in various areas. With constant changes in available alternatives and regulatory requirements, taking advantage of resources will help optimize equipment and chassis designs. Truck equipment manufacturers, distributors, upfitters and OEM representatives can be excellent sources when designing and specifying.

NTEA offers data and resources to help fleet managers optimize their operations and benchmark with others in the vocational community. Visit ntea.com/fleetresources for articles, training offerings, regulatory information, and more.

www.ntea.com/fleetresources •



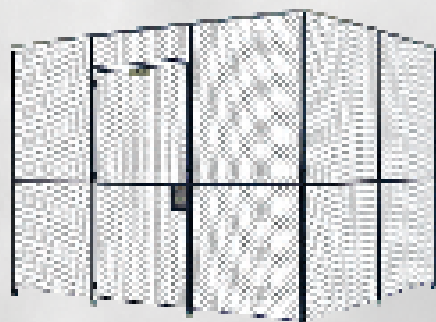
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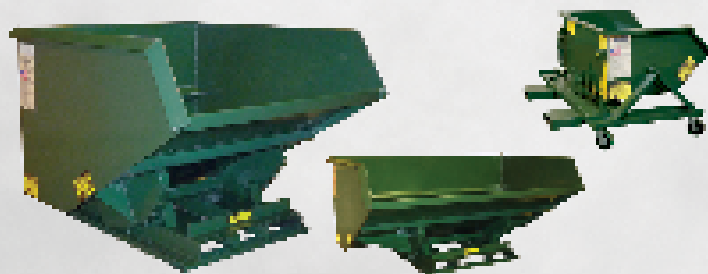
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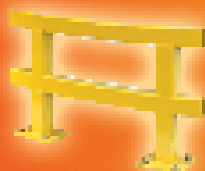
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GSSI Announces the Release of the Utility-ScanØ HS

GSSI, the world's leading manufacturer of ground penetrating radar (GPR) equipment, announces the release of the Utility-ScanØ HS, the newest product in its popular UtilityScan GPR system line. The UtilityScan line is the industry standard for efficiently identifying and marking the location and depth of sub-surface utilities, including gas, sewer, and communication lines. The newly released UtilityScan HS model incorporates the 350 HS antenna, a state-of-the-art digital antenna designed with features GSSI's patented HyperStacking™ technology. HyperStacking technology greatly improves the depth and data resolution performance over traditional RTS technologies.

HyperStacking is a revolutionary real-time sampling (RTS) technique patented by GSSI, which greatly improves the receive performance of a GPR system while maintaining the measurement speed and radiated emission limits. By incorporating the 350 HS antenna, the UtilityScan HS deliver higher data resolution, better RF noise immunity, and better depth penetration than traditional GPR antennas. The 350 HS can reach depths of up to 12 meters (40 feet). The UtilityScan HS also provides advanced signal processing tools such as stacking, signal floor tracking and background removal.



www.geophysical.com •

HD Electric Company Now Offering New Underground Cable Fault Tester, the UCT-8

HD Electric Company, a Textron Inc. company, now offers its new Underground Cable Fault Tester, the UCT-8, a lightweight one-piece tool that is used to test underground de-energized primary shielded voltage cables for faults.

"The most significant advantage is that the tool will digitally analyze the data gathered during a test to declare a cable 'good' or 'bad' with zero interpretation required on the part of the end-user," said Eli Johnson, Electrical Engineer at HD Electric Company. "To give this some context, previous generations of this particular tool required the user to observe an analog needle gauge and form a judgement based on its movements," added Johnson. "So a bad cable may show up as a needle 'jumping around' during the test, or landing on a value that was slightly higher than expected. The UCT-8 takes all the guesswork out of underground cable fault testing."

Test results for underground DC leakage are clearly displayed as an analog bar graph along with an indication of a good or faulted cable.

www.HDElectricCompany.com •

Emerson Targets Different Industries with 4QSS Liquidtight Fittings



Emerson is targeting the food, beverage and pharmaceutical industries with the new 4QSS liquidtight fittings featuring 316 stainless steel for dependable performance that will last decades in wet, corrosive locations.


Engineered for applications where sanitation is a critical concern, the UL Listed fittings securely connect flexible metallic electrical conduit while completely sealing off liquids, vapors and solids. A nickel-plated ferrule provides maximum surface contact with longer, more pronounced threads to ensure pull-out protection and prevention of tight bend conduit "pop-out" to help minimize costly replacements and service calls.

"The 4QSS delivers a host of advantages that our competition simply can't match," said Rick Jones, Product Manager at Emerson. "For one, we've used super-bright 316 stainless steel instead of the less rugged 304 stainless steel found in our competition's fittings. And two, we offer better value by including a sealing ring and locknut with the package, eliminating the need for separate purchases. Finally, we are offering the fittings in the most popular sizes and configurations to meet market needs."

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