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UTILITYSOURCE

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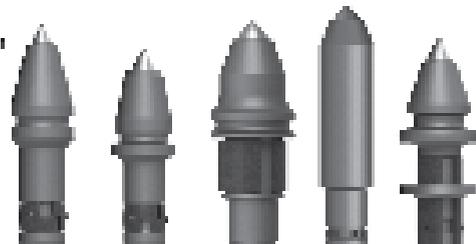
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THE UTILITYSOURCE

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

Letter from the Editor:

In taking the helm as the new editor of The Utility Source, I'm excited about a few new things on the horizon.

First, plans are underway to have all of our publications BPA Audited in 2014. A BPA audit is simply a third-party verification that we are doing things the way they ought to be done for the good of both our readers and our advertisers. Our aim is for the audits to begin in earnest in Q2, and wrap up by year's end.

Second is the decision to take the magazine nearly 100% digital. This was a decision we spent a long time deliberating over. In the end this change will allow for several advantages. It allows us to increase distribution of the magazines by more than 50% at the same cost, while remaining free to subscribers. It gives us the freedom to expand the books with more content. It also enables us to be much more creative with complementary and interactive content, which our readers can access from any computer or mobile device, but still have a feel very similar to the publication in print.

Third is a huge push to bring in outside experts as contributors to the magazine, including Jerry Yudleson, head of a green building consultancy, published author and recognized expert on LEED certification and sustainable construction. We're in talks with a few others, but we're always on the lookout for unique voices with something to contribute. If you're interested, call or send me an email, right now.

Fourth, the addition of a new structure to the magazines, bringing you not only the latest and greatest products out there and the aforementioned new voices, but also pointing you to the best stories, information and interesting media we've found online. Add to that some new features that we're going to be rolling out on our own site, and you'll find the magazine now extends far beyond the edges of the page.

Finally, we're in the process of building out a new office space. To help us with that, we're being supplied with some fun toys to use and review-- including the newest lines of cordless tools from Bostitch and Porter-Cable. This is, I hope, the start of a brand new, ongoing series of reviews that we want to make as entertaining as they are informative... but I'll elaborate more on this in future issues.

These are five big reasons I'm excited to be taking over and guiding the magazine. I don't want this to be a book that sits on your desk to be flipped through while you're bored on a long conference call. I want this to be the magazine you anticipate receiving, issue after issue, and talk about in the hallway when you're done.

I'll close with this appeal. If you feel that you have something to contribute to the magazine-- a voice that needs to be heard or a topic that needs more exposure—call or send me an email. If there is something you think we should be covering but aren't, call or send me an email. If you have a product you'd like us to review for our readers, call or send me an email.

You, the reader, are what the success of this magazine hinges on. I look forward to hearing from you, telling us what we're doing right, and what we need to do to make this magazine one of your favorites.

Sincerely,
Danny Thompson, Editor



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Terramac® introduces GPS package for fleet management



Terramac® LLC has announced that all its RT9 rubber track crawler carriers come with a GPS receiver and one-year paid subscription to On-Board Communications, Inc. data tracking. The GPS receiver transmits not only real-time location information but also fleet management data such as run time and idle time via cellular network service. On-Board's patent-pending Activity Logging Technology, or ALT, offers Terramac® owners the added capability of tracking time operating under load.

Chuck Tholen, an On-Board Communications, Inc. GPS specialist, said this will be a new application of GPS to many people. Without having it pointed out to them, they might not notice the equipment at first.

Data is automatically collected and delivered in communication reports that include the exact location of a carrier.

These give technicians time to arrange service in the field with advance notice. The reports reduce downtime as technicians avoid having to pull a carrier out of service for scheduled maintenance or having to replace it with a substitute.

Owners and operators can use the performance metrics that the system continuously records to streamline their operations, determining how machines or combinations of machinery are most cost-effective.

The data, which easily transports to spreadsheet software, provides documentation useful for billing, for justifying bids and for verifying operation time to customers after project completion.

Data is viewed by accessing a web portal. Mobile apps are also available for easy access.

In the rare event the unit should be in a remote area of no coverage, or should cell service go down, the software simply continues its documentation. And it even has its own internal battery backup in case external power is lost for any reason. As soon as coverage is restored, it resumes transmission automatically.

Joey Giannetto, service manager in charge of fleet maintenance at Terramac®, said the GPS system has obvious maintenance streamlining benefits by coordinating manufacturer, rental dealership and end user schedules.

Knowledge of carrier hours and update schedules ensures part availability, which in turn assures rental agencies and end users of increased availability. |



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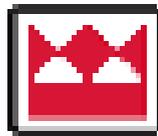
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ENTER THE WORK ZONE

Terex introduces a new, more accurate way to compare digger derricks.

To determine the true digging capability of the machine, we brought in a real-world digging application. Digging capacity. To compare one machine to the next, today's conventional methods include:

Winch capacities: a comparison of the winch and capacity of the machine with digger derrick.

Lifting capacities: a comparison of digger derrick lifting capacities for maximum power output and maximum winch lifting capacity.

10-foot radius lifting capacity:

a "working" comparison developed by Terex T400 and T400L digger derrick. It compares the ability to lift a load within a 10-foot radius of the derrick's location.

Research shows that 75 to 80 percent of the time that a digger derrick is in use, it is digging holes and setting poles.

It's not surprising that the flow of material to be easily match the size of the digger derrick. In the case of capacity, lifting capacity is not the only factor. The actual part of the machine leading to capacity is not just the winch, but the digger derrick. Terex's new research shows that the 10-foot radius of the digger derrick is the key to digging and setting of the hole. (2) (3) Digging and setting of the hole is the key to digging and setting of the hole.

Our research in the digger derrick field has led to three feet of the radius and digging capacity, to increase the amount of work that can be done in the field. The 10-foot radius is the key to digging and setting of the hole. (2) (3) Digging and setting of the hole is the key to digging and setting of the hole.



1000 Series Digger Derrick

Ram will be first manufacturer to offer light duty diesel option

One of the most anticipated trucks of the 2014 model year is arguably the 2014 Ram 1500 EcoDiesel, because it will be the first light-duty truck to be powered by a diesel engine. Interest in the truck is so high that the manufacturer is already concerned that supply won't meet the growing demand. Consumers are anticipating the release date as the new engine option is expected to provide a 30 percent increase in fuel efficiency.

The addition of a diesel engine is undoubtedly the most substantial difference in the 2014 Ram 1500 over previous versions of the light-duty pick-

up. Not only will the engine run on a different fuel source, it will also be one of the few Ram trucks not powered by a Cummins engine. Prior to the announcement of the 2015 Nissan Titan, Cummins engines were found solely under the hood of Ram trucks. However, for the EcoDiesel Ram, the manufacturer decided to pass on the Cummins V-8 diesel engine--which was specifically designed for the Ram 1500 EcoDiesel--and instead opted for an engine with greater fuel efficiency.

Simulations were showing that the Cummins diesel engine was capable of 24 mpg, but Ram

parent company, Chrysler, said they would settle for nothing less than 26 mpg. The manufacturer found their answer in a turbocharged 240-horsepower 3.0-liter V-6 diesel engine from VM Motori--an Italian engine manufacturer which deals exclusively with diesel-fueled powertrains. Exact fuel economy ratings have not been released yet, but Chrysler announced that they expect the numbers to be in the high 20s. It's likely that the EcoDiesel will provide class-leading towing power as it has been confirmed that the Ram 1500 EcoDiesel will offer a best-in-class 420 pound-foot of torque.



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News from Terex

Terex® Work Zone Capacity Calculator Now Available for Easy Digger Derrick Comparison

The new Terex® Work Zone Capacity Calculator, available at www.terex-calculator.com, allows utility companies and contractors to select the right size of digger derrick to complete the majority of their day-to-day tasks — digging holes and setting poles. The Work Zone Capacity Calculator takes into account not only the digger derrick's boom lifting capacity, but it also accounts for the digger derrick's auger digging and lifting capacity.

“To select the right digger derrick for the job,” says John Pantkze, project manager, Terex Utilities, “the truck should be able to dig a hole and set the pole without the need to reposition the digger derrick. And for digger derricks to be as efficient as possible, it's imperative to understand and to match the truck's capacities to the range of work needed to complete the tasks that digger derricks are used for. The object of the Terex Work Zone Capacity standard is to match these capacities to the job, and our new calculator allows customers to quickly and easily do just that.”

To calculate a digger derrick's work zone capacity, the new calculator (www.terex-calculator.com) takes into account the soil conditions and density of the material the truck will be working in, as well as the auger sizes to be used and number of flights needed. Once these specs are inputted into the calculator (www.terex-calculator.com), it is a simple process to determine a digger derrick's work zone capacity.

“The work digger derricks do for utility companies and contractors is too valuable to have the wrong size truck on a job. These capacities need to be close in order to make sure the truck is able to lift the

auger, while full of material, out of the hole. The new Terex Work Zone Capacity Calculator is designed to give customers the confidence that the digger derrick they buy will fit their overall business operation needs and is properly sized to perform a variety of jobsite tasks,” says Pantkze.

For more information about the new Terex Work Zone Capacity standard and calculator, to download the “Terex Digger Derricks” eBook, or to contact a Terex representative, visit www.terexutilities.com.

Terex Utilities Has a Strong Showing at ICUEE 2013

Terex Utilities recently exhibited at the 2013 International Construction and Utility Equipment Exposition (ICUEE), held October 1-3, at the Kentucky Exposition Center in Louisville, Ky. During the 3-day event, the utility equipment manufacturer highlighted multiple demonstrations in its outdoor booth, including the Terex® Tru-Level™ Tilting Pedestal System, as well as its new Work Zone Capacity standard for digger derricks. Terex also showcased its line of interchangeable bits for the company's auger tool line, as well as a new concept for aerial device boom tips.

“Terex is pleased to once again exhibit at ICUEE. As always, the crowds were very engaged and extremely interested in what's new in the utility industry,” said Jim Lohan, vice president of sales and marketing, Terex Utilities. “ICUEE is an ideal show for us to reinforce our commitment to providing the right equipment to our utility customers, when they need it, supported with the very best service and rapid-response capabilities. Our customer-centric approach enabled us to focus our time and attention during all three days of the show in showcasing to our customers how our innovative products and services improve jobsite conditions,

save on operational costs and help deliver a profitable return-on-investment.”

According to the Association of Equipment Manufacturers (AEM), registered attendance for the 2013 show surpassed more than 17,500, the second highest attended in ICUEE history. ICUEE 2013 also hosted a record 862 exhibitors, and the show floor encompassed a record 1,173,957 sq ft. Show attendees came from all 50 states, all 10 Canadian provinces and 50 other countries worldwide.

During the show, Terex Utilities featured several new products and innovative concepts to the utility industry for the first time. Top rollouts of Terex utility equipment at the 2013 ICUEE included the Tru-Level Tilting Pedestal System, its Work Zone Capacity standard, the General 80 Digger Derrick and the Hi-Ranger™ TM100 non-overcenter, telescoping material handling aerial device.

Tru-Level Tilting Pedestal System

The Terex® Tru-Level™ Tilting Pedestal System for Terex SC and HRM Series aerial devices allows for operation on slopes up to 20 degrees to accommodate the need for “real world” truck positioning. This new Terex system decreases stress on the rotation gearbox when rotating “up the hill,” decreases set-up time because it eliminates the need to “crib” the outriggers and does not limit boom operation or load charts.

Work Zone Capacity

To help utility companies and contractors select the right size of digger derrick to complete the majority of their day-to-day tasks, a comparison called Work Zone Capacity is being promoted as a new industry standard by Terex. At its simplest, Work Zone Capacity highlights the ability of a digger derrick to perform the tasks that these trucks are built for — digging holes and setting poles. The Work Zone

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Capacity standard reflects not only the digger derrick's boom lifting capacity, but it also accounts for the digger derrick's auger digging and lifting capacity. These capacities need to match the work that the operator is trying to do.

General 80 Digger Derrick

The Terex General 80 digger derrick is the first in the popular product line to receive a series of enhancements that will maintain the company's position as the market leader in the digger derrick segment. Designed from the ground up to work hard, the Terex General 80 digger derrick now offers increased capacity to get jobs done quickly and efficiently, allows for ease of access to key maintenance points and features commonality in controls and parts and servicing requirements. These updates will continue to promote the same look, feel and operation across the entire Terex digger derrick product line.

Hi-Ranger TM100 Aerial Device

Designed with the customer in mind, the

Terex Hi-Ranger TM100 non-overcenter, telescoping material handling aerial device boasts a series of improvements that add to its reliability and overall productivity. Physical updates include decreased travel height and lower overall weight to support installation on standard factory trucks, including a 6x6 chassis. Other enhancements include new outriggers and sub-frame configuration that reduces the vehicle's weight and allows for increased payload capacity.

"The equipment and concepts we highlighted at ICUEE are just some of the many exciting announcements Terex is making in the utility market in this year," finished Lohan. "We know the secret to our customers' success on each and every job is to equip their crews with the right equipment, at the lowest cost of ownership, to match the application. Our goal continues to be to set the industry standard for performance, reliability and support, and we are committed to proving that to our customers and the industry over and over again."

For more information about Terex Util-

ities products and services, visit www.terex.com/utilities.

Market-Leader Terex Updates Its General 80 Digger Derricks

The Terex® General 80 digger derrick is the first in the popular product line to receive a series of enhancements that will maintain the company's position as the market leader in the digger derrick segment. Designed from the ground up to work hard, the Terex General 80 now offers increased capacity to get jobs done quickly and efficiently, allows for ease of access to key maintenance points and features commonality in controls and parts and servicing requirements. These updates will continue to promote the same look, feel and operation across the entire Terex digger derrick product line.

Boasting a 79.9-ft sheave height, a 26,600-lb lift capacity at 10-ft radius (fully retracted), a 1,840-lb lift capacity at 0-degrees (fully extended) and a 36.4-ft digging reach, the updated Terex General 80 digger derrick gives operators greater capacity at all boom angles. It also is



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designed with fewer hoses and a smaller collector block for improved maintenance and accessibility. And, it utilizes the same hydraulic controls, as well as offers the same full-pressure, open-centered hydraulic system, as the rest of the Terex digger derrick product line.

Other enhancements to the General 80 digger derrick include boom extension rollers to provide exceptional support area around the boom, a digger hanger shaft keeps unstowed auger centered below the boom for even loading, a load moment limiter, a hydraulic tilt pole guide that interlocks to protect both the tilt pole guide and boom from accidental damage, as well as its dual hydraulic cylinder trapezoidal design stabilizes the boom during digging and rotational operation. A variety of hydraulic diggers and augers are available for use with this model.

Standard features on the Terex General 80 digger derrick includes 100 degrees of boom travel (+80 degrees to -20 degrees), dual lift cylinders, continuous unrestricted rotation and a custom zoned load chart. This model meets or exceeds ANSI A10.31 requirements.

For more information about Terex Utilities products and services, visit www.terex.com/utilities.

Terex Introduces Enhanced Hi-Ranger TM100 Aerial Device

Designed with the customer in mind, the Terex® Hi-Ranger™ TM100 non-over-center, telescoping material handling aerial device boasts a series of improvements that add to its reliability and overall productivity. Physical updates include decreased travel height and lower overall weight to support installation on standard factory trucks, including a 6x6 chassis. Other enhancements include new outriggers and sub-frame configuration that reduces the vehicle's weight and allows for increased payload capacity.

With an overall height of 13 ft, length of 38 ft 4 in and a gross vehicle weight of rating of 52,000 lb, the TM100 aerial device is designed to achieve 90-degrees of lower boom articulation, 100-ft of

working height and 51-ft of side reach. It also boasts a 95-ft bottom of platform height. Other features on the TM100 include an end-mounted, two-person, D-shaped, 800-lb capacity working platform, pilot-operated hydraulic controls that provide a smooth "feel and feather-ability" to control boom functions and rigid tower sections that allow controlled boom movement and reduce sway.

On the TM100 aerial device, operators can easily access the platform from the ground, and the robust outrigger con-

figuration offers a solid foundation for operation. Other standard features on the TM100 include a control-plus, 4-function single joystick control at the platform, continuous unrestricted planetary rotation, 78-degrees of elevation above horizontal, 168-degrees of upper boom articulation and a closed-center, load-sensing hydraulic system. The TM100 has a Category "C" rating per ANSI A92.2.

For more information about Terex Utilities products and services, visit www.terex.com/utilities.

The advertisement features a collage of industrial fans and blowers against a background of a power plant. The products are categorized into three groups:

- Vault Blowers and Accessories:** A large black industrial fan with a protective cage.
- Transformer Cooling Fans and Accessories:** A smaller black fan with a protective cage.
- Confined Space Blowers and Accessories:** A yellow portable blower and a black flexible duct.

At the bottom, there is a green and yellow striped flexible duct and a green metal stand with a fan on it.

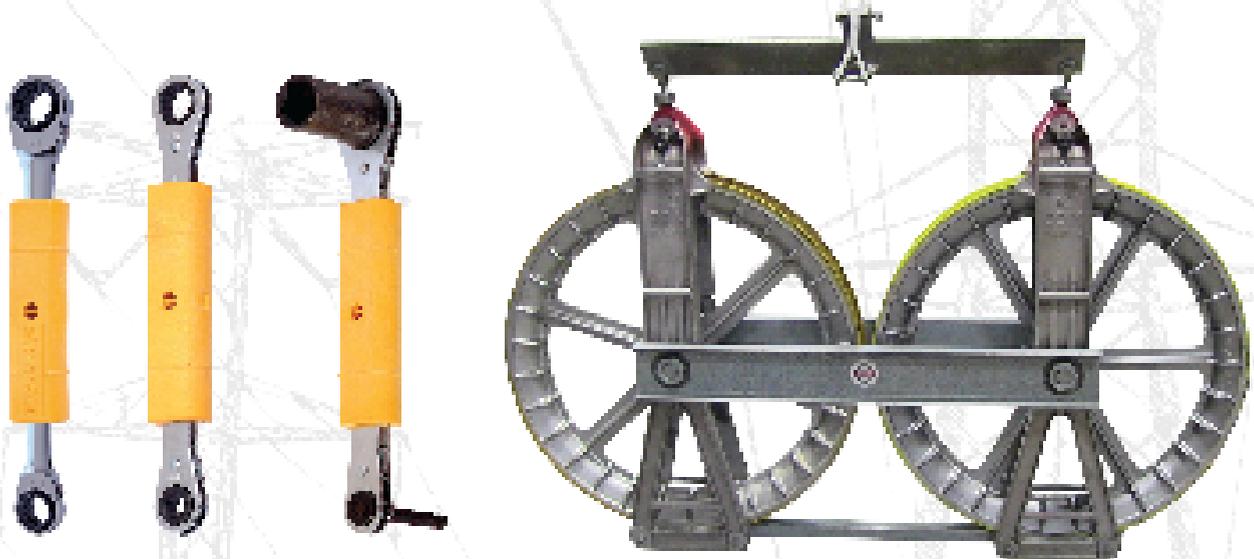
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Altec Enters New Elements To Its Utility Fleet



Altec Launches 45-Ton Crane with Superior Safety and Productivity

Altec Industries, Inc., recently launched the AC45-127S telescopic boom crane, which offers best-in-class safety, productivity and operator convenience.

“Altec has a customer-focused product development process,” says Matt Trefz, Market Manager for Altec Cranes. “When we began the 45-ton project, customers told us they needed more capacity beyond a 25-foot load radius, a ‘solid’ feel at a 100-foot load radius, and road transport without weight permits.

Altec’s engineering team was able to deliver a 45-ton boom truck with a stronger chart, better feel and attractive payload compared to alternative products.”

The AC45-127S is built with features that set a new benchmark in job site safety. Features like the lower winch control, front entry cab and engine start/stop at the tail shelf minimize slip/trip/fall hazard exposure. The tilt cab feature improves visibility and reduces operator neck strain and associated fatigue.

A service-driven design simplifies preventative maintenance and reduces downtime. The LMI reel is mounted at the boom heel and protected by a metal cover while the A2B cable is routed through the boom, which provides better reliability.

Other features include:

- 45-ton maximum capacity
- 127-foot, 5-section boom
- 55-foot telescopic jib
- Improved cycle times

Rust-Resistant Solutions to Customers in Highly-Corrosive Environments

Altec will now offer a galvanized floor

and tailshelf option on small aerial bodies. The new option is part of Altec’s ongoing initiative to offer rust-resistant solutions to customers operating in highly-corrosive environments.

Altec currently offers a wide range of corrosion-resistant options including the “ICE Package”, which provides a stainless steel body side pack underneath the floor level. This option provides a rust-resistant stainless body and has proven to be an outstanding solution to customers working in environments with the potential for corrosion. In addition, Altec applies undercoating to all bodies, wheel well liners and in-body wheel chock holders to prevent rust.

For customers looking to reduce the presence of rust, a galvanized floor and tail shelf will provide many benefits including resistance against corrosion, which allows for better ability to paint, weld and form. To keep safety at the forefront, the floor and tail shelf will continue to be covered with a non-skid coating, offering the same slip resistance as the previously designed treadplate surfaces.

Other rust prevention options available to customers include a variety of aluminum products; for example, ladder racks, cone holders, rubberized bed liners and rust-resistant steps. These options are ideal for customers working in harsh environments where rusting is prevalent.

Later this year, the galvanized floor and tail shelf option will be available on large aerial and derrick bodies.

Chipper Pivoting Winch Now Avail-

able on DC1317 Altec also introduced a new winch package option on the DC1317 chipper, which offers greater maneuverability at the work site.

“Altec strives to find solutions to meet our customer needs,” says Andy Price, Altec Tree Care Market Manager. “This new winch features the ability to pivot 25 degrees in each direction, making it easier for pulling side loads and more flexibility to position the material for chipping.”

The newly designed pivoting winch is available on both the Altec DC1317 and DC1317HP chippers and offers three operating positions: parallel to the feed direction, 25 degrees to the curbside, and 25 degrees to the street side.

Other features include:

- 7/16” diameter rope with 9,900 lb breaking strength and abrasion-resistant polyester cover
- 150 feet of rope
- 105 RPM operating speed
- Powered by a 10.3 cu. in. motor
- Boom structure made of .25” grade 50 steel
- Controls that provide options of ‘Forward’, ‘Reverse’ and ‘Free Spool’
- Nylon roller fairlead to preserve rope at a wide variety of angles
- Steel hook and hook stopper
- Winch spool and rope encased in the winch boom for protection from the elements.

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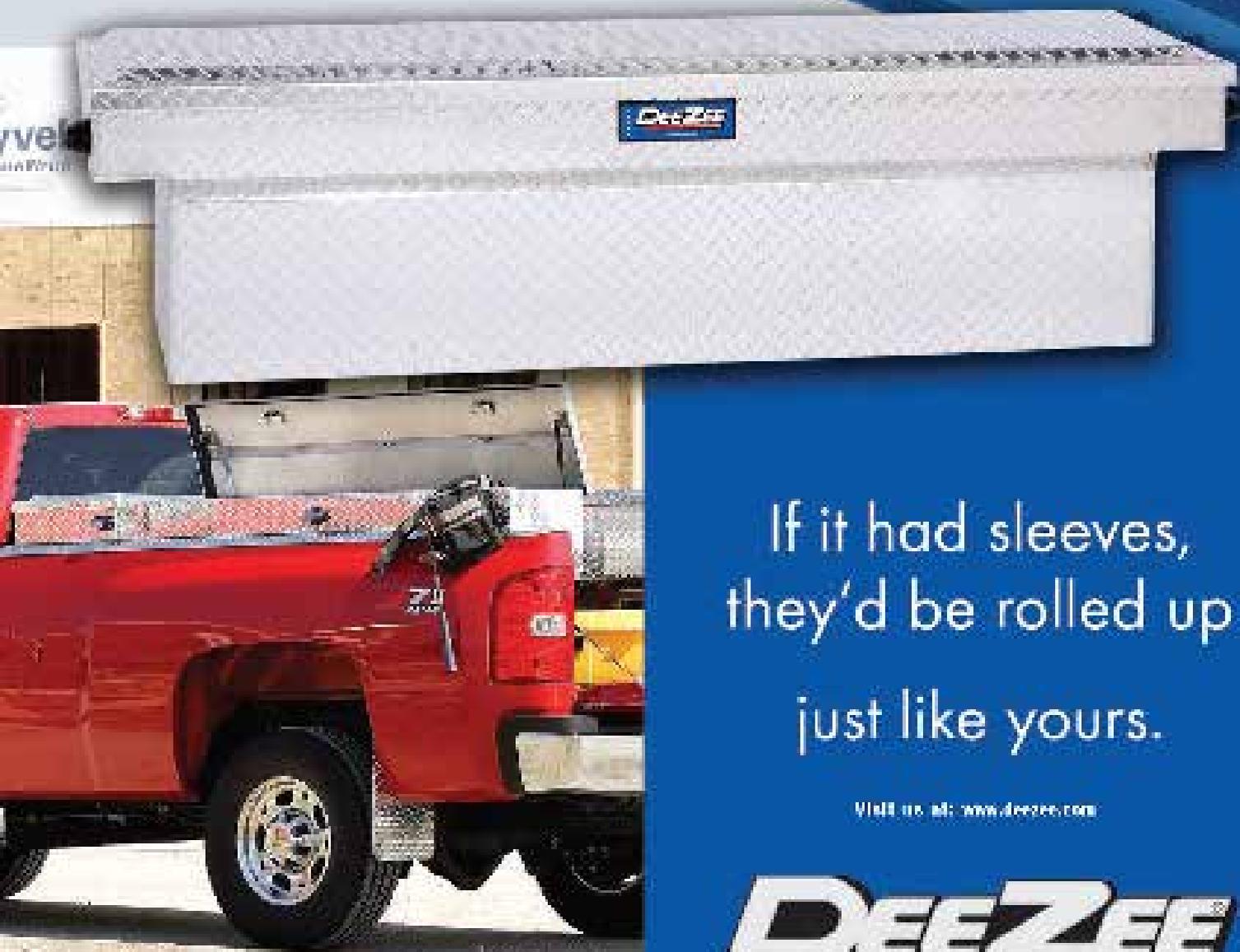
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A hand is shown from the bottom, with the index finger pointing upwards towards a central button. The button is rectangular with rounded corners and a white border, containing the word "Like" in a bold, blue, sans-serif font. The background is a dark gray gradient, and several white-outlined squares of various sizes are scattered around the hand and button, some overlapping. The overall composition is centered and clean.

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Westport Makes LNG A Viable, Cost-Effective Fuel For The Average Fleet

Westport Innovations Inc., the global leader in natural gas engines, today announced a unique on-board storage solution that provides best in class performance for vehicles using liquefied natural gas (LNG). The new Westport™ LNG Tank System, will be available in 120 and 150 gallon capacities, is optimized for spark ignited (SI) engines and begins shipping by mid-2013.

The Westport LNG Tank System features proprietary Westport technology and is expected to provide customers with the ability to fuel even the largest SI engines on a single tank and deliver extended range. Among those technologies is the incorporation of a fuel pump in the LNG tank that allows the fuel to be used directly, without warming, making fuel starvation issues a thing of the past.

Key characteristics of the new Westport LNG Tank System:
Current industry standard systems require two LNG tanks to operate effectively with larger SI engines and require warm (saturated) LNG. The Westport LNG Tank System is optimized for trucks running even the largest SI engines, reducing the overall fuel system costs and weight dramatically with the single-tank option.

The 120 gallon or 150 gallon single-tank systems can run for approximately 350 to 450 miles, respectively, on cold (unsaturated) LNG fuel. Those ranges double for dual-tank configurations.

Fuel-flexibility with the ability to carry both cold and warm LNG.

By carrying fuel as cold LNG, the West-

port LNG Tank System can increase fuel storage times and improve vehicle range by up to 10 percent.

Universal system design allows for any original equipment manufacturer (OEM) to integrate.

Compared to existing compressed natural gas (CNG) options, a single 150 gallon Westport LNG Tank System takes the place of three standard CNG tanks, lowering fuel storage costs and reducing overall vehicle weight by approximately 600 lbs. Additionally, LNG has shorter refuelling times compared to CNG.

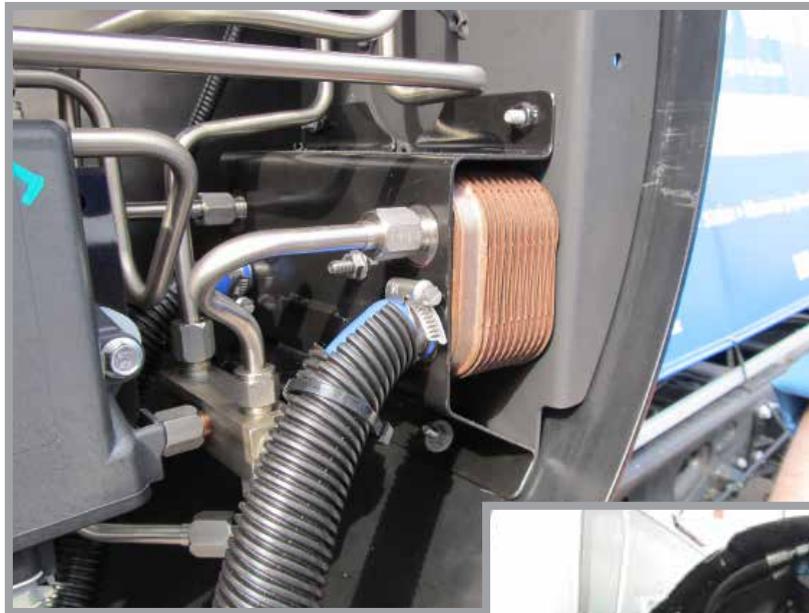
Customers receive a two year / 250,000 mile warranty along with access to field service from Westport-trained personnel.

An advanced driver display that indicates not only the LNG fuel levels, but also status and diagnostic information about the tank and integrated pumps.

Fleets with a combination of SI and Westport™ HPDI trucks can now rely on the same LNG refuelling infrastructure due to the system's fuel-flexible capabilities.

"Our early production systems tested with the Cummins Westport ISX12 G in a Peterbilt 384 truck have proven to have excellent performance characteristics and superior operating results on a single tank," said Steve Anderson, Westport HD Vice President of Business Development. "We believe this is the only on-board fuel system for LNG-fueled engines that can operate on a single tank using range-extending cold LNG."

"Thanks to the flexibility and range of the Westport LNG Tank System, fleet operators can now use the same cold LNG and technology across their fleet in a range of vehicle and engine sizes," said Anderson.



Westport Active System Management features proprietary control algorithms and connects with standard engine controllers to allow fuel delivery to match driving patterns.

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Toshiba International and Pennsylvania Breaker Team Up To Distribute High Voltage Circuit Breakers

The strategic alliance brings the superior performing high-voltage (HV) circuit breakers of PAB to international markets including North America through the well-established distribution network of the TIC Transmission & Distribution Division and other Toshiba T&D Group companies.

“PAB brings renowned expertise and quality to the HV circuit breaker market,” said Russ Yetter, North American Sales Manager for the TIC Transmission & Distribution Division. “This partnership benefits not only Toshiba and PAB, but also the unmet demand for American-made HV circuit breakers of exceptional quality in the utility market.”

PAB is a U.S.-based manufacturer of HV circuit breakers now including Toshiba-branded 72 KV, 145 KV and 245 KV families of HV ANSI dead-tank circuit breakers. PAB is solely focused on the design and manufacturing of HV circuit breakers using

robust and easy-to-use components. PAB’s HV circuit breakers are designed and built in the U.S. using state-of-the-art technology such as computational fluid dynamics, finite element analysis and 3-D CAD layout design systems.

“With Toshiba’s more than 125 years of experience in power transmission and distribution, PAB now has greater access to the global utilities market,” said Chuck Mosca, Chief Operating Officer for PAB. “PAB welcomes this opportunity to provide our superior performing breakers with unlimited reach while collaborating on new energy service technologies.”

Toshiba provides a full range of energy services up to and including full turnkey project delivery. The TIC Transmission & Distribution Division offers a comprehensive array of HV products such as Gas Insulated Switchgears, Gas Circuit Breakers, Disconnect Switches and Power Transformers.



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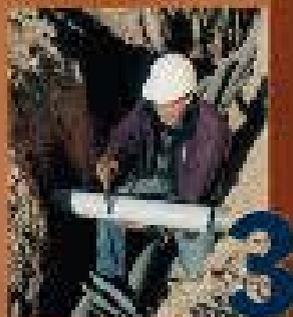
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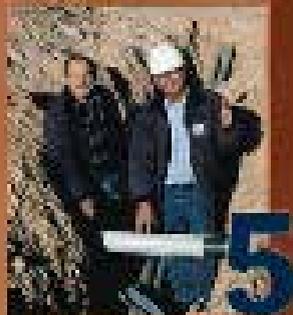
Step 2: Cut Split
Duct Conduit to Fit



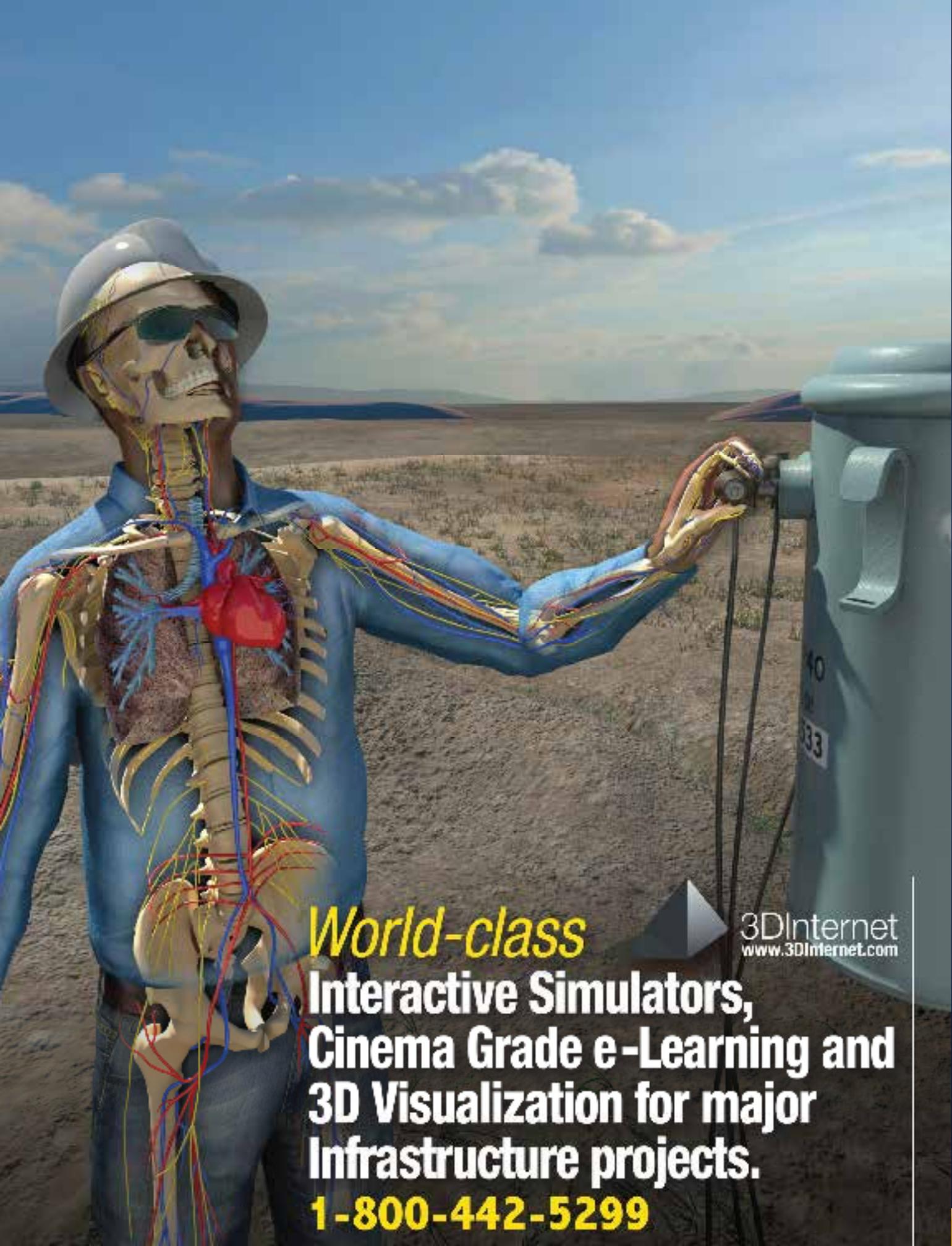
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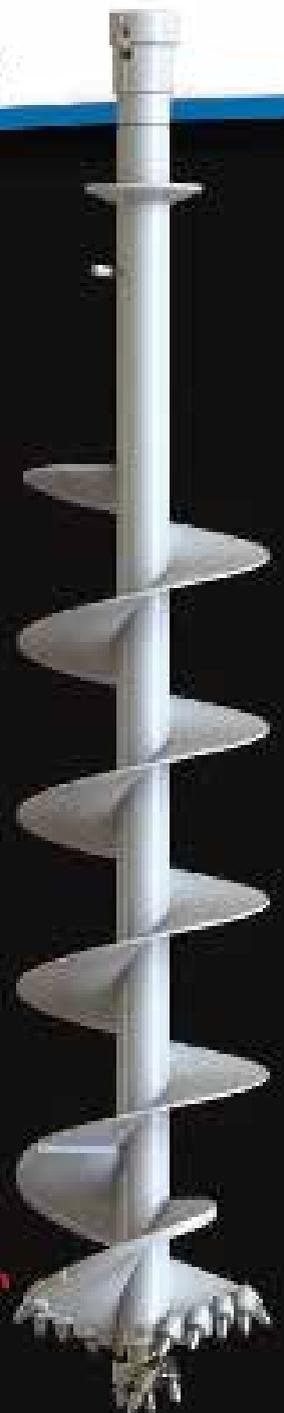
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