



GET MORE BANG FOR YOUR BUCK...

Because so much rides on a quality upfit.

Transform your fleet the EZ way. Any Fit. Any Configuration.



















THO DIGGER DERRICK

VTP-40-NE CABLE PLACER VANTEL-29-NE

TEL-29-ME

DEMAND BETTER, DEMAND VERSALIFT.





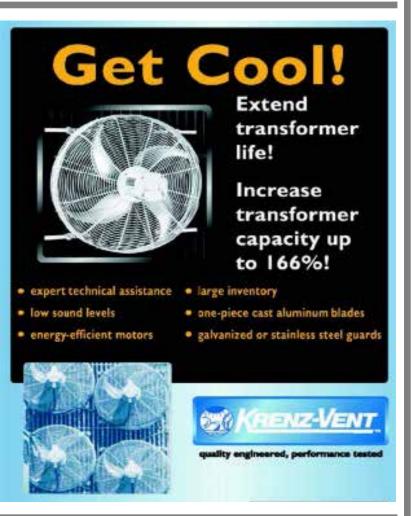
As the words covering small thin manufactures. This Post field is a tree made amost project confer and many, attended for the solutioned since 1965. Governor, at the product the resignment to now the field over 10 modes of the resignment of the \$2.00 modes over 10 mod

for more information

254,591 (101 254,591 (101 254,591 (101

The Utility Source Contents • October 2017

PG 4	Industry News	
PG 8	ICUEE 2017 Delivers Innovative Industry Trends, Hands-On Experiences and Enthusiastic Crowds	
PG 16	C&K Announces New High-Performance Switches for Modern Utility Meters	
PG 20	HammerHead Trenchless Launches Remote-Controlled 22-Ton Winch at ICUEE	
PG 26	Company Profile: RegScan One Global Regulatory Software	
PG 28	New Protective Apparel Line for Utility Workers from Lakeland Industries, Inc. Offers Revolutionary Mois- ture-Wicking & FR Results	
PG 30	Milwaukee® Announces New Dipped Gloves, Improving Safety & Dexterity on the Jobsite	
PG 36	New Product News	
PG 40	Ad Index	





Vol. 17- Issue 10

NATIONAL SALES Hank Underwood MANAGER 205-624-3796 george@handfmedia.net **EDITOR Annie Galey** annie@handfmedia.net **CONTRIBUTING EDITOR** Brandon Greenhill brandon@tipsmag.net CREATIVE/WEB DIRECTOR Jacklyn Greenhill jacklyn@handfmedia.net **ADMINISTRATIVE** DIRECTOR Steven Hobson steven@handfmedia.net CEO **PRESIDENT** Christy Hobson 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 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.

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.

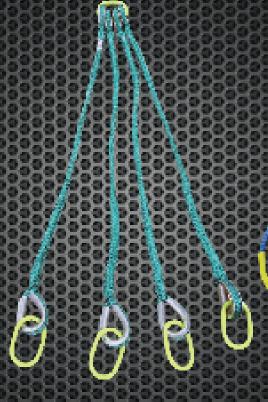
POSTMASTER: Send address changes to CJS Media, P.O. Box 1568 Pelham, Al 35124 PRINTED IN THE USA

TRANSFORMER SLINGS

MANUFACTURED, PROOF TESTED AND TAGGED BY CERTIFIED ROPE SPECIALISTS



TSSB ADJUSTABLE TRANSFORMER SLING



TS34PM-4-HD HEAVY DUTY THREE PHASE PAD MOUNT



PAD MOUNT



For More Information

Phone: 877-860-5666 International: 630-860-5666 Español: 630-694-5853 www.tallmanegulpment.com



J.D. Power Releases Gas Utility Residential Customer Satisfaction Study Results

Industry-wide efforts to improve safety through a combination of multimedia direct customer outreach and residential safety inspections are having a positive effect on residential gas utility customer satisfaction. According to the J.D. Power 2017 Gas Utility Residential Customer Satisfaction Study, SM released today, customer satisfaction has increased for the sixth consecutive year on a nationwide basis.

"The residential gas utility industry has committed significant resources to customer engagement, dramatically increasing the number of communication channels they use and consistently positioning themselves as advocates of safety who are here to help customers," said Carl Lepper, Utility Industry Analyst at J.D. Power. "That work is paying off in the form of consistently improving customer satisfaction scores that are being driven by perceptions of increased safety and reliability."

The study, now in its 16th year, ranks large and midsize utility companies in four geographic regions: East, Midwest, South and West. Companies in the midsize utility segment serve between 125,000 and 399,000 residential customers, and com-

panies in the large utility segment serve 400,000 or more residential customers.

www.jdpower.com

Material Handling Equipment

Your One Source For All Your Material Handling Needs

- Storage Products (Steel Cabinets, Shelving & Lockers)
- Loading Dock Equipment
- Conveyors
- Pallet Racks
- Mezzanines
- Carts & Trucks
- Containers & Bins
- Safety Equipment
- Drum Handling Equipment
- Hoppers
- Wire Partitions
- Lift Tables
- In-Plant Buildings
- Cranes (Jib & Bridge)
- . Hoists & Trolleys



1-800-239-3434



WAREHOUSE EQUIPMENT AND SUPPLY CO.®

116 West Park Drive • P.O. Box 19808 Brimingham, AL 35218

Email: sales@warehouseequipment.com Web: www.warehouseequipment.com

Hino Trucks Adds Dealers to Certified Ultimate Network

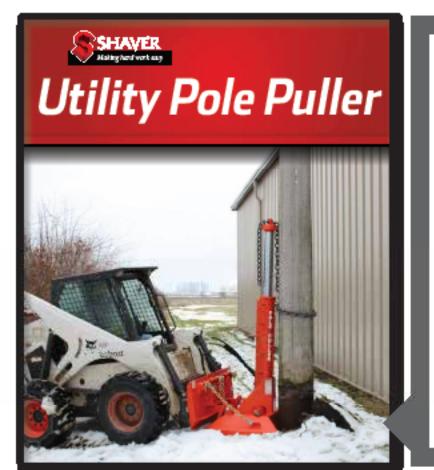
Hino Trucks is proud to introduce the latest group of dealers that have been selected as "Certified Ultimate", Hino's dealer excellence program. From new products and services to training and dealership presentation, Certified Ultimate Dealerships are setting a new benchmark in the industry. Hino customers can expect an Ultimate Ownership Experience that delivers higher standards at every touch-point throughout the lifecycle of product ownership at these locations.

To be considered for certification these dealers are exceeding exceptional performance goals and are fulfilling stringent customer total support requirements in the areas of Facilities, Business Processes and Personnel Training. The locations below have gone through the extensive process of certification and now join our current group of seven Hino Trucks' Certified Ultimate dealerships.

- H.K. Truck Services, Inc.- Plainfield, New Jersey
- Bentley Truck Services, Inc.- New Castle, Delaware
- Lynch Truck Center- Waterford, Wisconsin
- Matheny Motor Truck Co- Mineral Wells, West Virginia
- Industrial Power Truck & Equipment*- Ft. Worth, Texas

*Second Certified Location

www.hino.com



Eliminates Need for Drilling Holes Around Poles

- Saves Time & Money
- Operate with a Skid Steer or Derricks Truck

Professional Grade-Power & Performance

- Telespar Square Tubing Puller
 - Operates using Sign Truck Bed Hydraulics, Skid Steer or Tractor Hydraulics





WE HAVE THE ROPE TO GET THE JOB DONE.

800-358-767

www.bucrope.com

TUS INDUSTRY NEWS

Terex Utilities' Holds Annual Hands On Training Seminar

For 39 years, fleet managers, technicians, purchasing managers, and other office personnel have attended Terex Utilities' annual Hands On Training Seminar. Described as "helpful, informative and detailed," by one attendee, the event held August 21-

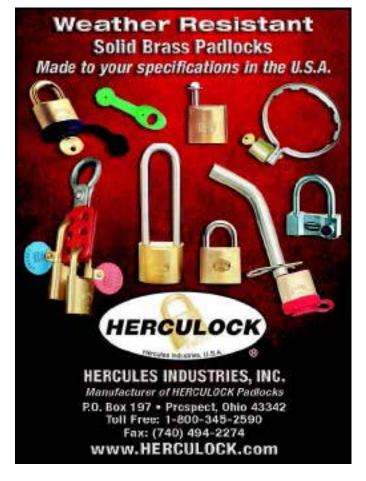


23, 2017, provides customers and distributors with a better understanding of typical applications and proper use of Terex equipment.

"The intent is not to make participants qualified operators, but to provide people who don't operate aerial devices or digger derricks on a day-to-day basis with a hands-on learning experience. We hope to make them more informed about the equipment," said Ken Vlasman, Customer Service Manager, Terex Utilities "Whether it's showing a purchasing manager the added value of optional equipment or giving a technician insight into how the equipment is used, Terex Utilities strives to be a strategic business partner for users; from the smallest municipality to the largest investor owned utility," he added.

This year, 36 people from Australia, Chile, El Salvador, New Zealand, Trinidad, and the United States (including one from Hawaii), participated in equipment operation tasks at the company's training headquarters. Those attending represented utility companies, utility co-ops, rental companies, and dealers.

www.terex.com/utilities •





THE POWER TO BE FIRST.

THE ENERGY TO STAY THERE.

> FAHT-ERTOCHOWYMTH RUEDERTRACKS OFFICH.

POWER & TECHNOLOGY MADE PRINOTH A LEADER.

TERO Halfad. TE beda had cosparated for animal impediaments, cospiand or all ylocal lowers (power till by applications Wood in a tode every together will power till by intrallerence of the bood or even the collaborates.

ter nov or environ: gewyktyfret (9), hett eini





ICUEE2017DeliversInnovativeIndustryTrends, Hands-OnExperiencesandEnthusiasticCrowds

The temperature outside wasn't the only thing running hot in Louisville, KY. Attendees and exhibitors at ICUEE – the International Construction and Utility Equipment Exposition agreed that the show exceeded their expectations with specialized exhibits, hands-on test drives, interactive product demonstrations and lots of activity and leads in the booths.

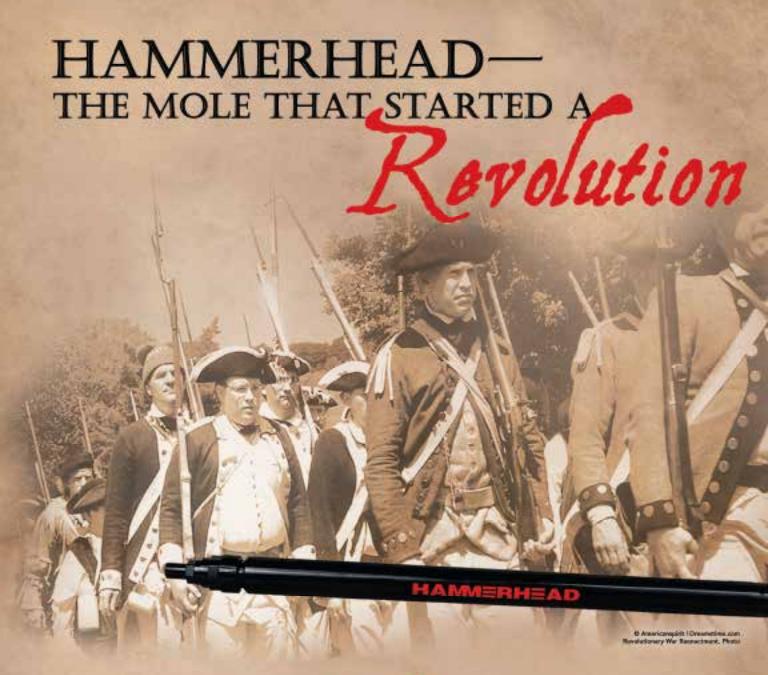
Commencing Oct. 3-5, the 2017 installment of the Demo Expo was the largest in the show's history with 28-plus acres of exhibits (nearly 1.24 million net square feet) of the latest utility and construction equipment, products and technologies and more than 1,000 exhibitors, of which 25 percent were new to the show.

Tracking close to the 2015 record-breaking attendance, nearly 18,000 registered attendees from all 50 states and

more than 50 other countries worldwide perused the exhibits, raised money for the Red Cross Disaster Relief and the Call of Duty Endowment, and took advantage of all that the show had to offer. Attendee demographics in the utilities category was up 6 percent over 2015 and the utility construction category was up 3 percent over 2015 totals.

"We had a great turnout and participation at ICUEE 2017," said Rick Rodier, vice president, Sitework Systems Division of The Toro Company and 2017 ICUEE chair. "It was inspiring to see the enthusiasm of so many utility and construction professionals networking and sharing ideas, and finding the product innovations and solutions that will help them grow their businesses."

Exhibits and Equipment "Test Runs"



THE AMERICAN (MOLE) Revolution BEGAN IN 1989...

We took a look at the primitive piercing tools of the day, and we said, "We can do better." We made the original HammerHead® mole tougher. More dependable. We made it field-serviceable. We stood behind each revolutionary change with the best warranty in the industry.

AND THE Revolution CONTINUES...

Available only at your local Ditch Witch® dealer Find your local dealer at hammerheadtrenchless.com or call 800-331-6653

MOLING | RAMMING | BURSTING | HDD ASSIST | WINCHES | CIPP













ICUEE 2017 featured specialized exhibit pavilions for fleet management, safety and green utilities, China and Korean exhibit pavilions, and the Lift Safety Zone from the National Commission for the Certification of Crane Operators (NC-CCO).

Hands-on equipment test drives and interactive product demonstrations included a 2-mile Test Drive Zone for onroad equipment and technologies.

Over the roar of the Super Witch, a demo vehicle with an 850 horse power 502 Chevy Engine, Tucker Dotson, Ditch Witch regional sales manager for the Eastern United States, shared that the show has been going great for the enduring ICUEE exhibitor.

"Telecom is hot and it's a big deal for us to be here at ICUEE," said Dotson. "We've been coming to the show since its inception and 2017 has proven to be another great show for Ditch Witch. It's been steady in the booth and it's a great opportunity for us to meet with customers and prospects and show our equipment in one location."

Liz Kendrick, project sales manager for Man Lift, a new exhibitor to ICUEE, echoed Dotson's comments.



"We are looking to make our mark in the industry and shows like ICU-EE help us do that," said Kendrick. "We couldn't be happier with the experience. Our president came down in 2015 to walk the show and at that point we knew this was the way to go to get out to market. We're busy and we're very happy with the results."

Representatives from Ditch Witch and Man Lift said they plan to return to the next ICUEE, in 2019.

Education on Industry Best Practices

ICUEE 2017 education focused on utility and construction "hot topics" presented by industry experts to help attendees enhance their safety knowledge, increase efficiencies and reduce downtime on the job.

New Field Classroom sessions highlighted industry best practices first hand with equipment on the show floor, and the indoor ICUEE Demo Stage expanded the show's outdoor equipment demo component with more product innovations in action.

Another new feature, 'Tomorrow's Topics Today' sessions from show owner and producer Association of Equipment Manufacturers (AEM), explored industry trends and emerging technologies.



Rounding out ICUEE 2017 education were popular returning programs: the iP Utility Safety Conference and Utility Fleet Conference plus industry certifications.

Special Events and Networking

In response to the unusual number of natural disasters, a new 'Disasters Taskforce: Preparing for What's Next' program tackled disaster preparedness in the aftermath of the current hurricane season, with a former FEMA advisor.

Gretchen Bakke, author of 'The Grid: The Fraying Wires Between Americans and Our Energy Future' was the featured speaker in the new 'Diversity in the Grid' luncheon brought to you in partnership with Terex Utilities and AEM.

A NEW GENERATION OF CRANE

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!







The ICUEE Industry 'Give-Back' Auction returned with the goal of connecting military veterans with quality jobs. All proceeds again went to the Call of Duty™ Endowment, the nonprofit organization founded by Bobby Kotick, CEO of Activision Blizzard. The auction, plus onsite donations, to benefit the organization raised over \$37,000.

The Endowment helps military veterans secure high-quality employment and works to raise awareness of the value vets bring to the workplace.

A new "Discover ICUEE" walking tour before show opening offered a behind-the-scenes look at the exhibition, and ICUEE 2017 closed with an enhanced 'Bourbon, Beer & Bites' networking reception.

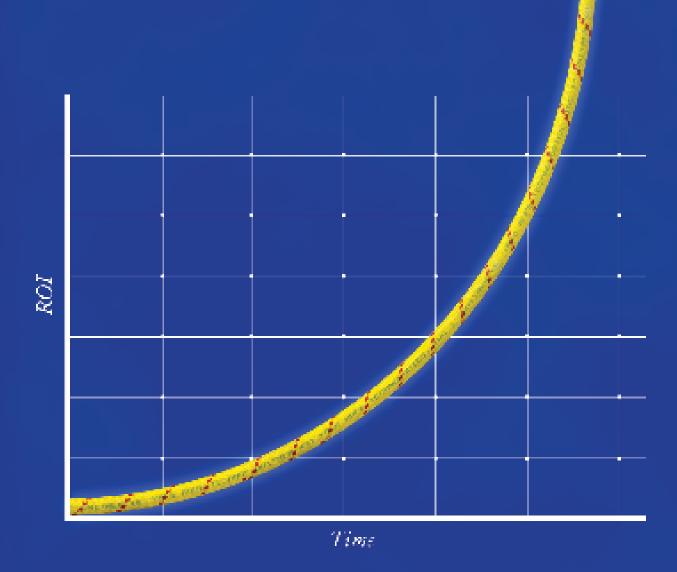
The biennial ICUEE is also known as The Demo Expo and is the leading event for utility professionals and construction contractors seeking comprehensive insights into the latest industry technologies, innovations and trends, owned and produced by the Association of Equipment Manufacturers (AEM).

AEM is the North American-based international trade group representing off-road equipment manufacturers and suppliers, with more than 950 companies and more than 200 product lines in the agriculture and construction-related sectors worldwide.

www.icuee.com •







Unitrex XS* Max Wear. Unmatched performance in the field and in the boardroom.

Electric line stringing is easier and more economical with Unities". Made with a core of Honeywell Spectra", it is up to 10 times lighter than steel, while delivering comparable strength. The urethane-coated colyester jacket provides excellent agrasion resistance for great productivity that tasts.

To learn more, visit www.yalecordage.com





Partnering with Ring Power gives you access to a vast range of jobsite-tough products to round out your fleet. Ring Power carries machines from dozens of manufacturers to ensure you always have access to the right tools for your job.

Short-term, long-term or rental-purchase options available.



















MECHANICAL TRIMMER







RAYCO EXCLUSIVE FEATURES

- Compact, non-articulated design
- 3-mode steering, (front axie, 4-wheel, and crab steer).
- Machine leveling.
- Comfortable operator cabin.



C&K Announces New High-Performance Switches for Modern Utility Meters

Designed to Protect Smart Meters, C&K's KMS, KSR, SDS, and ATS Switch Series are Built to Withstand Tampering and Harsh Environments



With the ability to monitor energy usage, provide cost and payment information via a display screen, as well as shut off the service remotely by the utility for lack of payment, today's smart meters do much more than simply measure energy usage. Small, rugged and reliable tactile switches are frequently used to navigate today's smart meter displays, offering a flexible mechanical layout for design engineers. The KMS tactile switch series provides a tactile feel needed to communicate an image of quality to the customer, ESD protection, and a compact size which is perfect for use in smart meters that have increasingly shrinking screen displays. Additionally, the KSR tactile switch series includes four actuation forces, an available detect option, and compatibility with a lead-free reflow soldering process ideal for industrial electronics.

Because energy meters are typically placed outdoors and can't be visually monitored by the utility, they must be tamper-resistant and be able to endure a wide variety of environmental conditions. Detect and snap switches make it harder for people to rig the meter's internal electronics



by sending a signal to the utility in the event the meter's cover is pulled off. The SDS detect switch series fulfills these requirements by offering a low-profile package sitting just 2mm off PCB, 2mm over travel, ideal for detector applications and low actuation force (75 grams max.).

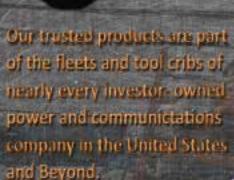
Additionally, the ATS series comes in a normally closed package and offers low power consumption, which is critical for long life of battery operated meters. With a footprint of 6mm x 3.8mm and a height of 3.2mm, the ATS has total travel of up to 1.1mm. The switch is also sealed to IP54 in order to stand up to challenging environmental conditions.

"Unlike many switching applications where routine actuation cleans away oxidation on the contacts, switches used in the utility industry are typically used infrequently and can sit for years in challenging environmental conditions, but still need to reliably switch to low current levels when actuated," said Mike Bolduc, global marketing manager, industrial & medical segments, C&K. "C&K's KMS, KSR, SDS, and ATS switch series were developed with these conditions in mind, and play a key role in helping to prevent energy theft as well as enabling customers and technicians to reliably interact with the meter.

The KMS, KSR and SDS switch series are all available in a variety of miniature and ultra-miniature form factors to meet any design needs. For more information about C&K's KMS, KSR and SDS switch series or to request a sample, please visit: www.ckswitches.com/markets/industrial/energy-utility/

RUGGE DEPORTED IN EVERY MACHINE WE BUILD!

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







HOGE & DAVIS, INC.

3800 EAGLE LOOP * ODELL, DR 97044

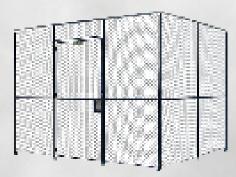
TEL 541.354.1001 * Fax 541.354.1080

WWW.HOEGDAVIS.COM



A Marian Cornel Street Doctors

"From the simplest to the complex, device does it best?"



DIAMOND WIRE MESH ENGLOSURES.

Time tested diamond mesh partitions have been preengineered for easy installation, give an unrestricted view into the bage, total air circulation, low initial cost and maintenance. Send us the testprint or your project and allow our engineers to easist you on your people of



WIRE MESH INFILL PANELS

We will custom fabricate these infill panels to meet your specific requirements, Just send us your special

Available in diamond, rectangular and square mesh, with or without standoffs. Frames available in 1° × 16° channel or with a hemmed edge. Other size training materials and mesh are available, specify weld pattern and types of weld finish desired. Division 5.8 and 10



BELF DUMPING HOPPERS - 50+ 6izes and Specials!

All welded self-dumping hoppers are available in more than 50 different sizes that will fit to your application. All units are engineered to return to an upright position and have a positive locking latch. Safety retaining chain and trip rope assembly is standard on all our units. Open-sided, low profile, namely, extra wide, and 10,000% capacity units are all within our product line. Casters available on standard units up to the 2.4 cubic yard size.



EEZY STAK® Englosures

2 x 1" Rectangular Mash EEZY STAK® Enclosures are designed and engineered to save time and money on your project installation. Woven wire mesh panels welded into an angle frame; frames secured to the posts. No wire ties or unheard of specialty cips. Jjust nuts, bobs, and standard hand tools are required. Bark Gray painted panels allow for full visibility into enclosure.



Jesco Industries, Inc. PO Box 388 Litchfield, MI 49252-0388

Call 800-529-6697

Tel:517-542-2908 Fax:517-542-2501

E-mail: Jesco © Jesco Online.com

PIONEER OF TOMORSOW'S INNOVATIONS.



History speaks for itself. Torce Utilities has a legacy of innext we self tions that have changed the industry — from the first hydraulic digger cernox to connecent to not of the Terce* Load Alert * system. We provide game-changing solutions that work for our customers and plan to continue well not the Eutore. Terce Works for You * by listening and tolong action. We are here to help solve your distinguishments and services that it your needs.

www.ferex.com/utilities



WORKS FOR YOU.





"Our 20-ton winch had proven to be a top performer in the field," said Josh Hood, HammerHead Product Manager. "We knew how much operators appreciated the efficiency-enhancing improvements recently made to the other HydroGuide models so our goal was to incorporate those features into the 20-ton model, as well as develop new features to further productivity. The result was our new 22-ton unit, unlike any other cable winch on the market."

Radio remote-control enhances easeof-use and productivity. It provides operators maximum visibility when positioning the winch by freeing them from a position at the controls on the back of the unit. Operators simply launch the unit's patented 23-foot hydraulic boom with the touch of a button and can fine-tune its depth to 20 feet. The boom is adjustable along all three axes for exact positioning. The HG2200 is now the largest tonnage unit equipped with the unique, self-deploying boom, exclusive to HammerHead Trenchless.

Line speed and pressure for the unit's 2,500 feet of cable are both infinitely adjustable within their parameters. At pressures providing 0.5 to 22 tons, payout speed can be set anywhere from 0 to 100 feet per minute and pulling speed from 0 to 60 feet per minute.

The unit is available in wheeled or tracked configurations and is powered by a fuel-efficient, 24.8 hp Tier







4-compliant Kubota® radial piston engine. The HG2200 comes standard with hydraulic levelling jacks making set up more efficient by allowing the operator to adjust the grade of the machine via the wireless remote control.

The HydroGuide HG2200 shares much in common with the HG1200 released last year. The HG2200 is the final model to undergo a redesign making the full line of HydroGuide winches the most advanced and user-friendly in the industry.

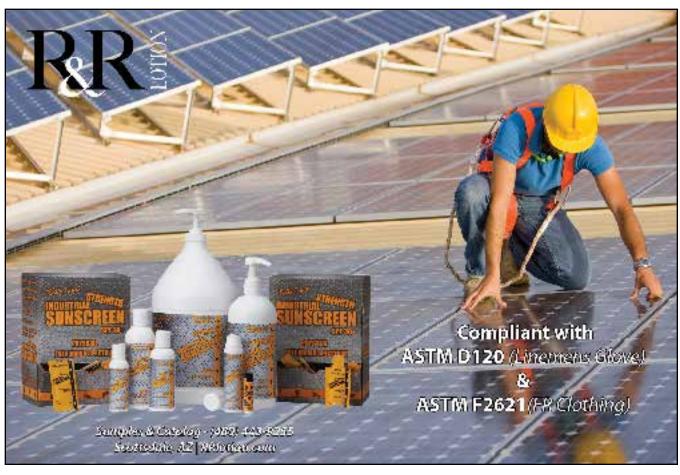
All HydroGuide models utilize a similar control platform. Standardization across the line of winches means users familiar with one can easily operate and service the other.

Commonality of parts also lessens inventory requirements, assuring high part availability. Large panel doors on both sides with under-hood lighting make servicing the unit quick and easy.

An optional Electrical Strike Identification system (ESID) adds extra safety when working near underground electrical utilities.

The HydroGuide HG2200 is available from HammerHead Trenchless or from authorized dealers, worldwide. Authorized dealers can be found on the web at www.hammerheadtrenchless.com or by calling 800.331.6653. (International: + [1] 920.648.4848).

www.hammerheadtrenchless.com •



GPS INSIGHT FLEET & ASSET TRACKING SOLUTION





The Premier TRACKING SOFTWARE FOR YOUR FLEET



866-477-4321

gpsinsight.com

MOROCKA



Seamless Integration





www.regscan.com

RegScan One Global Regulatory Software

Discover your software solution today!

With a dedicated staff of experts in four U.S. states and Washington D.C., and an ever-growing network of in-country resources, RegScan can always be counted on as a trusted resource for up-to-date regulatory information from every corner of the globe. RegScan has consistently outpaced a growing league of competitors in the industry niche we incepted, by offering unique solutions to our Fortune 1000 customer base. Whatever business you're in, we can assist you with your compliance needs. Our vast product line includes online compliance solutions for a variety of industries:

- Manufacturing
- Transportation
- Energy
- Chemicals and more!

RegScan's unique online tools enable easy access to, and interpretations of, global environmental regulations and operational standards. Do your research and get your alerts through the RegScan One system, or have your content exported via web services to any online environmental management system. Users of the RegScan One system can create custom legal registers and audit protocols for more than 140 jurisdictions. Access the interface in nine languages:

- English
- Chinese
- French
- German
- Italian
- Japanese
- Malay
- Portuguese
- Spanish

Educational Resources

Webinars

RegScan understands that staying in compliance is critical. But it doesn't have to be complicated. That is why we host webinars several times throughout the year that help our clients tackle ever-evolving problems in the EHS industry. Prior topics covered included regulatory overviews, the Changing Role of the EHS Manager, and ISO 14001:2015. Such topics specifically address the newest industry standards while banishing compliance confusion, provide necessary tools to manage today's EHS challenges and reduce time and money spent on compliance activities.

Tutorials

RegScan also produces a number of helpful videos for our users. They answer most commonly asked questions on using the RegScan One interface. You may wish to visit our Informational & Tutorial Videos Page prior to submitting a ticket to see if your question can be answered with the assistance of one of these videos.

Quality Suite

RegScan has introduced audit protocols and checklists geared to quality management in healthcare.

They cover the basic ISO 9001 and Quality Systems, Medical Devices (United States and the European Union), and Pharmaceuticals.

I-Comply Checklists have been added to provide Environmental, Health, Safety, Security for Data Centers and Offices. When you still have EH&S issues, but not the intensity of a manufacturing opera-

tion

Tracking Regulatory Change

Strikethrough

Strikethrough allows you to effortlessly see the amendment history of a regulation by comparing the current regulation with an earlier or future version. Changes are easily identified by color-coding. Anything that has been added will appear in green, while anything that has been deleted will appear in red.

My WatchList

My WatchList is a custom regulatory change management tool that allows you to monitor change at various levels of detail. It gives you quick access to only the information you need, while providing a clear record of what you have and haven't reviewed. My WatchList is the easiest way for a Web Services user to build a custom regulatory register, which RegScan will automatically export to your online environmental management system.

LookOut Email Alert

By defining specific keywords or phrases, LookOut allows you receive daily Email alerts on State or Federal regulatory changes.

RegScan Customer Support As part of our ongoing commitment to improve the RegScan user experience, we use a ticketing system for customer support inquiries. This allows us to streamline requests and better serve you. Available 24/7, the ticketing system allows you to immediately report an issue and track the support team's response to it. Every support request is assigned a unique ticket number. For your reference, we provide complete archives and history of all your support requests. A valid email address is required to submit a ticket.

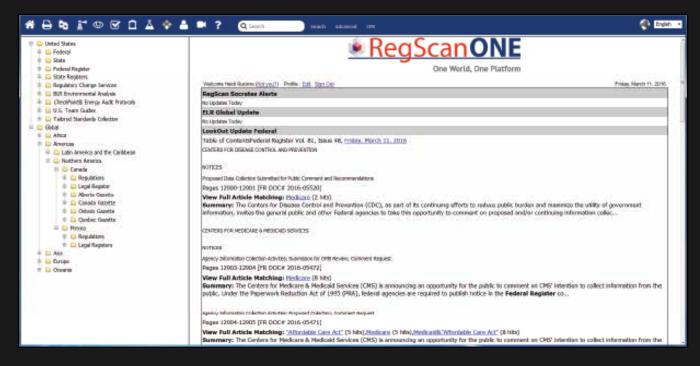
Schedule a Demonstration

The RegScan team will gladly demonstrate any of our products or services for free. Our online demonstration sessions can accommodate up to 25 people, and we will schedule a meeting whenever it's convenient for you. During these interactive demonstrations, our experienced staff will go through whatever products or services interest you. You'll also have the opportunity to ask questions, and discuss licensing options that are tailored to your needs. If you decide to purchase, we can take of your training and support needs too. We frequently update our library of training videos, and we'll be happy to arrange online or in-person training sessions. Furthermore, our inhouse technical support team is always available on weekdays (except for holidays) between 8 a.m. and 8 p.m. Eastern time, and online 24/7.

To learn more about RegScan, please call +1 570-323-1010, or Email info@ regscan.com.

Also find us on LinkedIn and follow us on Twitter @RegScanOne!

www.regscan.com



New Protective Apparel Line for Utility Workers from Lakeland Industries, Inc. Offers Revolutionary Moisture-Wicking & FR Results

Lakeland Industries, Inc. today introduced a new line of FR protective apparel with enhanced, industry-leading moisture wicking technology designed specifically for electrical utility workers. Incorporating a 55/45 high performance FR blend and 3M Scotchlite Segmented Reflective Trim for hi-vis options, the apparel line is NFPA 70E and NFPA 2112 – UL Certified with a lightweight, high performance design. The new line protects utility workers by absorbing moisture 7x faster than traditional FR cotton, moves an average 50% more moisture to the exterior of the fabric creating a drier zone next to the skin, and maintains moisture movement capabilities at a rate 5X faster than other brands.

"According to the Bureau of Labor Statistics, electrical powerline installer and repairer is consistently ranked as one of the top ten most dangerous jobs in America," said Brad Sipes, Director of Business Development. "With the development of our high performance apparel for the electrical utility market, Lakeland is combining its expertise in dual certified FR apparel with moisture wicking technology - specifically to keep electrical workers cool and comfortable in outdoor work conditions."

Designed by linemen for linemen, Lakeland's new FR high performance apparel line combines superior moisture wicking fibers, style and functionality in addition to these key features:

- A 55/45 blend (data shows this is the best blend for moisture wicking and transport)
- Tag-free back collar
- Seamless underarm gussets designed to eliminate seam pull and shirt rise
- Flat-seam construction with contrast design

Lakeland is providing further assistance for electrical utility workers in regard to protective apparel selection and job-site performance with a Lineman Safety & Performance Guide. The free guide will help men and women learn how to climb stronger, work more safely, and learn how to select and layer FR apparel to optimize job performance. The guide is available for download here.

www.lakeland.com

LAKELAND FR KNIT PERFORMANCE APPAREL

SHARP DESIGN FEATURES

You've been wearing stylish performance goer for years, now you can get it at work. Lakelands you can go from safe-et-work to the gym, the traits or out on the town, with seas.

SEAMLESS UNDERARM GUSSETS

FR shirts designed to all minote seem pull and shirt rise meen you won't feel any methotion as you maneuver on the job in feet, you'll feel total arm freedom with our indexity leading undersom gussets and seemiess deeign. Less challing and restriction, mealtrum currifort.

CONTOURED SHAPE FOR IMPROVED SAFETY

No matter what your size or shape, need or women, Lakeland has an FR performance shirt for you. Designed to provide functional fit for all, Lakeland appared offers a stack design to reduce bulk and keep you safe on the job.

SUPERIOR MOISTURE WICKING TECHNOLOGY

Our FR garments are designed to pull moisture off your sich to keep you cooks in the heaf and warmer in the cold. With your body temperature in oheok, you'll see a boost in your pomfort and overall safety on the job.





TAG FREE BACK COLLAR

Lakeland FR Performance appending disagned with your comfort in mind. The tag free back collar means you'll never light with an lighty making again.

MOBILITY OF ARM MOVEMENT

Designed to accommodate overheed needing and side to side movements. the Lateland append arm construction to a thing of beauty. With a singular seam that runs the length of the sience and body the garment is both flexible and functional.

FLAT SEAM CONSTRUCTION

Naver feel the scretch of thread again. Lakeland FR performance garment seems are smooth and comfortable against your skin, with febric laid skin-by-skie and stitched flat, so the transition of fabric is almost, well, seemiors.

FUNCTIONALITY IN THE DESIGN

A properly constructed FR germent should belence safety, protection, fabric quality and comfort, without comprombs. Designed specifically to putted the elements and maximize moisture wicking and comfort, Lakelands FR performance append is designed with safety and maneuverability in mind.

CUT & PUNCTURE RESISTANT

Offering 12 Styles of Keviar[®] Lined Work Gloves



TITAN IMPACT RESISTANT LINED WITH KEVLAR* mfg# 09-9083-10



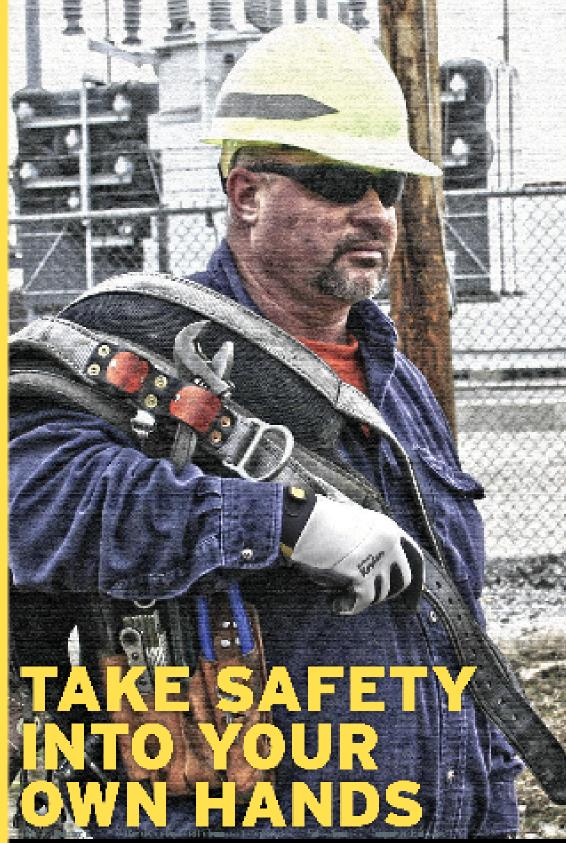
GENERAL UTILITY LINED WITH KEVLAR* INIG# 05-3080-70



FR LEATHER LINED WITH KEVLART WIDE-CUFF mig# 12-3275-60







Contact Us About Wear Trials

info@ytgloves.com www.ytgloves.com 800-680-7177



#1 IN DURABILITY



Milwaukee-AnnouncesNewDippedGloves,ImprovingSafety&DexterityontheJobsite

Milwaukee Tool enhances safety on the jobsite with the introduction of new Dipped Gloves. The new gloves are ANSI/ISEA-rated for Cut Levels 1, 3, and 5 and are EN 388 rated. Designed to provide users with all-day comfort and ultimate durability, all of the new gloves have been thoughtfully developed with proprietary knitting that provide the protection necessary at these key ANS/ISEA cut levels and EN ratings. Each also features SMART-SWIPE™ technology so users can access phones or tablets without removing the gloves.

"As jobsite safety is emphasized across the nation, users increasingly need hand protection that is comfortable, durable and provides the dexterity needed to work with small fasteners and fittings," said Matt Vargo, Product Manager for Milwaukee Tool. "Through a proprietary knitting process and a nitrile dip, these new gloves provide outstanding durability, perform well in a wide range of temperatures and are resistant to most common chemicals

and solvents found on the jobsite; all while maintaining an excellent grip and all-day comfort."

Cut Level 1 Dipped Gloves

The textured nitrile palm of the Cut Level 1 Dipped Gloves offer a better grip on materials, as well as increased dexterity, and their nylon/lycra blend construction provides increased comfort and wicks away moisture to keep hands dry. SMARTSWIPE™ touch screen functionality has been incorporated into the index finger tip to permit the use of touchscreen devices without removing the gloves.

Cut Level 3 Dipped Gloves

These gloves feature ANSI/ISEA cut level 3 protection to help prevent injuries from sharp objects on the jobsite. They also provide a more comfortable grip, maximum dexterity when handling small objects, and feature a Comfort Web Grip for outstanding grip performance. The nitrile dip material provides ultimate durabil-

ity and best-in-class puncture resistance while SMARTSWIPE™ fingertips and palms provide full access to touchscreen devices.

Cut Level 5 Dipped Gloves

These gloves feature ANSI/ISEA cut level 5 protection to help prevent injuries from demanding jobsite applications, such as work with sheet metal/glass, wire stripping, and ducting. The gloves utilize a double-dipped nitrile grip for best-in-class puncture resistance, and added durability. Similar to the Cut Level 3 Dipped Gloves, the Cut Level 5 Dipped Gloves also include SMARTSWIPE™ fingertips and palms.

Milwaukee Tool's new Dipped Gloves are designed to provide users with ANSI-rated protection, all-day comfort, ultimate durability and the best dexterity for handling small objects and using touch-screen devices – without sacrificing jobsite productivity.

www.milwaukeetool.com •



Revolutionary Lighting Solutions



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





When the power goes out we know we cannelly only in nation's linemen to stree on their poots and march into the elements to get our decripal service back online. Were often than not, that means bettling wind, rain, show 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 too for safety and productivity. In both emergency situations and day to day operations the light has proven to be a vital tool in estending 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 days op.



KOOZ ES... BANDANNAS... DECALS I. Send an email to med avego light.com and let us know you saw our ad in TTHE UTILITY SOUFCE! and we will send you some Line man branded me chancise.



Save your Company \$6,500 per year PER WORKER with this Revolutionary Product!

www.aerialtoolbin.com 262-825-6784

Made of reinforced,
 newconductive. UV projected
 pullypropylene orange plastic

* Light, double, and ready as strong as steel.

here in course or see third 30 decembers.

 Attaches to square or rounded 90 degree corners secured to the railings with two looking botts.

 Triangs is shaped to provide maximum working area and besedom from clutter.

Three compartments with removable partition walls.
 The movable parts tray is magnetic and nitaches to the metal strips on top of the tim. (included for a limited time white supplies last)

. Your look belt is eafely secured to the iron of the bin.

Save Time Money & BACK PAIN



CAT 4 //PV BOCal/ent' #20-1-10tat

SETTING NEW STANDARDS

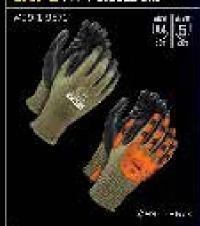
BDG* ArcTek gloves are designed for ultimate protection - no matter how harsh the conditions

BRCTEK





CAT 2 A FV 8.6cat/cm²

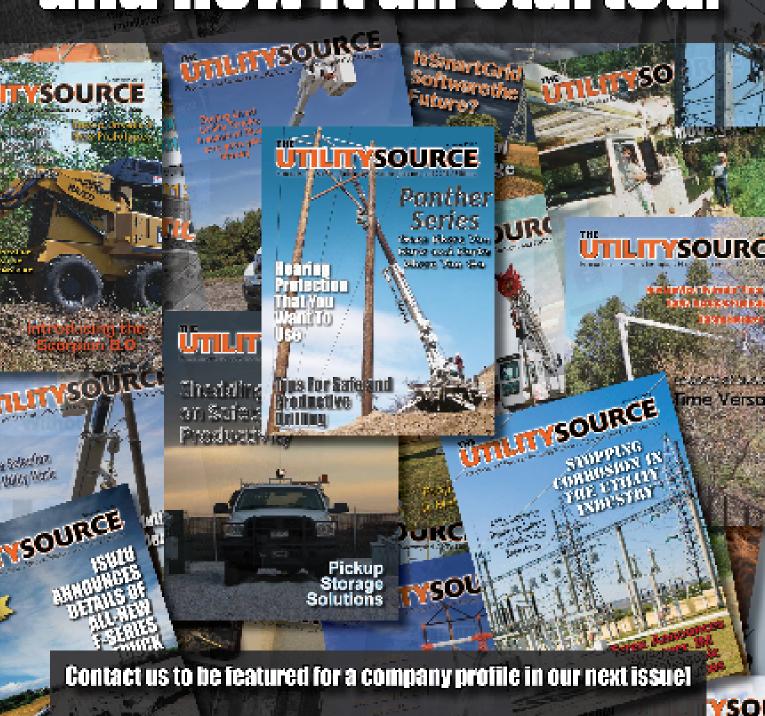




BOB OFILE GLOVES

Tell Free, 1 855 215 7113

Tell the masses what your company does and how it all started.



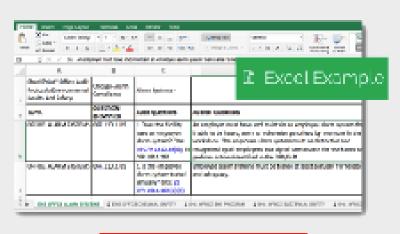
www.theutilitysource.net/advertising





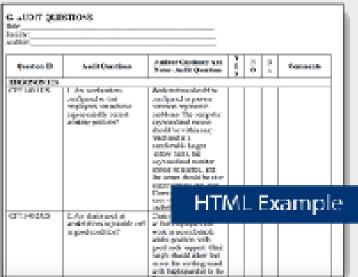
Too many sites? Too hard to coordinate? Too costly to send auditors?
Having difficulty comparing results across the locations you have inspected?

If you said yes to any of these questions, how can you be sure that those sites are in compliance with your Global EHS compliance and risk programs?



Learn More by Visiting

www.regscan.com/products/icomply



GSSI Releases the UtilityScanO HS



GSSI, the world's leading manufacturer of ground penetrating radar (GPR) equipment, announces the release of the UtilityScanÒ 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 subsurface 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 Utility-Scan 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, 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

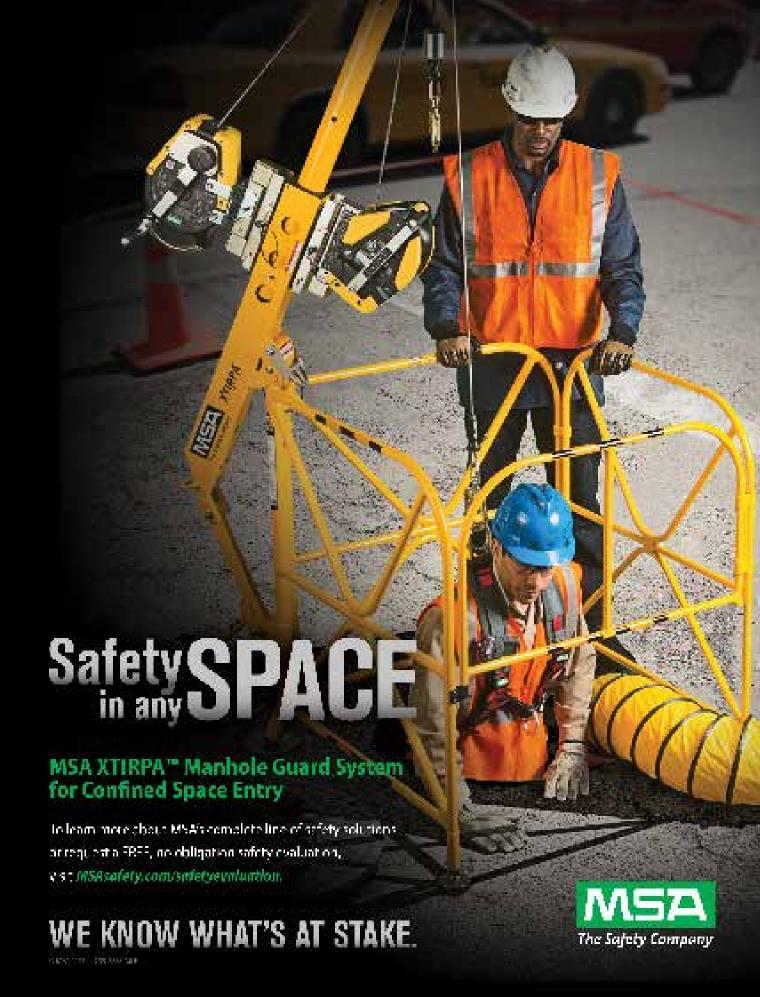
- Sealed to resist water penetration in typical outdoor environments
- Voltage ranges from 50VAC to 4kVAC and above
- Detects voltages around 3" at the 50V setting, 10" at 4kV and above

- 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.

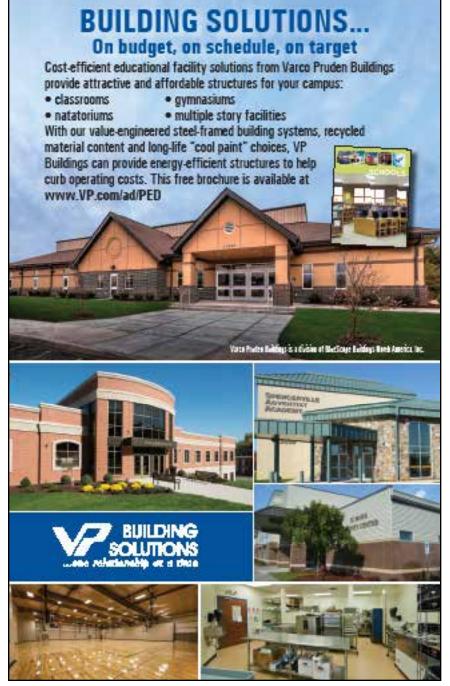
www.HDElectricCompany.com •





Felling Trailers New X-Force Hydraulic Detachable Gooseneck Offers "Super Low" Deck Height





Felling Trailers, Inc.'s, X-Force Hydraulic Detachable Gooseneck model line now offers a "Super Low" deck height with the X-Force SL Series. The X-Force SL Series provides an 18" usable level deck height with a 6" ground clearance, making it an ideal spec for Carriers that specialize in extra-tall cargo/ equipment transport. The low loaded deck height is ideal for a multitude of applications due to the full width level deck as opposed to a drop-side model. Felling Trailers designed and engineered the SL Series with versatility and functionality in mind knowing that with changing markets, Carrier's cargo/equipment loads vary. The versatility offered with the 18" usable level deck height allows a carrier to transport cargo/equipment as asphalt milling machines, paving equipment, track excavators, etc. that have tall transport heights, ultimately keeping the Carrier's wheels and payday rolling.

The SL Series are offered in four capacities; XF-70-2 HDG-SL (35 ton capacity), XF-100-3 HDG-SL (50 ton capacity), XF-110-3 HDG-SL (55 ton capacity), and XF-120-3 HDG-SL (60 ton capacity).

www.felling.com •

New Megohmmeters From AEMC

AEMC offers a NEW line of easy to use handheld megohmmeters capable of measuring insulation resistance up to $200G\Omega$. 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.

Selectable test voltages from 10 to 1000V (model dependent)

Insulation resistance measurement up to $200G\Omega$ (model dependent)

Automatic discharge at the completion of the test

www.aemc.com

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 teature the Greaves. flared Shoo-in" barrel-opening design for easy cable insertion. Insulating covers are provided.



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









GREAVES
www.greaves-usa.com 800-243-1130

TUS AD INDEX

Company	Pg.	Website
Aerial Tool Bin	32	www.aerialtoolbin.com
Bob Dale Gloves	33	www.bobdalegloves.com
Buccaneer Rope	6	www.bucrope.com
EZ STAK	IFC	www.EZSTAK.com
GoLight	31	www.golight.com
GPS Insight	24	www.gpsinsight.com
Greaves	39	www.greaves-usa.com
HammerHead Trenchless	9	www.hammerheadtrenchless.com
Herculock	6	www.herculock.com
Hogg & Davis	17	www.hoggdavis.com
Jesco Industries	18	www.jescoonline.com
Krenz Vent	2	www.krenzvent.com
Morooka	25	www.morookacarriers.com
MSA Safety	37	www.msasafety.com
Prinoth	7	www.prinoth.com
R & R Lotion	22-23	www.rrlotion.com
Rayco	15	www.raycomfg.com
Regscan	35	www.regscan.com
Ring Power	14	www.utility.ringpower.com
Shaver Mfg	5	www.shavermfg.com
Tallman Equipment	3	www.tallmanequipment.com
Terex	19	www.terex.com
The Power Gripz	IBC	www.thepowergripz.com
Time Versalift	1	www.versalift.com
TSE	BC	www.tse-international.com
Venco Venturo	11	www.venturo.com
VP Building Solutions	38	www.vp.com/ad/ped
Warehouse Equipment	4	www.warehouseequipment.com
Yale Cordage	13	www.yalecordage.com
Youngstown Glove	29	www.ytgloves.com



DESIGNED BY LINEMEN Proven by Science



100% compliant, moets and exceeds all ASIM F-690 MSIM F2073. leatner protector glove standards.



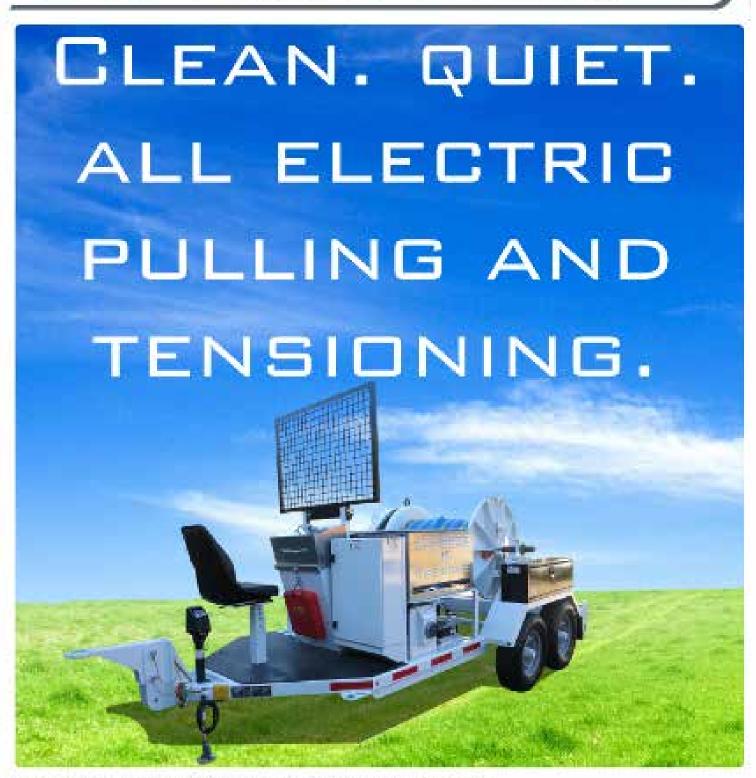
Put the Power of Superior Grip and Protection in your Hands!

- I we styles of work closes M, L, &L and XXL Low and High Voltage Five Finger Leather Protectors available in sizes: 8-8.5 through 12-12.5 - Contour & Bell C. ** Protectors available Class 1 - 4
- Three Linger Mitts sizes: 9- 1
- FWR Cut Resistant (A4) Work Gloves ATP / ratings 60cal/asia MVF integer 50%

Call: 877.271.0444

or order online at www.ThePowerGripz.com

GREENMACHINE



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

