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AUGUST 2019

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

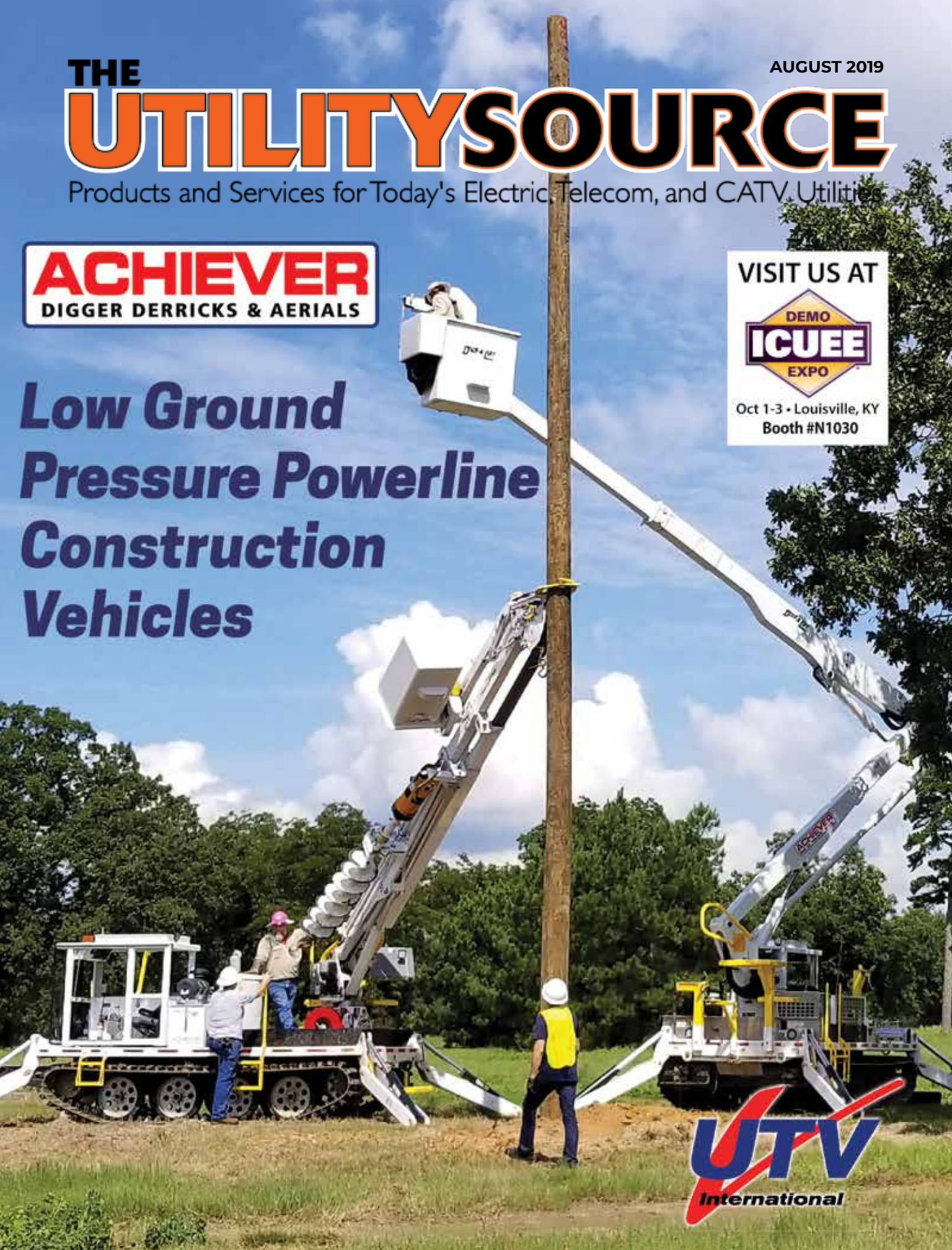
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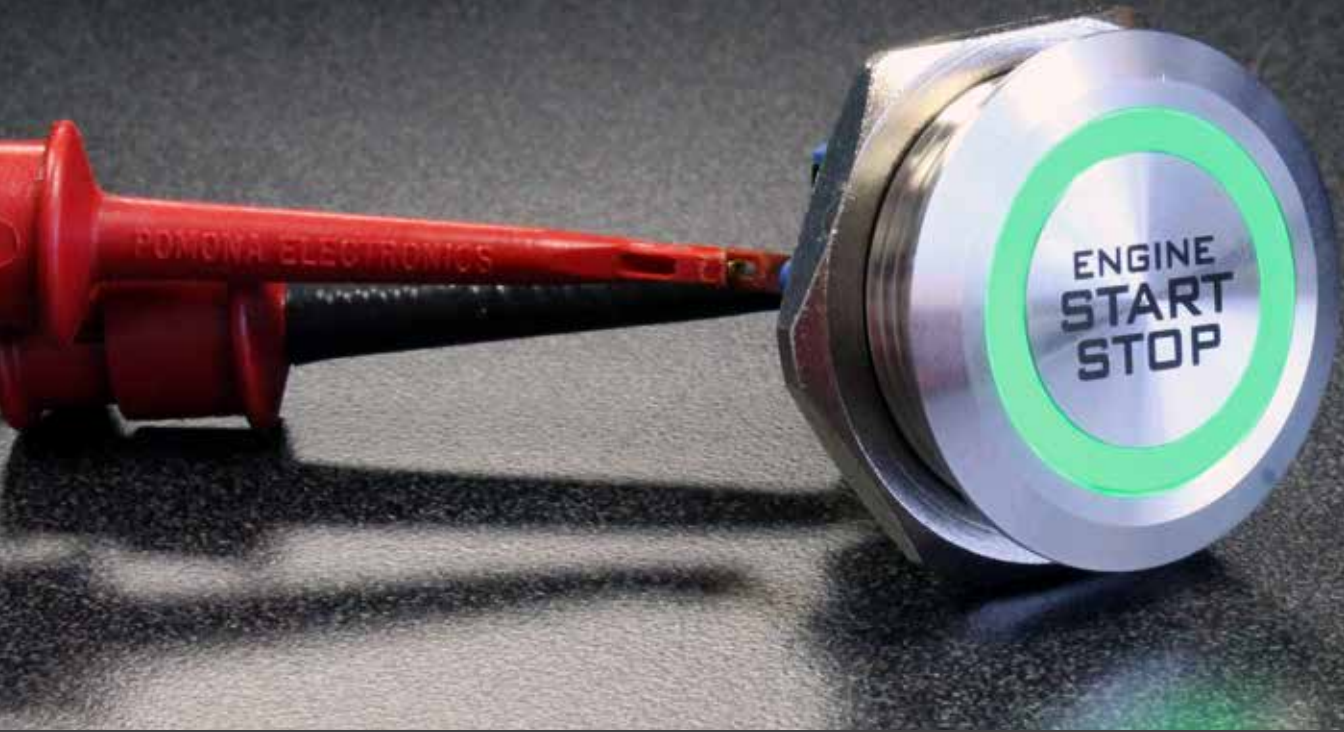
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Local Underground Utility Company Finds the Perfect Combination

Custom Felling Trailer Chassis & Ohnsorg Truck Body = Burschvilles' HD Enclosed Trailer

Burschville Construction, Inc., an underground utility contractor, needed a custom enclosed trailer solution. It would be used for their utility crews to store tools and equipment on job sites along with having the ability to move it easily and quickly. In the past, their crews had semi-van trailers for this purpose. The semi vans did the job but were cumbersome to use as they required stairs to get in and out and when it was time to move on to the next job site a semi-truck had to be scheduled for the move.

The solution was to be a custom-built trailer chassis that would then be taken to a commercial truck bodybuilder to have an all-aluminum, enclosed body installed. A challenging build, too much flex and twisting of the frame would transfer to the structure leading to the eventual failure of the aluminum body; a stiff frame would be needed. A typical drop deck trailer has most of the load centered on, or near the mainframe rails. Another challenge to overcome would be making sure the perimeter of the chassis' frame would be strong enough to support the weight of the body as well as shelving units and other items that would likely be placed along the side walls.

Burschville looked to Felling, currently having five (5) deck-over Felling trailers and have owned several in the past including other brands. "Felling trailers have held up very well, they pull great down the road, and when we have any issues, they always take care of us. That is why we chose them to build the underbody of the enclosed trailer. This trailer had many hours of thoughts and ideas put into it before it was put into production. Mark Rapp (Felling' Utility/Telecom Product Manager) met with me to go over ideas, several e-mails went back and forth, in the end, Mark made sure all our expectations were met," said Richard Schendel, VP of Burschville Construction, Inc. The trailer chassis needed a GVWR of 24,000 lbs. so a triple 8,000 lb. axle set up was chosen. "With a 26.5' bed length the 8,000 lb triple axle set up would be more forgiving in obtaining the proper tongue weight required for good towing characteristics than a 12,000 lb tandem axle set up," said Mark Rapp. To ensure the strength of the perimeter of the chassis frame, Felling laser cut 3/8" steel plate and formed it for the structural support needed. Outriggers were installed every 16" to 18" being sure to line up with the cross-members between the mainframe

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rails. The structural plate also served as the floor outside of the mainframe rails as well as providing the strength to tie the body to the chassis. Along with this pull-out steps with heavy expanded metal surface were provided at the side door as well as the full width of the rear roll-up door.

Once Felling completed the build of the trailer chassis it was taken to Ohnsorg Truck Body in Belle Plaine, MN for the upper enclosure. "John Ohnsorg and his crew did an exceptional job on their portion of the trailer.

I have had many people ask, where did you buy that trailer?

With this new trailer, we can move the same tools and equipment with a Super Duty truck (as they did with the semi van). Our Foreman's have a company truck that can pull the trailer from job to job rather than having to schedule a semi-truck to move the trailer. The new enclosed trailer is much easier to get in and out of the job site using a pick up if conditions are not favorable. The tools are always with the foreman, so if

something changes or an emergency comes up, they can take care of our emergency repair calls in a timely manner. Our municipal customers appreciate the prompt service," said Schendel.

With many trailer manufacturer's located in the upper Midwest, when Richard was asked why Felling was his brand of choice? He replied, "It is pretty simple. We have a local dealership 10 minutes up the road in Loretto, MN called Lano Equipment that handles Felling Trailers. Our salesman at the time we bought the custom enclosed trailer was Bill Lano. Bill does a great job of making sure that his customers are taken care of. Bill is also the person that sold us our first new Felling trailer, and they have been great to deal with. Another bonus for us is that Felling is a MN-based company that is only 70 miles from our office. We can get parts fast if needed, and they always make sure our trailers are built to our satisfaction. We own many pieces of construction equipment, and no matter which machine we own it eventually will have a breakdown or some minor issue. Lano and Felling both have taken care of us anytime we have had any problems."

Since the purchase of the custom enclosed trailer, Burschville purchased another Felling deck over trailer. "We had some custom things added, and the trailer turned out the exactly how we expected," Said Schendel.

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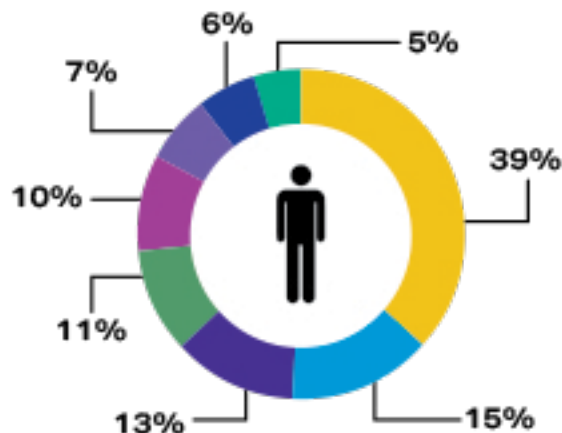
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Klein Tools'® New Hard Hats Designed for Pros – Safety, Comfort and Fit

Klein Tools, for professionals since 1857, introduces a new generation of Hard Hats – designed, engineered and built with safety, comfort and fit for the tradespeople who wear them every day. Ten hard hat models equip professionals with unique features to enhance user experience when working in demanding jobsite environments. Convenient accessories and replacement parts offer customization for added versatility.

All 10 hard hat models pictured above feature:

- Meets ANSI Z89.1-2014, CSA Z94.1-15; EN397:2012+A1:2012-Lateral Deformation (LD) standards
- Breathable, padded sweat-wicking band and top pad improve comfort; manufactured with anti-microbial and odor control materials
- One-handed adjustment with large knob ratchet mechanism that pivots to clear bandanas or pony tails
- Flexible, open-frame suspension provides improved air circulation
- Rear neck pad hugs the head for a secure fit and added comfort
- Tested for reverse donning to safely wear frontwards or backwards
- Universal accessory slots on both sides designed to attach hearing protection, face shield and more
- Patent-pending accessory mounts on front and back securely hold the Hardhat Headlamp (Cat. No. KHH56220) or Rechargeable Auto-Off Headlamp (Cat. No. 56034) without using straps or zip ties
- Cap Style and Full Brim styles available; with and without headlamp*
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Class E Hard Hats (Non-Vented)

- Non-vented design built with electricians and line workers in mind
- Tested up to 20kV; for use where electrical protection is required Cat. No. Hard Hat Description Shell Color Vented Class 60100 Cap Style White


Cat. No.	Hard Hat Description	Shell Color	Vented	Class
60100	Cap Style	White	NO	E
60107	Cap Style with Light*	White		
60900	Cap Style with Light*	Orange		
60400	Full Brim Style	White		
60406	Full Brim Style with Light*	White		



Class C Hard Hats (Vented)

- Adjustable vents can be opened or closed for maximum air circulation
- Built for use in the general construction, plumbing, carpentry and iron worker industries; not for use in applications where electrical protection is required Cat. No. Hard Hat Description Shell Color Vented Class 60105 Cap Style White

Cat. No.	Hard Hat Description	Shell Color	Vented	Class
60105	Cap Style	White	YES	C
60113	Cap Style with Light*	White		
60901	Cap Style with Light*	Orange		
60401	Full Brim Style	White		
60407	Full Brim Style with Light*	White		



*Includes headlamp (Cat. No. KHH56220) and 3 x AAA batteries

“From a culture of innovation, Klein Tools Hard Hats were designed and engineered to address the long-ignored dissatisfaction tradespeople face when using traditional hardhats,” says Shantanu Deshpande, senior product manager at Klein Tools. “Long-term comfort and proper fit are achieved with an adjustable, open-frame suspension, coupled with a sweat-wicking band and top pad on all models. Non-vented models offer up to 20kV protection while vented models feature adjustable vents to help improve air circulation.”

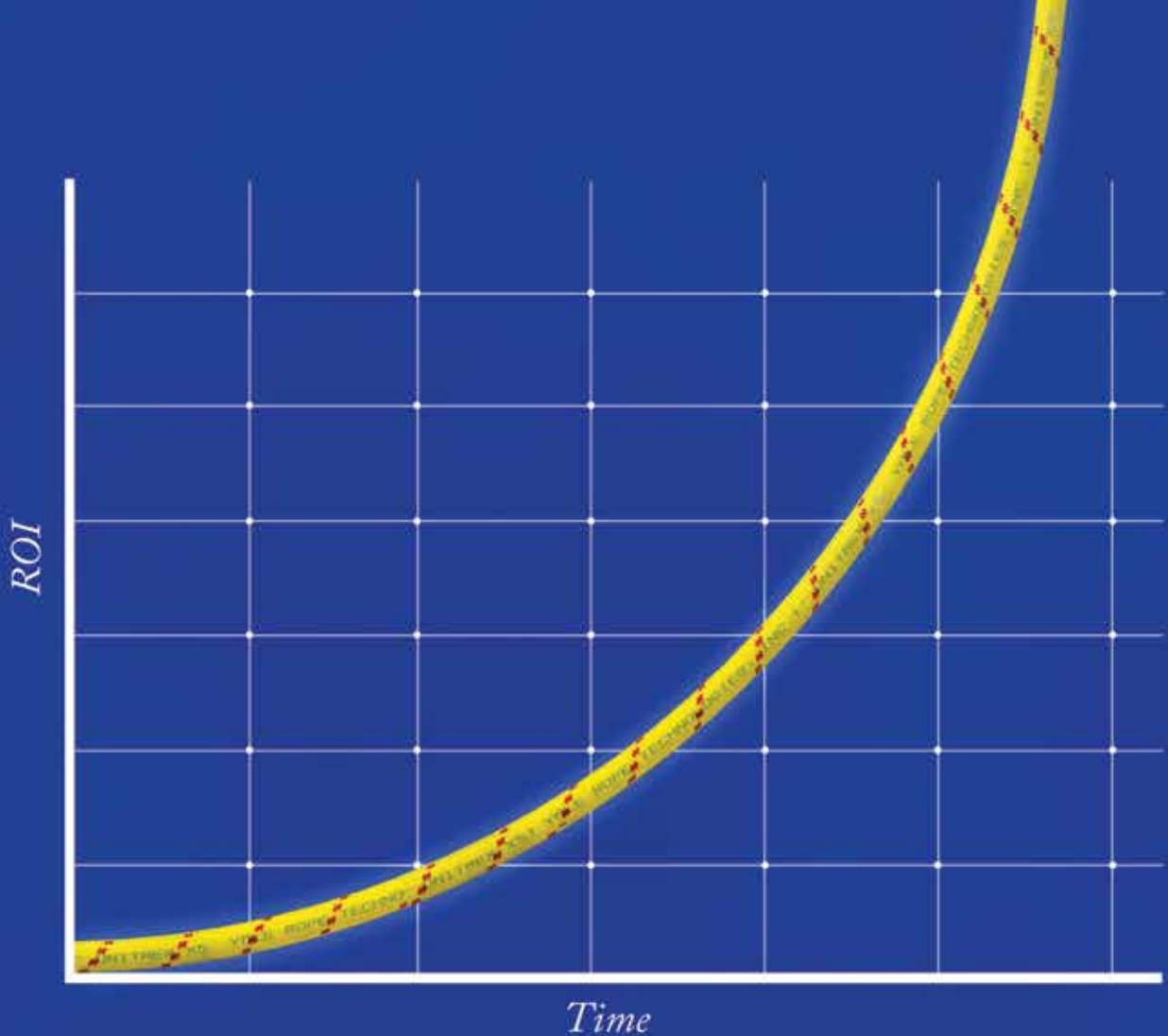
For more information, visit www.kleintools.com/new-products or search for #NewKleins on social media.

About Klein Tools

Since 1857 Klein Tools, a family-owned and operated company, has been designing, developing and manufacturing premium-quality, professional-grade hand tools. The majority of Klein tools are manufactured in plants throughout the United States and are the No. 1 choice among professional electricians and other tradespeople. For more information, visit www.kleintools.com.

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Klein Tools'® Pro Folding 11-Piece Hex Key Set Features a 1/2-Inch Key Size

Klein Tools, for professionals since 1857, introduces the Pro Folding Hex Key Set (Cat. No. 70550), which equips professionals with 11 extended-reach blades in one convenient tool. Its industrial strength blades, including the high-leverage 1/2-inch key, are built to stand up to harsh jobsite conditions.



Pro Folding Hex Key Set (Cat. No. 70550)

- Pro Folding Hex Key Set with 11 extended-reach blades houses the most frequently used hex key sizes in one set:
 - o 1/2, 3/8, 5/16, 1/4, 7/32, 3/16, 5/32, 9/64, 1/8, 7/64, and 3/32-inch
- High-leverage blades open independently up to 270 degrees
- Hex-key ends are square-cut for a secure, full-depth fit and maximum contact with the socket to prevent slippage and stripping
- Blades are made of tough, heat-treated alloy steel and range from approximately 3.5 to 4.5 inches long
- Reinforced nylon handle has a sturdy, comfortable grip

“Standard hex key sets do not offer the sizes tradespeople need to stay prepared for the day’s work,” says Austin Minor, product manager at Klein Tools. “Featuring 11 precision-fit blades, including a 1/2-inch key, Klein Tools designed the Pro Folding Hex Key Set to equip skilled professionals with the most frequently used hex key sizes, helping to get any job done right.”

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Klein Tools® Shear-Cut Wire Stripper Features Six Stripping Holes for 8-20 AWG Wire



Klein Tools, for professionals since 1857, introduces the Klein-Kurve® Shear-Cut, Heavy-Duty Wire Stripper (Cat. No. K12035), which features shear-cutting knives for a lower force to cut copper wire and larger cables. This updated model integrates Klein's quadruple-strength design and six stripping holes for use on 8-20 AWG wire.

Klein-Kurve® Shear-Cut, Heavy-Duty Wire Stripper 8-20 AWG (Cat. No. K12035)

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"The Klein-Kurve® Heavy-Duty Wire Strippers feature a breakthrough wire stripper design forged from our U.S.-made proprietary steel blend and are manufactured to be four times stronger than traditional Klein wire strippers," says Tyler Winthers, senior product manager at Klein Tools. "Klein's newest innovation, the K12035, not only provides professionals with an expanded wire stripping range but also shear-cutting knives for easier cutting. These forged, heavy-duty wire strippers offer a durability built to withstand harsh jobsite conditions day-in and day-out."

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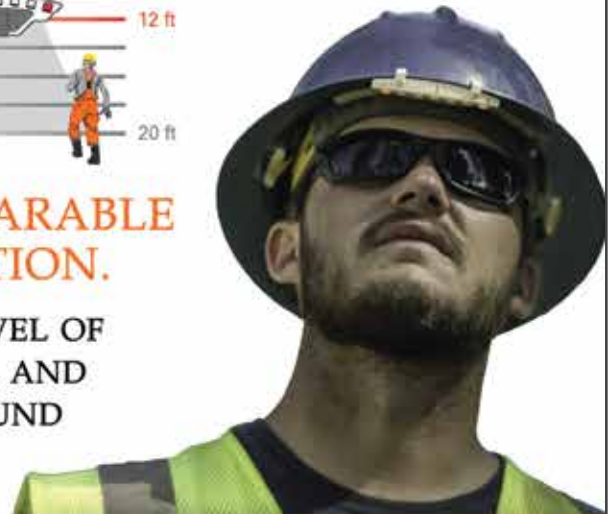
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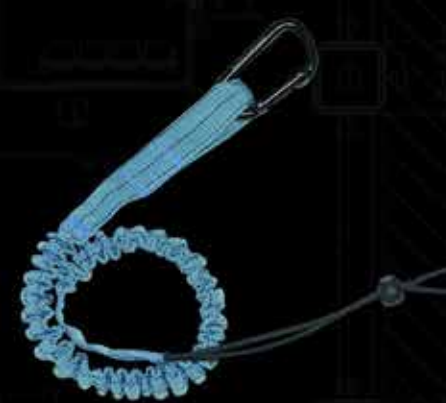
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TEREX UPDATES LOAD ALERT MONITOR DISPLAY

Terex Utilities has updated the monitor display for the Terex Load Alert system. Load Alert monitors and analyzes the truck's jib and platform capacity and boom positions on Terex aerial devices. It provides visible and audible alerts when an overload is detected.

Load Alert monitors boom angle, platform and jib capacity, winch line distance from the platform pivot point, and winch line load. Included in the display is a full load chart in addition to the printed load chart, to assist operators with staying within the operating limits of the aerial device. The initial screen indicates that the system is operational, and during operations, now turns red if an overload is detected and displays "overload" on the screen. A dial read-out shows the percentage of overload for either the platform or the jib or both. In addition, an alert sounds in the platform and at ground level.

"The system supplements users' safe work practices by providing immediate feedback to an operator," said Kevin Stutzman, Engineering Manager. "As an option, it is also possible to send a notification report via text or email to a specified location. For example, notifications to fleet departments provide can provide information to assist with maintenance protocols," he said.

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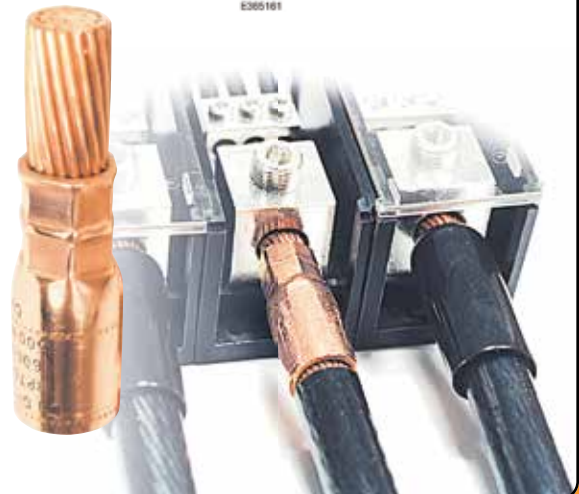
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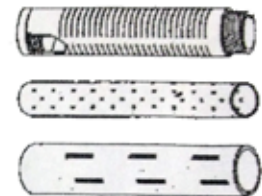


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"Terex continues to lead the way with technology featuring practical benefits for fleet users and owners. By staying engaged with customers, Load Alert has evolved since its introduction in 2016—the first of its kind for insulated aerial devices. As new technology becomes available or we identify improvement opportunities, we seek feedback from our customer partners. "The new monitor displays area result of those conversations," said Joe Caywood, Director of Marketing.

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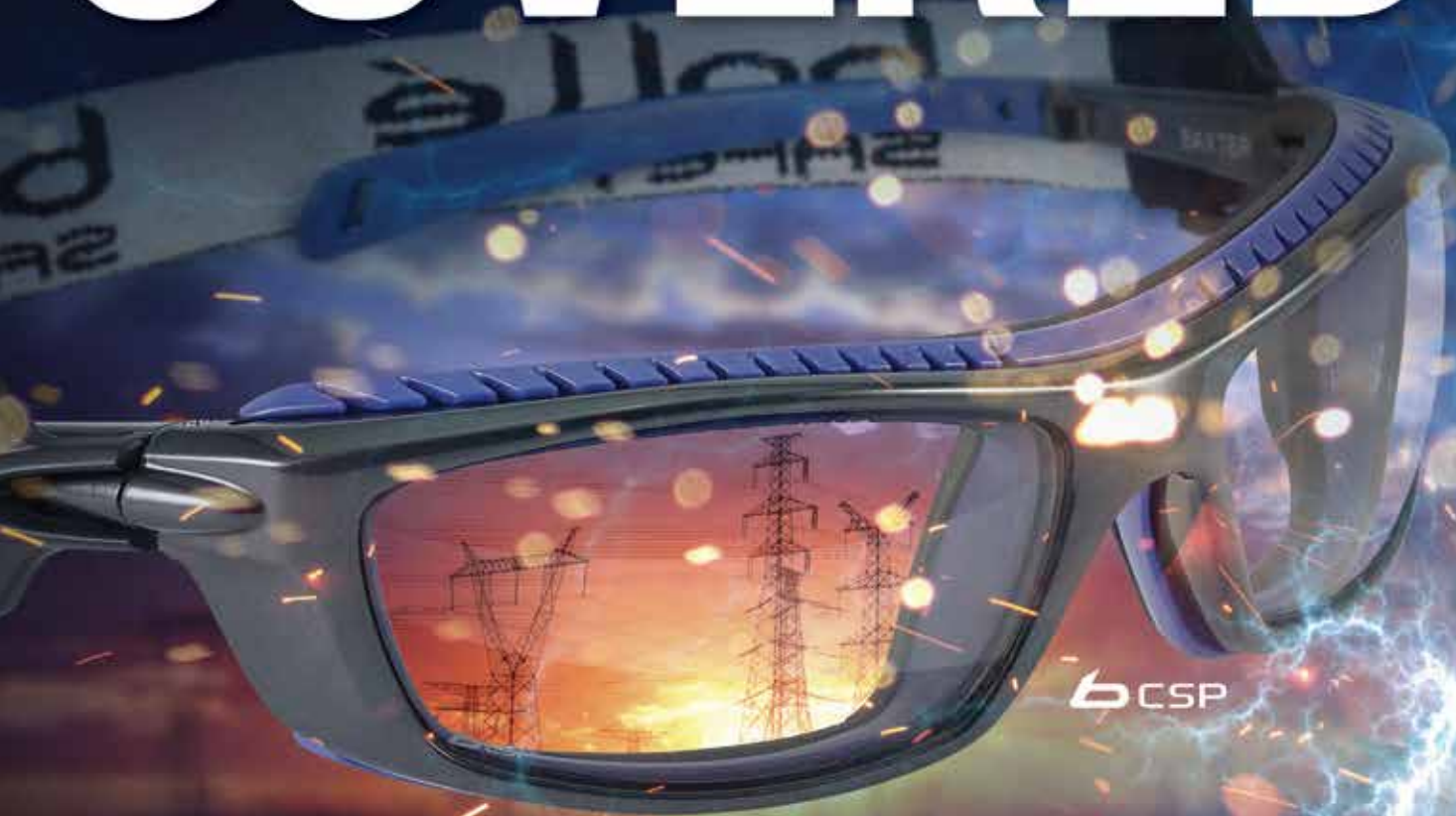
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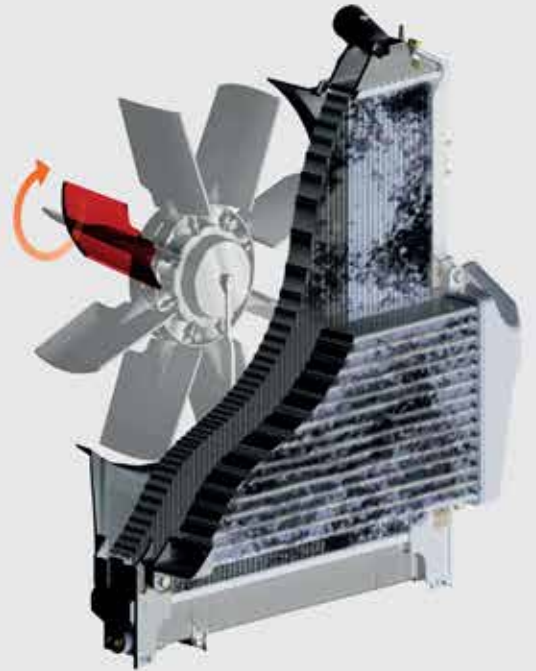
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