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Misconceptions
About DOT
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• Cover Art Provided
by Ring Power

THE UTILITYSOURCE

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

Vol. 15- Issue 9

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The Utility Source™ is published twelve times a year on a monthly basis by H&F Media Group, Inc. The Utility Source™ is distributed free to qualified subscribers. Non-qualified subscription rates are \$57.00 per year in the U.S. and Canada and \$84.00 per year for foreign subscribers (surface mail). U.S. Postage paid at Birmingham, Alabama and additional mailing offices.

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H&F Media Group, Inc., P.O. Box 1568
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Mack Masters Competition Held in Allentown, PA

There's nothing like competition to make the best even better. The final round of the inaugural Mack Masters Competition was recently held at the Mack Customer Center in Allentown, Pennsylvania and featured the top five customer support teams from Mack dealers across North America.

Following an intensive, hands-on final challenge, team "Babine PG" from Babine Truck & Equipment of Prince George, British Columbia, Canada was crowned Mack Masters champion. Members of team Babine PG include Matthew Giesbrecht, Tyler Kronebusch, Clarence Oosterhoff and Dan Orser.

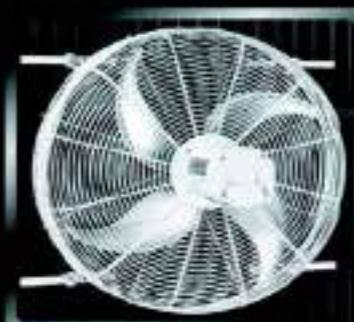
The Mack Masters Competition, which kicked off in September 2014, tests participants' knowledge of Mack service procedures and systems with questions and tasks that require the teams to work together to solve problems.



"Mack Masters is all about recognizing our outstanding technicians who demonstrate the skills, collaboration and problem solving needed to service today's sophisticated trucks and maximize uptime for our customers," said Stephen Roy, president of Mack Trucks North America.

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ARI One of Top 100 Best Workplaces For Millennials

ARI®, a leading global fleet services provider specializing in complex car and truck fleets, has been named one of the 100 Best Workplaces For Millennials in the United States by Fortune Magazine and the Great Place to Work® Institute. This is the inaugural year for this ranking, which was determined through anonymous surveys of nearly 90,000 millennial employees administered by the workplace culture experts at Great Place to Work.

Companies named to the list were selected based on the evaluations of millennial-aged employees who were surveyed using the Trust Index®, Great Place to Work's employee assessment survey. Millennials were asked to rate their company's overall culture, taking into account factors such as the degree to which they were comfortable being themselves in the workplace, their access to special recognition and professional development, the fairness of promotions and pay practices and the level of respect with which they are treated, among many other factors.

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Crane Institute of America will host the Midwest Regional Qualifier

Crane Institute of America will host the Midwest Regional Qualifier, the last and final regional event for the 2014-2015 Crane Operator & Rigger Skills Competition, prior to the Crane Operator & Rigger Championship.

The Midwest Regional skills competition takes place in Louisville, Ky., on Sept. 28. The best two operators will advance to the Championship the next day at the ICUEE Demo Expo. Finalists from around the country will compete for the \$10,000 Grand Prize.



Operators will compete on an Altec AC45-127 boom truck, sponsored by Altec, Inc. The crane will be setup on SafetyTech®DR42-2 outrigger pads supplied by DICA. The competition includes three crane operation challenges to assess load handling skills. An additional 20% of the overall score assesses the operator's knowledge of basic rigging principles including inspection and selection of appropriate rigging, designed by Columbus McKinnon Corp.

Crane Institute of America will award cash prizes of \$300, \$200 and \$100 to the top three, and admission to ICUEE to the top two regional finishers. Space is limited. Priority given to pre-registered operators. \$50 registration fee per operator.

Register at www.cicert.com/news/regional-events/

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David Pearson with Takeuchi-US for 30 Years

Takeuchi-US, a global innovation leader in compact equipment, has awarded inside sales manager David Pearson with a plaque to honor his 30th year with the company.

David started out part-time with Takeuchi while still in high school. In 1985 he transitioned to full-time working with machine inventory and parts shipping. From there he evolved from machine distribution to his current position as inside sales manager. His career path is similar to that of Takeuchi-US President Clay Eubanks, who also celebrated his 30th anniversary this past fall. Clay was on-hand to present David with the official 30 Years of Service Award from the Takeuchi-US team.

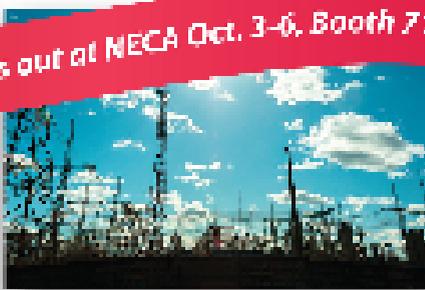


company. While many things have changed during his time, two things have always stayed consistent at Takeuchi – the product and support.

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The Top 10 Misconceptions About DOT Compliance



Over the past several years in my work as a DOT compliance consultant, I have heard this statement literally dozens of times – “We’ve been running these trucks up and down the road for years and years, and we’ve never once been stopped by the DOT.” Ironically, most of the panic-stricken calls that I get from people who have had a truck stopped by a DOT officer (and consequently fined several hundred dollars for multiple compliance violations AND triggering the potential for a DOT audit) are more often than not the same people who uttered that fateful statement sometime in the past.

For most companies that are not specifically in the trucking industry, DOT compliance tends to be one of those issues that’s “not a problem until it becomes a problem.” In other words, by the time many companies encounter an event that triggers their awakening to the need to understand DOT compliance regulations, it is often too late. The discovery of non-compliance has been made, and the damage is done at that point. Now it becomes a matter of waiting to see what the cost of non-compliance will ultimately be.

In an effort to assist readers of this article in understanding some basic rules of DOT compliance, here is a listing of some of the most common misconceptions about DOT compliance that we have encountered over the years. Hopefully, by providing this basic information, we will be helping some of you to avoid an awakening that is too late.

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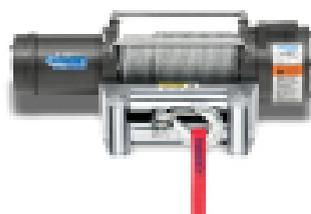


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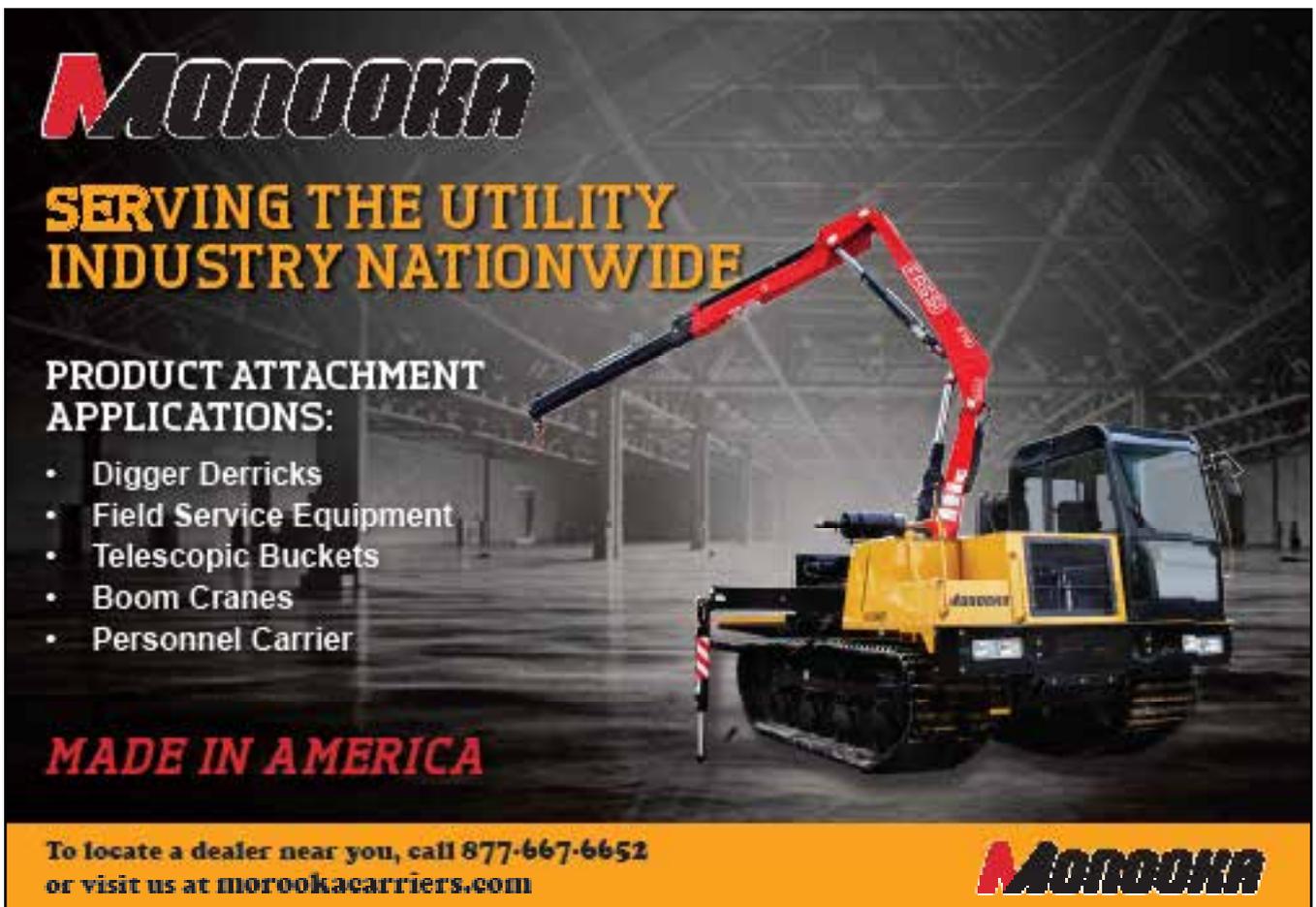
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1. We don't need a USDOT number on our trucks because:
 - a. We don't operate trucks over 26,000 lbs. GVWR – This is false. A USDOT number is required for any commercial endeavor (company) that utilizes vehicles exceeding 10,000 lbs. GVWR, which is the DOT definition of a Commercial Motor Vehicle (CMV)
 - b. We don't have any CDL licensed drivers – This is also false. The requirement for having a USDOT number has nothing to do with whether or not you have CDL licensed drivers. You may have only trucks with GVWRs between 10,000 and 26,001 and still be required to have a USDOT number.
 - c. We only operate our trucks intrastate (within our domicile state) – This is most likely false. Most states require you to have either a federally issued USDOT number or one issued by the state if you are operating CMVs. However, for the purpose of intrastate enforcement, some states have set the enforcement threshold a little higher than the federally enforced threshold of 10,001 lbs. GVWR and above (ex. Louisiana begins at 20,000 lbs. GVWR for intrastate DOT enforcement).
 - d. We don't haul "for-hire". We only use our trucks to transport our own materials or products. - This is false. The requirements for registering with the USDOT have nothing to do with being a private carrier versus a for-hire carrier. Both types of companies are regulated in identical fashion with a very limited exception of requirements for filing proof of insurance, which apply only to for-hire carriers at this time.
2. We don't need to maintain driver qualification files (DQF's) because:
 - a. We don't have any CDL licensed drivers – This is false. The portion of the Federal Motor Carrier Safety Regulations (FMCSR) that covers the requirements for maintaining DQF's defines commercial motor vehicles as any vehicle with a GVWR of 10,001 lbs. or



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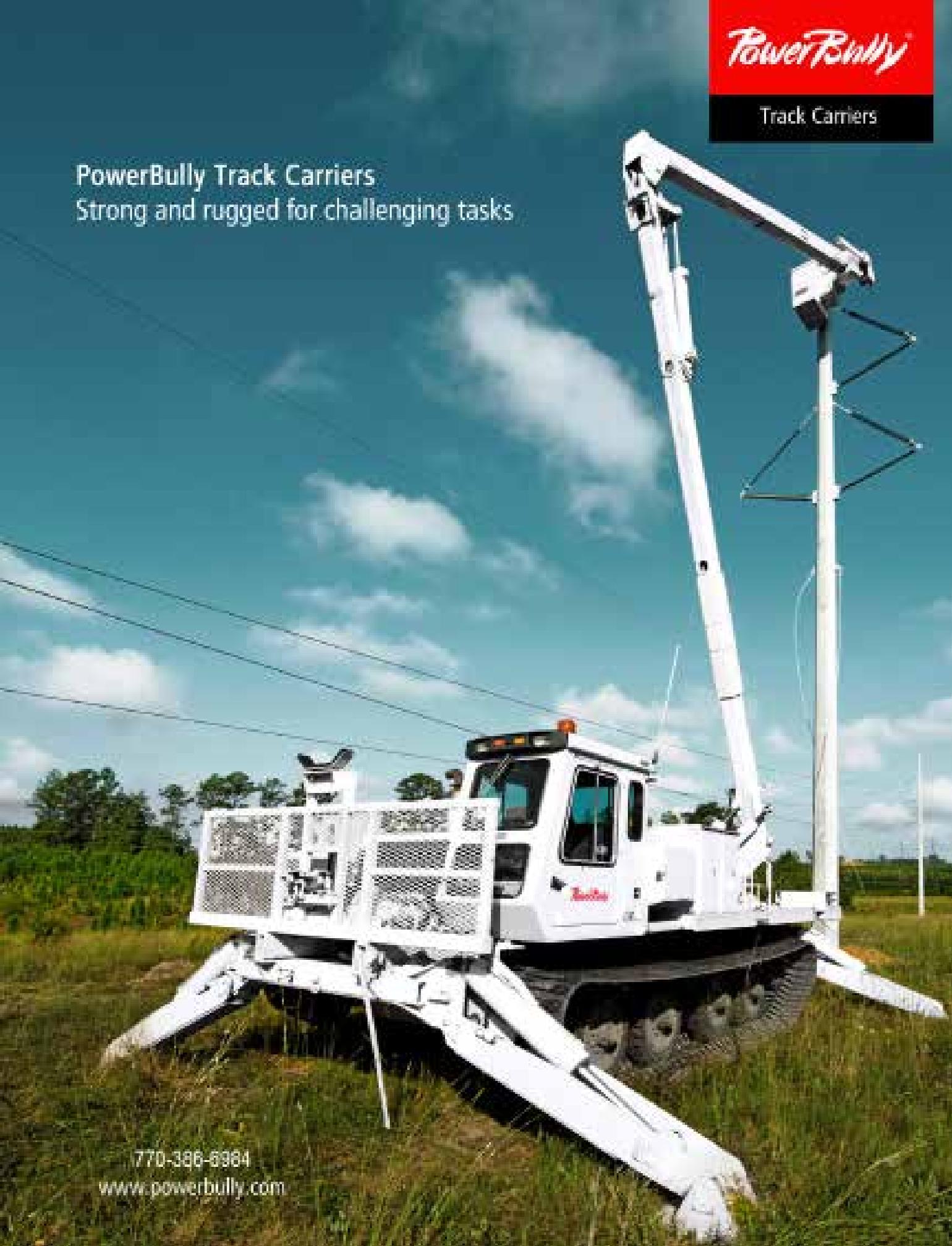
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greater. Some of these vehicles may legally be operated by non-CDL licensed drivers. (49CFR Part 391.51)

- b. We don't operate trucks with GVWR's over 26,000 lbs. - Same answer as above. Threshold for DQF requirement is 10,001 lbs. GVWR – not 26,001 lbs. as many people believe.
- c. We only operate intrastate – This is most likely false. Most states use the Federal Motor Carrier Safety Regulations as the basis for their intrastate motor carrier safety regulations. Therefore, DQF's are most likely a requirement for an intrastate operation as well.
- d. We don't have a USDOT number – This is false. See statement number 1 above.

3. The Federal Motor Carrier Safety Regulations (FMCSRs) don't apply to us because we don't operate across state lines. – This is generally false. Again, most states base their safety regulations for intrastate operations on the FMCSR's. So, in essence, they most likely do apply to any operation with trucks exceeding 10,000 lbs. GVWR, regardless of the fact that they don't operate

across state lines.

4. We are exempt from DOT regulations because we service the utility industry. – This is most likely false. Although there may be some regulatory exemptions available to companies that are classified as operators of "Utility Service Vehicles" (USV), those exemptions are very limited in scope, and apply only if the vehicles meet ALL of the following definitions:

- (1) Used in the furtherance of repairing, maintaining, or operating any structures or any other physical facilities necessary for the delivery of public utility services, including the furnishing of electric, gas, water, sanitary sewer, telephone, and television cable or community antenna service;
- (2) While engaged in any activity necessarily related to the ultimate delivery of such public utility services to consumers, including travel or movement to, from, upon, or between activity sites (including occasional travel or movement outside the service area necessitated by any utility emergency as determined by the utility provider); and...
- (3) Except for any occasional emergency use, operated

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primarily within the service area of a utility's subscribers or consumers, without regard to whether the vehicle is owned, leased, or rented by the utility.

Even if this does fit your operation accurately (bullet #3 will likely negate eligibility if you travel extensively to jobsites, occasionally crossing state lines), be aware that the definition of a USV is connected to a very limited exemption, that being only the Hours of Service regulations (Part 395 of the FMCSRs). The fact remains that utility service companies who operate any commercial motor vehicles (CMV) are still subject to the remainder of the DOT regulations (financial responsibility, driver qualification, DOT drug & alcohol testing requirements, accident recordkeeping, vehicle inspections & maintenance requirements, hazardous materials regulations).

5. We don't have to have to be concerned about conducting DOT mandated drug & alcohol testing because:
 - a. We are a private fleet, not a for-hire carrier. – This is false. If you have ANY trucks that exceed 26,000 lbs. GVWR, then you must have CDL licensed drivers. Therefore, you MUST conduct DOT drug and alcohol testing. You also must have a written, compliant DOT drug

& alcohol testing policy, and you MUST administer and document the proper training of drivers and supervisors with regard to several issues surrounding drug and alcohol testing.

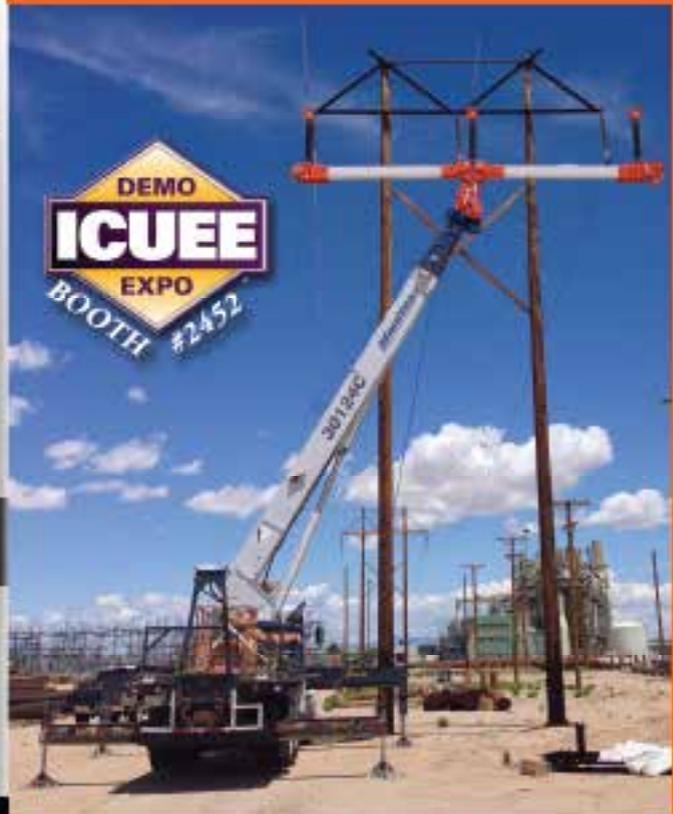
- b. We don't have any trucks that exceed 26,000 lbs. GVWR – This is true. As long as all of your trucks are all under 26,001 lbs. GVWR, you will not be required to abide by the DOT drug & alcohol testing rules. This is true even if one or more of your drivers happen to have a CDL license, even though it is not required to operate your trucks.
6. We are not subject to having a DOT audit conducted on our operation because:
 - a. We don't operate trucks that exceed 26,000 lbs. GVWR. – This is false. Again, the FMCSR's apply to any operation with trucks that exceed 10,000 lbs. GVWR. The only requirements that would not apply in this case would be those requirements that cover CDL licensing and drug & alcohol testing.
 - b. We don't have any CDL licensed drivers –

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This is false. A completely non-CDL driver operation is still subject to the FMCSR's and can be audited by the DOT.

- c. We don't have a USDOT number – This is false. See statement 1 above.
 - d. We only operate intrastate, never crossing state lines. – This is generally false. Most states use the Federal Motor Carrier Safety Regulations as the basis for their intrastate motor carrier safety regulations. Therefore, DOT audits commonly occur, even with solely intrastate operations. These are typically conducted by state enforcement officials.
7. The Hours of Service (HOS) regulations and driver log requirements don't apply to our operation because:
- a. We don't have any CDL licensed drivers – This is false. The Hours of Service regulations have nothing to do with CDL or non-CDL drivers. All drivers of Commercial Motor Vehicles (those that exceed 10,000 lbs. GVWR) are subject to the HOS regulations.
 - b. We don't operate trucks over 26,000 lbs.

GVWR. – This is false for the same reason stated above.

- c. We don't have a USDOT number. – If you operate anything over a ½-ton truck, you probably should. See statement 1 above.
- d. We only operate intrastate, never crossing state lines. – This is most likely false. Most states use the Federal Motor Carrier Safety Regulations as the basis for their intrastate motor carrier safety regulations. Therefore, the Hours of Service limitations most likely apply to an intrastate operation as well.
- e. We only operate our trucks within a 100 air-mile radius of our base of operations. – This is false. The Hours of Service regulations, though different for "short-haul" operations, apply regardless of the range of operations. Your drivers may not be required to fill out driver logs, but there are still restrictions on the amount of time a driver can work each day (even if he is a mechanic who happens to occasionally drive a truck), and you still have to abide by DOT recordkeeping regulations



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8. Our drivers aren't required to have a DOT medical examiner's certificate because:
 - a. They don't operate equipment over 26,000 lbs. GVWR – This is false. The portion of the FMCSR's that covers requirements for drivers to undergo a periodic DOT medical exam is the portion that defines Commercial Motor Vehicles as those that exceed 10,000 lbs. GVWR.
 - b. They don't have CDL licenses. – This is also false. The requirements are not based on the possession of a CDL, but on the size of equipment operated.
9. We don't need to have annual DOT vehicle inspections done on our trucks or trailers because none of them exceed 26,000 lbs. GVWR. – This is false. The portion of the FMCSR's that covers the regulations for annual DOT vehicle inspections defines a Commercial Motor Vehicle as any vehicle that exceeds 10,000 lbs. GVWR.
10. As long as we never register with the USDOT, we will be "flying under the radar" – You had better pray that you never have a serious truck accident. Once the plaintiff's attorney gets finished with you, the DOT will likely step in for Round 2!

As you can see, misconceptions about DOT compliance are never in short supply, and the list above is certainly not a comprehensive list of misconceptions. Unfortunately, there are thousands of commercial fleet operators in the service sector across the U.S. that are living blissfully under one or more of these misconceptions. Even more concerning is the fact that many of those companies are doing so with some measure of intention. Some of them even say, "It's a calculated business risk..."

Ignoring the regulatory requirements set forth and enforced by the FMCSA, or by its state partners in enforcement, can result in anything from significant monetary fines to a cease and desist order (i.e. forbidding them to operate their commercial trucks until corrective actions have been taken and approved by the regulatory

agency – usually takes several weeks or even months to accomplish). Either of these actions could be devastating for a service company who depends upon their commercial truck fleet to meet customer demands.

More information and additional feature articles about DOT compliance and workplace safety issues can be found at www.compasscompliance.com

Mike Purcell is a veteran of 34 years in the business of managing commercial fleet safety, DOT compliance, and human resource issues. He is currently the owner and President/CEO of Compass Performance Group, LLC dba Compass Compliance Management, a safety, DOT/OSHA compliance, and human resource management consulting firm. He can be reached at mp@ctaudit.com or (318) 512-1142.

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The EZ STAK R&D department uses 3D SolidWorks to create all product designs. This produces an accurate model to evaluate the functionality of the product before production and insures build accuracy.

The newest innovation from EZ STAK is the SIDEKICK Storage Drawer System that fits over a pickup bed wheel well utilizing space that before was not capitalized on. Manufactured of durable 0.100 aluminum and stainless steel fasteners, it incorporates the single handed latches found on all EZ STAK drawers. The drawers fully extend for easy access to tools and supplies. Available for: Ford F150-F550, 5'5", 6'5" and 8' box. Dodge 1500-3500, 5'7", 6'4" and 8' box. Chevy Silverado/GMC Sierra - standard box and long box.

The new "MAX" Pickup Storage Drawer has 200 lb. capacity full extension drawer slides and is perfect for contractors with pickups in their fleet. Available for: Ford F150-F550, 5'5", 6'5" and 8' box. Dodge 1500-3500, 5'7", 6'4" and 8' box. Chevy Silverado/GMC Sierra - standard box and long box.

The innovative SIDEKICK & MAX Drawer Systems will be on display in the EZ STAK booth #4737 at the ICUEE in Louisville.

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NESCO Rentals® is a premier provider of utility equipment rentals.

NESCO Rentals® began its journey as a small family owned sales and rental company in Bluffton, Indiana in 1988. The 1990s brought steady growth and in the late 2000s, NESCO quadrupled in size when we added Canadian operations, multiple service locations and became an official Terex Utility Rental provider.

The next decade brought additional growth when NESCO acquired Penske Utility Rentals and Utility Equipment Leasing Corporation, added additional service locations and technicians, acquired Foley Equipment Rental, expanded into Mexico, and added a new division—Utility Equipment Outfitters™ (UEO)—repair parts, tools and accessories for the powerline professional.

From humble beginnings, NESCO Rentals® has become a premier provider of utility equipment rentals with over 45 locations throughout North America, Canada (Commercial Truck) and now Mexico (NESCO Renta). NESCO is an authorized distributor for the most trusted manufactures in the industry—Terex, Hogg & Davis, Sherman + Reilly, Skylift, Manitex, Pengo, Prinoth, Samson Rope, Elliott and more.

Maintaining one of the largest rental fleets and service networks, NESCO is able to provide customers with superior service and vast product offerings. From the rental and sale of equipment: aerial devices, cranes, digger derricks, drills, stringing gear, trailers and specialty equipment to the addition of our new division, Utility Equipment Outfitters™ (UEO), specialty repair parts, as well as tools and accessories.

NESCO Rentals® provides everything linemen need to get the job done. Contact your rental representative now by visiting www.nescorentals.com or by calling (800) 252-0043.





VISIT NESCO RENTALS AT ICUEE BOOTH L-210 FOR YOUR CHANCE TO WIN A YETI COOLER



PALFINGER P 650i

Built on decades of experience in the aerial work platform sector, the PALFINGER electrically insulated access platform, P 650i, allows safe work at up to 500,000 V, at 50/60 Hz and up to 213 feet (65 m). Safe operations are always a priority for PALFINGER products, especially in extreme working conditions. Therefore, PALFINGER aligned a clear understanding of utility application requirements and focused largely on the operator's health and safety when developing the P 650i.

All inspection points, for instance, can be found in the unit's extra-large corona ring and is equipped with a large inspection window for routine checks of valves and of hydraulic and fiber glass lines. To increase reliability of the platform on the job, various monitoring systems are installed for the electric components and the hydraulic circuit. Operators feel secure while working because continuous ground pressure monitoring allows operation only when the platform is completely stable, while a limit position damper and a highly sensitive, electronically-controlled proportionate controller ensure that movements of the platform are smooth and precise. In the event of an emergency, stay in control with the Emergency OFF / Emergency STOP functions, electro-hydraulic drive, diesel-hydraulic drive, emergency levelling from the compact workman basket, emergency operating element, and more.



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Utilizing the insulated access platform reduces time and costs thanks to the wide range of applications it can complete, especially for tasks that involve working under high voltage. The P 650i offers you the support you need to perform a variety of important tasks in the utility sector:

- Maintenance and cleaning of insulators and transformers
- Replacement of insulators on power lines due to lightning strikes, stress fractures and vandalism
- Application of cable markings
- Installation of spacers and removal of foreign bodies
- Repairs to damaged power lines and cable damage
- Opening and closing of test lines
- Replacement of over voltage arresters, switches, cross braces and masts
- Installation and repairs of bird protection devices

In addition to its wide variety of applications, features of the P 650i make it highly efficient. For example, the automatic leveling function of the access platform not only saves time, but accurately aligns the platform for optimal performance. Also, a low set-up height of less than 10m and a very large working range permits set-up in confined areas and operation even when obstacles exist on the job site – the P 650i is compact and flexible. When the job is complete, the PALFINGER-equipped home function folds the platform down quickly and conveniently for transport.

With our electrically insulated access platform, PALFINGER delivers a solution with maximum performance and the highest level of efficiency and safety. See it for yourself at ICUEE in the Equipment Technology booth, L-315! Visit the PALFINGER booth, N2013, for a range of other utility solutions.




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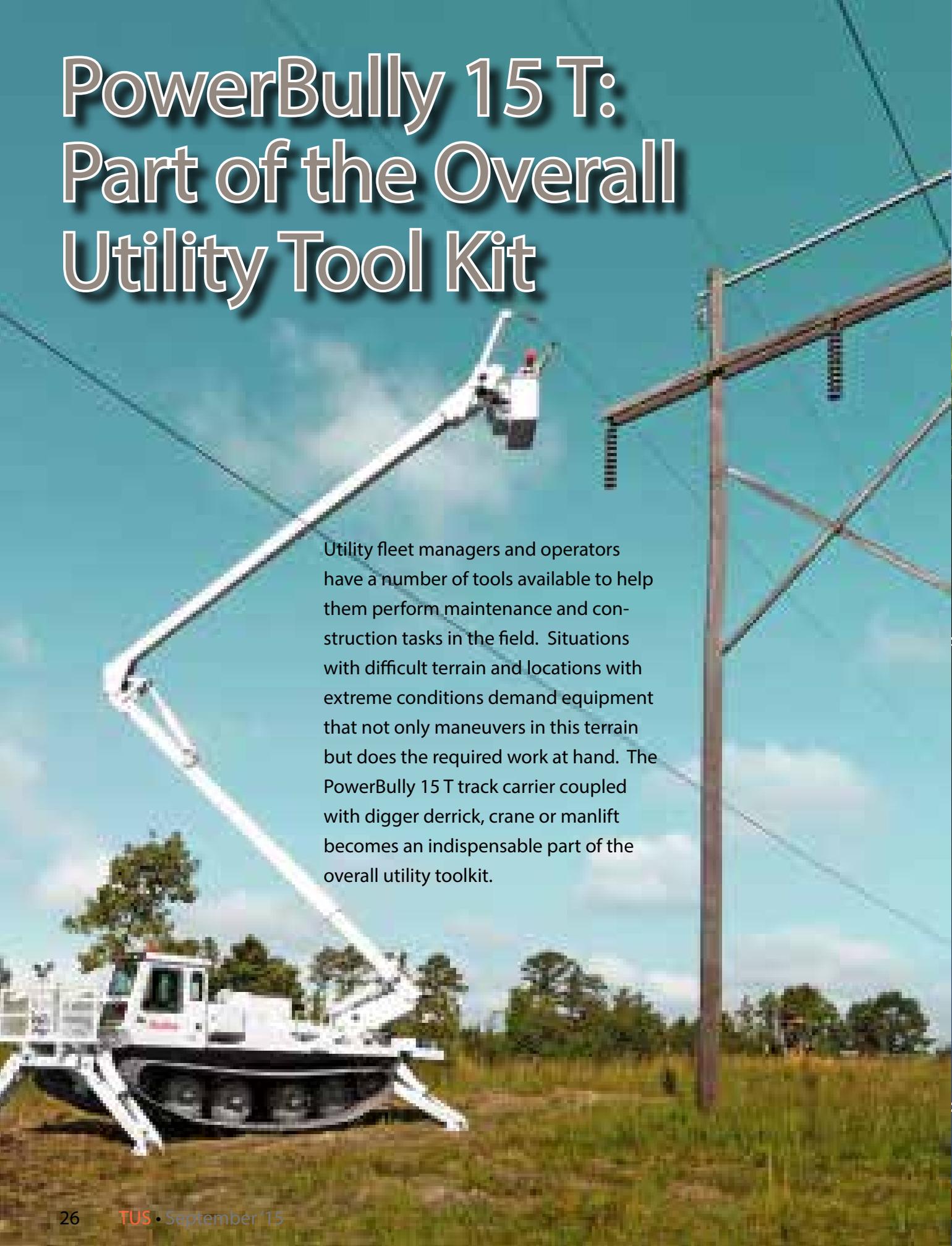
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PowerBully 15 T: Part of the Overall Utility Tool Kit

A white PowerBully 15 T track carrier is shown in a grassy field. The carrier has a long, white, articulated boom extending upwards. At the end of the boom is a bucket containing a worker in a white shirt and red helmet. The worker is positioned near a power line tower, which has several cross-arms and insulators. The background shows a clear blue sky with some light clouds and a line of trees in the distance.

Utility fleet managers and operators have a number of tools available to help them perform maintenance and construction tasks in the field. Situations with difficult terrain and locations with extreme conditions demand equipment that not only maneuvers in this terrain but does the required work at hand. The PowerBully 15 T track carrier coupled with digger derrick, crane or manlift becomes an indispensable part of the overall utility toolkit.



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Functioning as the base, it acts as the carrier, work station and power plant for the top mount attachment. The 35,000 lb payload capacity puts it in the class of heavy lifters. The anatomy of the 15T – frame, suspension, tracks, engine and transmission, hydraulics and controls – is the key to its functionality.

A strong base requires a strong frame and platform. The 15 T is designed using a chassis made from high strength, corrosion-resistant steel that is reinforced in key areas to provide the rigidity required to sustain the bending and torsion loads that

occur in the various work situations. The tub profile is significant as it provides rudimentary “flotation” in swampy areas and acts also to protect drive components and hydraulic lines from damage.

While the operator is concentrating on the task at hand, be it digging a hole with the auger of the digger derrick, setting a new pole or servicing a high voltage line in a raised manlift, a lot is going on “underneath” all this action. A key element to the PowerBully 15T is powerplant and transmission. A Cummins

QSB turbocharged, aftercooled diesel engine provides the needed horsepower – both for travel over land as well as stationary mode when powering the attachment. The hydrostatic transmission allows independent control of each track. The operator has direct, positive control and is able to “inch” his way along when necessary -- a big advantage when positioning for site work in tight quarters.

Mud, dirt, rocks and stumps are the reality of working in the field. PowerBully 15T features a track and suspension

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system that works in active harmony to negotiate difficult terrain. Mobility in soft terrain is also a must. PowerBully tracks come in various widths to provide a light footprint. The tracks can be tailored for different operating conditions. D-dent style is preferred in rocky terrain while flat bar performs well in soft conditions. PowerBully flat bar tracks with poly pads allow for operation on pavement. The goal is to maximize efficiency and productivity while minimizing maintenance and service. The oil filled hubs with sealed wheel bearings of the 15T are just one example. The drive sprockets and front tensioner wheels are constructed of high strength, long wearing polyurethane elements. These elements are replaceable and are designed to accept the wear as opposed to the track bars.

Several options are available to increase efficiency and productivity for the operator. Hi-flow hydraulics place more power for augers and drills at his fingertips. The job site is better surveyed in low light conditions using the remote control spotlight. A rear view camera increases safety when in reverse mode. Heavy duty brush guards protect the cabin and windows from low

lying branches. Air conditioning provides comfort and helps in preventing heat related problems such as dehydration and heat exhaustion.

PowerBully 15T is designed and built to meet customer needs based on actual duty cycles and working environments. Coupled with digger derrick, crane or manlift, it's the track carrier that becomes an important part of the overall utility toolkit.

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Ring Power Utility Equipment



Ring Power Utility Equipment has recently added Spiradrill Equipment to their portfolio of brands. The company also represents Terex Utilities, Manitowoc Cranes (including Grove and National Crane lines) Tadano Mantis, Prinoth, Manitex, Skylift, Vac-Con, Allmand, Genie, and Brooks Brothers Trailers.

Lands Spiradrill Distribution Deal

Ring Power Utility Equipment and Spiradrill have teamed up to bring Spiradrill's full line of drilling equipment and tools to Ring Power's portfolio.

Ring Power will sell and rent Spiradrill machines and tools nationwide via their sales and rental programs alongside other specialized equipment from Terex Utilities, Manitowoc Cranes, Tadano Mantis, Prinoth, Manitex and others.

Spiradrill, based in Smithville, Texas, has been manufacturing drill rigs and related tools, attachments and other equipment since 1982.

The company was founded by Jerry Wilkinson, who was convinced that drilling equipment could be more efficient, reliable and affordable – if it were just designed and built better.

"Working with Spiradrill we immediately saw many similarities between their company and Ring Power," said Mike Beauregard, sales manager for Ring Power Utility Equipment. "From their roots as a family business, their commitment to excellent customer service and their drive to offer innovative and dependable solutions -- their story parallels the Ring Power story so closely that there was an instant familiarity the moment we started discussions."

"We feel like this is an 'everyone wins' situation; Ring Power is dedicated to getting our products into more customers' fleets, we're

able to focus on the production and development of more great products," said Scott McNeill, sales manager for Spiradrill. "And the customer benefits from having both Spiradrill and Ring Power invested in their success."



Spiradrill designs and builds hydraulic drilling rigs (truck-mounted and crawler-based units) and drilling attachments for hydraulic excavators. All are available with their lineup of custom-built dirt and rock augers or core barrel tools. Spiradrill equipment typically outdrills (depth, diameter) and offers more torque than competing products.

"We're really excited to have Spiradrill in our lineup," said Beauregard. "I know our customers will be just as excited when they see what these units can do."

Ring Power Utility Equipment is a business unit of St. Augustine, Florida-based Ring Power Corporation. The company has more than 50 years' experience providing products and services to the construction equipment and power systems industries. Ring Power is comprised of eight divisions ranging from a Cat equipment dealership serving most of Florida, to a specialized division that provides portable power options for entertainment venues and events worldwide.

Safer Work Zones

By Ben Cohen

On a daily basis utility work requires temporary traffic control around a work zone to protect workers, equipment and area traffic ranging from vehicles to pedestrians. The key to maintaining a safe work zone is clearly marking all work areas (and the area approaching the work zone) with highly visible, instructional signage to direct traffic through the work zone safely.

Bone Safety Signs manufactures temporary traffic control devices in both the United States and Canada and has been a leader in the market for over 33 years. Throughout those years Bone has been an integral part of the growing use of traffic safety products throughout our industry, thereby increasing the safety of utility workers, their customers and motorists.

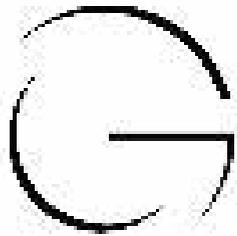
The owner of the company, Herman Brown, is also the inventor of the key components of Bone's product line. Brown holds numerous patents, including the single spring sign stand, the auto latch bracket for the quick release and attachment of signs to the sign stand, and the plastic corner pocket for roll up signs. He instilled a principle to all employees of the company to provide only the best and safest products along with top notch customer service. This principle combined with consistently improving and expanding the product line keeps Bone Safety Signs as one of the most reliable providers of traffic safety products.

Unique Features

The company offers a full line of both roll up and rigid sign stands and all are NCHRP 350 approved. Bone Roll-Up Sign Stands are equipped with Bone's patented auto latch bracket. This exclusive quick release system allows the user to quickly and easily attach and release the sign, resulting in a fast and safe work zone exit.

Other features unique to Bone sign stands include the pull pin and kick release for fast setup by hand or foot, simple nut and bolt construction which allows fast repairs using basic hand tools and readily available replacement parts or assemblies. Bone Safety Sign's uniquely designed breakaway base is the first of its kind. It has been designed so that, if impacted, the base will rotate 90 degrees to the ground,





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You've Got Options

Bone Safety offers complete digital and silk screen printing services. Regardless of your specialized legend or logo requirements, Bone is equipped to build a roll up or rigid sign to meet your needs. All Safe Zone Series signs are made from premium, state-of-the-art materials. For daytime use, choose Premium Mesh and Non-Reflective Vinyl with superior fade resistant stabilizers. For daytime as well as night time usage, choose Standard Reflective and High Performance Reflective materials. Whether your requirement is for daytime or night-time usage, Bone has the sheeting products to fit your needs.

Going Green

As the industry changes and the environment comes into consideration, Bone has "gone green". Bone now has the ability to refurbish aluminum flat panel and extruded signs. The refurbishing process consists of totally removing reflective sheeting and adhesive without damage to the flat panel and extruded signs. This is done by a hydro blasting process that uses no heat or chemicals. All water used in this process is treated and recycled. The energy cost to refurbish is only a fraction of the cost to recycle the aluminum. This process allows the customer to utilize usable old or damaged signs and reduce total cost for replacement signs as much as twenty percent.

Future of Success

Bone Safety Signs successes have been built around "listening to what the customers have to say" and creating products to answer those concerns and requirements. Offering great safety products, amazing customer service and delivery times have guided Bone Safety Signs to success for years. Call them today and let their experience help you create safer work zones.

www.bonesafety.com

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Featuring a 360° revolving upper structure that allows that operator to deposit spoil exactly where needed. The next generation single handle controller makes operating the new machine effortless. By including enhanced hydraulics coupled with the Caterpillar Tier 4F, the new Morooka MST2200VDR is in a class all by itself.

The MST2200VDR is loaded with new features. The spacious cabin is ROPS Certified for operator safety and utilizes a seven inch digital information display that provides the operator with up to the second machine performance data. To increase jobsite safety the MST-2200VDR includes a back-up camera and heated remote mirrors as standard equipment.

The muscle power for the new machine is provided by a new series of H1 Sauer Danfoss main pumps with internal charge pumps for easy attachment add-ons. New variable speed travel motors match the machine speed to the load for optimum performance. There has never been a Morooka Carrier like this one.

To be one of the first to see this exciting new carrier, stop by Booth N-3300 during the International Construction and Utility Equipment Exposition in Louisville, Kentucky from September 29th through October 1st.

For more information contact Curt Unger, Vice President of Sales at Morooka USA at 800-365-7260. As they say at Morooka USA, when it comes to quality "Don't settle for anything less!"

www.morookacarriers.com •



New Possibilities for Fleet Managers

All-new commercial van models have entered or will soon be entering the North American market. These vans are causing fleet managers to take a fresh approach to different application possibilities including: plumbers, handy-men, construction contractors, mobile mechanics, and mobile tire service technicians. These European-style vans are fuel efficient and have a tremendous amount of cargo space – over 75 percent more than the largest E-series.

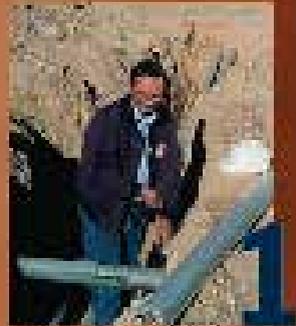


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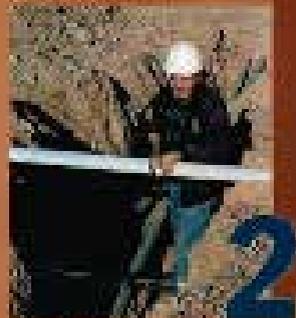
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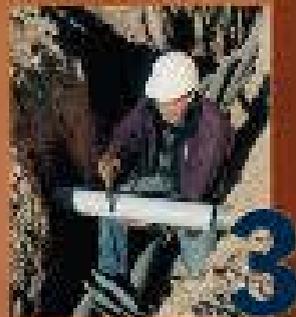
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BOOTH #3662

The Ford Transit

Available with a 3.7L V6 gas (275 hp/260 lb-ft), or, 3.5L V6 turbo gas (310 hp/400 lb-ft), or, 3.2L I5 diesel (185 hp/350 lb-ft), the Ford Transit has the most available power/torque with the 3.5L EcoBoost V6. The Transit is also available in three body lengths, two wheel bases, and three roof heights.

The Transit has a rear-wheel-drive layout, but its engine layout is perhaps a little more innovative than the competition—mostly due to the EcoBoost engines.

The RAM ProMaster

This full size van is available with a 3.6L V6 gas (280 hp/258 lb-ft), or, 3.0L I4 turbo diesel (174 hp/295 lb-ft) and is primarily configured for commercial duty. RAM believes that by placing the bulk of the ProMaster's mechanical components ahead of the cargo area it makes up-fitting for commercial needs easier in most cases.

Available in two different roof heights, 91 inches and 101 inches, the ProMaster can handle a gross combined weight rating (GCWR) of 11,500 pounds.

The Mercedes-Benz Sprinter

Available in a 2.1L I4 turbo diesel (161 hp/265 lb-ft), or, a 3.0L V6 turbo diesel (188 hp/325 lb-ft); the Mercedes-Benz Sprinter has the highest available roof at 120 inches (10 feet). It also has the longest available body at 290 inches, compared to the Transit at 266 inches and the ProMaster at 250 inches.

The Sprinter retains a higher-quality interior than most of these vans, with very refined powertrains as well, although they come at a premium price point.

The Sprinter is also available in a new four-wheel drive option. For good ground clearance, a 4x4 Sprinter sits about 4 inches higher than a 4x2 model.

Reducing Total Cost of Ownership (TCO)

When switching to these Euro-style vans, the goal isn't just controlling costs, fleets are also looking to increase productivity. Fleet managers want to add customers by increasing the number of jobs done per day, but keep lower operating costs available on commercial vans.

For businesses, the trend has been shifting away from focusing on up-front acquisition costs to lowering the total cost of ownership over the life cycle of a vehicle. Fleet managers are no longer basing their purchasing decisions on the acquisition cost. In today's economy, every dollar counts.

Many fleets are now realizing the value in investing the time and energy in researching the best option for their business. They're taking a closer look at the real cost of ownership and all the vehicle purchase entails – not just the purchase of the vehicle itself, but all of the lifecycle costs associated with the vehicle.



The advertisement for California Turbo, Inc. features a collage of industrial fans and blowers. At the top left, a black vault blower is shown with the text "VAULT BLOWERS and ACCESSORIES". In the center, a large circular transformer cooling fan is displayed with the text "TRANSFORMER COOLING FANS and ACCESSORIES". Below that, a yellow confined space blower is shown with the text "CONFINED SPACE BLOWERS and ACCESSORIES". At the bottom, there are several flexible ducts and a metal stand with a fan. The company name "California Turbo, Inc." is prominently displayed in red at the bottom, along with contact information: (800)448-1446 fax: (909)854-2801, 10721 Business Drive, Fontana, CA 92337, www.californiaturbo.com e-mail: hzank@californiaturbo.com.



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Air Compressor Choices

When making purchasing decisions, we're seeing that commercial van customers are considering TCO over the lifetime of their vehicle. They are prioritizing ease of up-fit and customization options, proven powertrain options, and strong dealer networks. One of the most frustrating up-fit items with commercial vans is the air compressor.

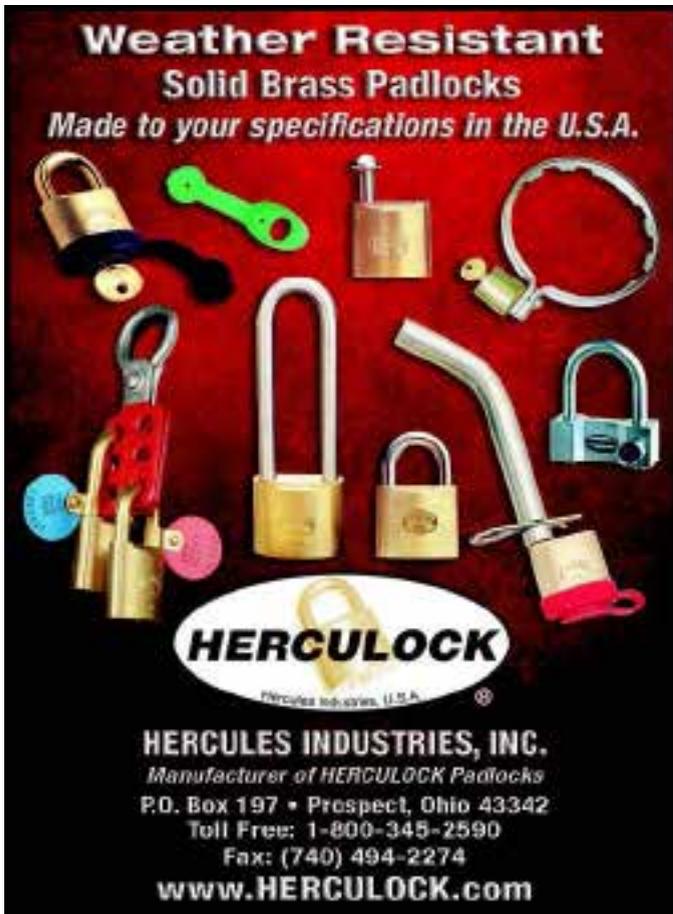
Until recently, fleets were limited to two options:

An electric drive air compressor that takes up too much valuable cargo space, is underpowered, and plainly just not suited for commercial work.

A gas drive reciprocating air compressor which takes up even more space, is heavy and is known to cause heat damage in the interior of vans. Further, these types of compressors cause safety issues due to exhaust fumes not being properly ventilated, and gas tanks being filled inside the cargo area.

Recently a new type of under the hood air compressor has been designed for these vans. Custom engineered for each engine and van by VMAC, these incredibly compact air compressors are easy to install and have the power to fill a 11R24.5 commercial truck tire in just over 3.5 minutes. Visit www.vmacair.com/calculator to see how fast your compressor would take.

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The biggest challenge facing all fleet managers is the cost of fuel. Even though fuel prices have crept down, there is an ever-increasing focus on fuel economy from fleet managers. The Environmental Protection Agency says that for every 100 pounds taken out of your vehicle, the fuel economy is increased by 1% - 2%. Based on an average gallon of gasoline at \$2.25 per gallon in the USA or \$1.02 per liter in Canada (February 2015), every hundred pounds saved equates to savings of 2-5 cents per gallon in the USA or 1-2 cents per liter in Canada. Now, to save weight, fuel, and lower total cost of ownership, customers are choosing the vehicle that meets their application needs, rather than going with more vehicle than they really need.

This has led to Ford recording their best month for van sales in 14 years, and new full-size van sales growing 11% through 2014. With new more productive equipment, like underhood air compressors, these vans will continue to carve out their place in the work truck market.

Maximizing the return on investment (ROI) of your air compressor and reducing the total cost of ownership of your new commercial van means specifying the right compressor for your needs. This will allow you to maximize productivity and increase the number of jobs you can do in a day.

About VMAC

VMAC (Vehicle Mounted Air Compressors) is a global leader in the development of compact and powerful truck-mounted mobile air compressor solutions used in service trucks, public works, utilities and highway/heavy construction.

VMAC designs and manufactures:

- 30 CFM UNDERHOOD LITE air compressor systems
- 40 CFM and 60 CFM PREDATAIR hydraulic-driven air compressor systems
- 70 CFM and 150 CFM UNDERHOOD air compressor systems
- 60 CFM RAPTAIR60 stand-alone diesel-drive air compressor systems
- 45 CFM RAPTAIR-MF stand-alone diesel-drive multifunction system. The 6 in 1 air compressor, welder, generator, battery booster, battery charger and PTO port.
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Conduit Selection Made Easy

Sometimes it seems impossible doesn't it? Wrestling with deadlines, employees, material costs and scheduling so it all comes together at the right time, all while keeping those in the office happy is akin to walking a tightrope. One key to a successful walk is selecting the best vendors for your project. Let me introduce your new best friend, American Pipe and Plastics, Inc.

For thirty-eight years American Pipe and Plastics, Inc. has manufactured PVC pipe. Most of those years have been as specialists in conduit manufactured specifically for the power and communications utilities markets, so they know and understand the material requirements for your project. All of their products are tested and approved by numerous utility and governmental agencies and meet a variety of NEMA specs, ASTM F512 and UL 651 specifications. Product quality will exceed the requirements of your project.

Name your delivery date and time to coordinate with your project schedule. Maintaining a delivery rating of 98.6% on-time and in-full deliveries across all product lines, while keeping inventory at the level necessary to meet customer requirements has earned American Pipe and Plastics, Inc. a reputation of being a reliable supplier that goes the extra mile to insure their customer's success.

Incorporated in 1977, the original target audience was the plumbing and municipal markets. After proven success in those markets, American Pipe and Plastics, Inc. continued to develop and expand their product lines and became a major supplier to the RBOC's (Bell Operating Companies) supplying millions

of feet of conduit to support the underground infrastructure. These projects included conduit for cables to cell towers and fiber optics systems.

In 1996 the company decided to move away from the plumbing market to fully direct their focus to the telecommunications and power utility markets. In 2011, UL listed conduit and accessories

were added to the product line and completed the full range of products for the cable utilities – Power, Telecom and CATV.

Success brings more opportunity and in October 2014, American Pipe and Plastics, Inc. was acquired by Atkore International Inc. Combining resources and experience now allows American Pipe & Plastics to be part of a larger network that includes Heritage Plastics and Allied Tubing (formerly Georgia Pipe). This also gives them the ability to access materials at seven more manufacturing facilities across the U.S., reducing shipping costs and time. Another benefit is that American Pipe & Plastic's corporate relationships with other divisions of Atkore International Inc., opens opportunities to team with those suppliers to expand the overall product lines.



Best of all it's not just a company name -American Pipe and Plastics Inc., as part of Atkore International is manufacturing in America and currently employs approximately 600 people in the pipe and conduit business unit. Sometimes selecting the right PVC conduit provider can be easy.

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New Case- Mounted Attachments by Atlas Copco

Atlas Copco has expanded its Essential Case-Mounted (EC) range of hydraulic breaker attachments by adding five Small Range breakers to the lineup that are small enough to fit in limited-access work environments, such as pipe trenches. The new breakers fit 1- to 12-ton carriers and, like the full range of EC breakers, give rental centers and contractors a fast ROI by simplifying maintenance and operation.

The new, Small Range breaker attachments - the EC 40 T, EC 50 T, EC 60 T, EC 70 T and EC 80 T – excel in day-to-day breaking tasks for small-scale construction and demolition applications. For instance, a carrier operator can lower a Small Range EC breaker into a narrow trench to break apart oversize instead of digging a wider trench to fit a larger breaker.

“These compact case-mounted breakers were developed for the construction and rental industries,” said Kevin Loomis, Atlas Copco construction tool business line manager. “And their simplicity makes them easy to use and quick to maintain, which results in high utilization rates for rental centers.”

www.atlascopco.us/usus/ •



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“In the constant mission towards a safer work environment, the Power Utility industry has moved towards battery operated crimping tools for their daily compression needs, but the current offerings are extremely front heavy, slow to cycle, and temperamental in extreme weather,” says Paige Bovard, Sr. Product Manager for Milwaukee Tool.

From the power plant, through transmission and distribution, it is Milwaukee’s goal to improve reliability and productivity for Linemen by offering cordless solutions on one battery platform that will replace the traditional corded and truck hydraulic solutions used today.

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New 156 Watt Low Profile Explosion Proof String Light Set

Industrial lighting specialist Larson Electronics has announced the release of a 156 watt low profile explosion proof string light set that provides operators with a powerful and energy efficient alternative to traditional hazardous location portable stringers.

The EPL-SL-3-LP24-LED explosion proof string light set from Larson Electronics contains a total of three 52 watt LED work light producing a combined total of 20,280 lumens of light. Each fixture is equipped with aluminum hooks and connected in series along forty feet of 16/3 SOOW explosion proof cord. These Class 1 Division 1 LED lights are connected together, with twenty feet of 16/3 SOOW cable between each light. A sixty-five foot tail section of main SOOW cord is included to allow ample length for connection to power sources. Instead of using diffused glass, optics, or reflectors to distribute light, Two offset LED assemblies within the fixture allow this lamp to provide a brilliant 100° horizontal beam spread and a 140° vertical beam spread while achieving a 6,760 lumen output.

www.larsonelectronics.com





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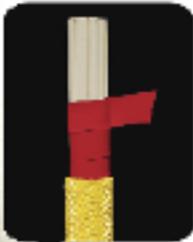


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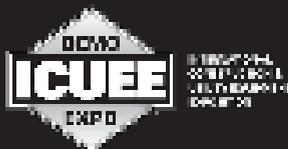
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