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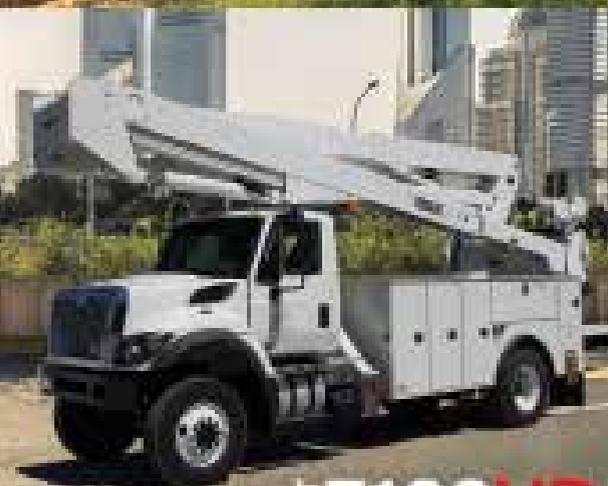
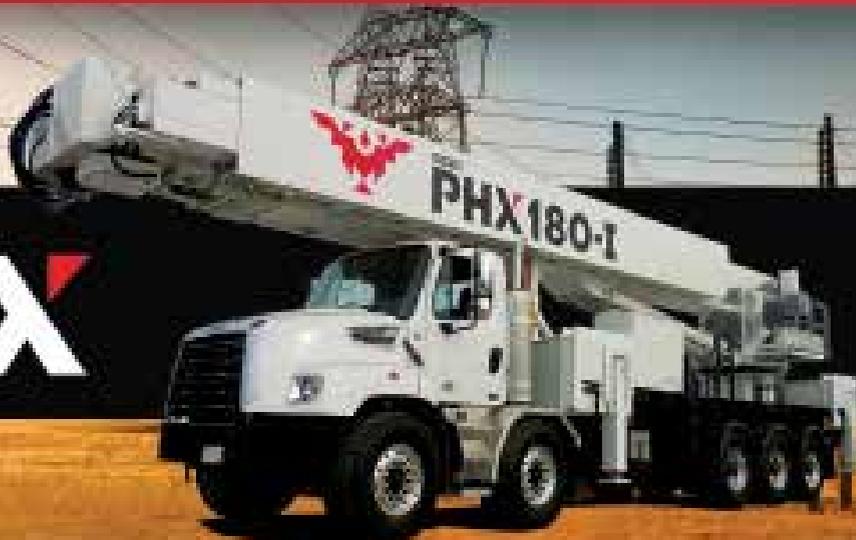
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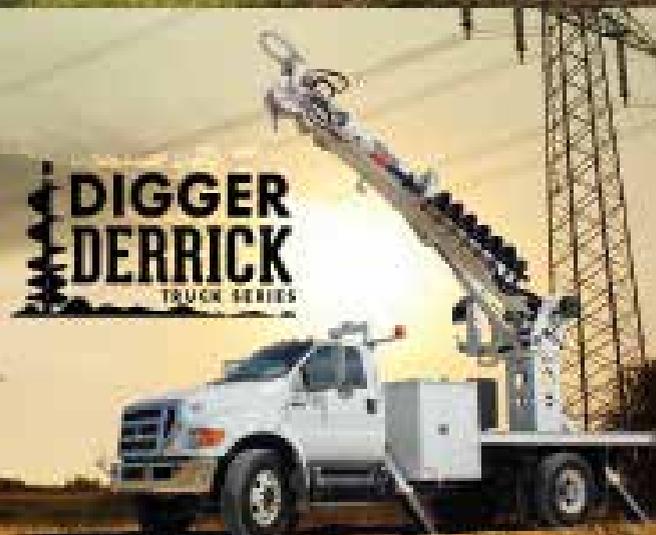
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Crane Industry Services LLC Announces Skill Assessment Study



Crane Industry Services LLC (CIS) announces a skills assessment study being conducted by CIS in conjunction with CM Labs Simulations Inc., Montreal, Quebec, and West Georgia Technical College. The study's purpose is to determine what operational skill level can be achieved with the use of crane simulators. The study commenced in July and will continue for 14 months and/or after 500 operators have participated in the research.

"This study is a first for the crane industry," said Debbie Dickinson, CEO of Crane Industry Services. "While crane simulation tools are not new to the construction industry, there is little quantitative research that determines the value crane simulation offers as part of comprehensive training. We anticipate that the validated study will be used to set specific goals for skill development." Crane Industry Services is familiar with blended-learning. It currently combines online introductory training, instructor-led classroom training, hands-on instruction, and on-the-job training. CIS leaders were among the first in the industry to create interactive and broadcast quality video learning for the industry.

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ARI Named One of 100 Best Workplaces For Millennials

ARI®, a leading global fleet services provider specializing in complex car and truck fleets, has been named for the second year in a row to the 100 Best Workplaces For Millennials listing released by Fortune magazine and the Great Place to Work® Institute. The company earned a place on this year's list based on the responses given by ARI's millennial employees to anonymous survey questions about the levels of trust, pride and camaraderie they experience in the workplace.

"We are very proud to be recognized as a workplace where millennials feel they can develop, learn and grow professionally," said ARI President Chris Conroy. "Our leadership is aware of the value and perspective that millennials bring to the workforce, and we proactively work to develop a culture where they are given opportunities to contribute and collaborate. We also continuously seek out ways to engage and acknowledge them, so they know that the work they do from day to day has meaning and an impact on the overall health of the company."

www.arifleet.com/about/careers

Mack Trucks Introduces an Integrated Parts Cross-Reference Feature

Customers who purchase heavy-duty parts online now have the power to find more parts in less time, as Mack Trucks recently rolled out an integrated parts cross-reference feature of the Mack® SELECT Part Store™ e-commerce platform. The new cross-reference tool uses a proprietary database that analyzes the part numbers customers search for and provides them with the equivalent Mack Trucks parts, giving customers more robust results and real-time inventory availability.

"Mack SELECT Part Store now offers the heavy-duty trucking industry's first cross-reference tool that is integrated into an e-commerce platform, and continues Mack's tradition of breaking new ground to consistently meet our customers' ever-changing needs," said Chad Johnson, director of aftermarket marketing for Mack Trucks. "Mack SELECT Part Store has experienced an average of 60 percent growth in volume each year since the platform launched in 2010, and we've kept the bar high to give our customers the parts purchasing power they demand and deserve.

The new cross-reference feature is directly integrated into participating Mack Trucks dealers' parts inventories via the Mack SELECT Part Store.

www.selectpartstore.com

NTEA 2016 Commercial Chassis Preview

Preview state-of-the-art commercial chassis presented by 12 prominent OEMs at NTEA's Truck Product Conference. Scheduled Sept. 13-15, 2016 at Edward Village Michigan (Dearborn, Michigan), this annual event educates work truck industry professionals on key product changes and provides critical information on navigating the vehicle integration process.

OEM engineers and product specialists will be on hand to answer technical questions and identify upfitting solutions. In addition, conference attendees will be able to interact with peers, fostering productive industry networks.

"NTEA's Truck Product Conference provides our industry a unique opportunity to gain and share insights with truck chassis OEMs on issues that impact the specification, upfitting and optimization of multi-stage commercial vehicles," said Steve Carey, NTEA executive director.

Participating chassis manufacturers include: Ford Commercial Vehicles, Freightliner Trucks, General Motors Fleet, Hino Trucks, International Truck, Isuzu Commercial Truck of America Inc., Mercedes-Benz Vans, Mitsubishi Fuso Truck of America Inc., Peterbilt Motors Company, Ram Commercial, Toyota Motor Sales USA Inc. and Western Star Trucks.

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Isuzu Opens World-Class Center of Excellence in Northeast Pennsylvania



Grand Opening of State-of-the-Art Training, Distribution and Technical Assistance Facility

Isuzu Commercial Truck of America, Inc., distributor of America's best-selling low cab forward trucks, opened its first Center of Excellence today in northeast Pennsylvania.

The complex—the first of its kind for Isuzu—is comprised of a state-of-the-art, 100,000-square-foot parts distribution center and a world-class 30,000-square-foot training and technical assistance facility.

The Center of Excellence puts three major functions supporting dealerships and customers in the region under one roof:

Parts Distribution: Over \$8 million worth of parts are stocked in the facility, placing them close to a concentrated area of commercial vehicle dealers, reducing delivery time.

Training Center: Dealership service, parts, sales and customer satisfaction personnel from throughout the US will receive intensive, hands-on technical and lifecycle training at Isuzu Truck University.

Technical Assistance: The center will house local Field Service Engineers and a Technical Assistance Line team. By focusing on dealers in specific parts of the country, both teams can react to issues and trends in a faster, more personalized manner.

"This facility represents our continued focus on providing the best possible ownership experience for all Isuzu truck customers," said Shaun Skinner, president of Isuzu Commercial Truck of America.

"Our 'lifecycle' business model is built on the premise that customers will look only to Isuzu for their commercial truck needs so long as we provide them the highest quality product, the least amount of downtime, and a level of service that exceeds their expectations," Skinner said. "To do that requires a very large level of support. That's what this Center of Excellence—and more like it in the future—will provide."

The Center's location in Jenkins Township/Pittston was strategically chosen. The northeast region of the country is home to one of the highest concentration of U.S. Isuzu dealerships, Isuzu commercial trucks in operation, and the company's annual parts sales.

While this Center of Excellence is the first of its kind for Isuzu, it will not be the last. Plans are already underway to open a second facility in the United States.

"As impressive as it is, this center represents something much bigger," said Skinner. "It represents Isuzu's commitment to the U.S. market, and our pledge to do everything we can to support our dealer body and our customers' ownerships experience."

About Isuzu: Headquartered in Anaheim, California, Isuzu Commercial Truck of America, Inc. (ICTA), is the distributor of Isuzu commercial vehicles in the United States. Isuzu commercial trucks have been the best-selling low cab forward trucks in America every year since 1986. For more information, call (866) 441-9638.

www.isuzucv.com •

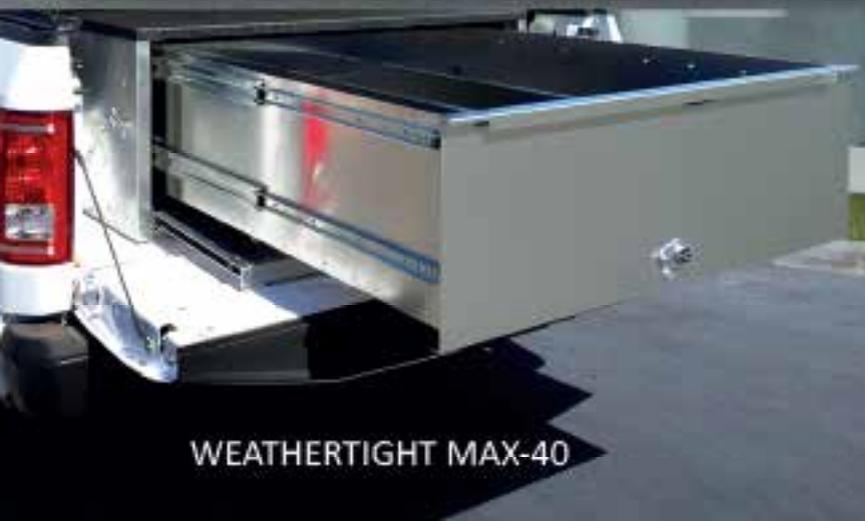


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Milwaukee® Introduces Performance Work Gear

Milwaukee Tool has expanded its Work Gear line to include a new Jacket and cold weather Base Layer. The Milwaukee® Hooded Jacket and WorkSkin™ Base Layer's combination of heavy duty construction and performance materials provide users all-day comfort and durability in even the toughest jobsite conditions.

The industry leader in heated gear, Milwaukee Tool, has expanded its Work Gear line to include a new Jacket and cold weather Base Layer. The Milwaukee® Hooded Jacket and WorkSkin™ Base Layer's combination of heavy duty construction and performance materials provide users all-day comfort and durability in even the toughest jobsite conditions.

"Milwaukee's popular M12™ Heated Gear provide an excellent way for users to stay warm in cold conditions utilizing REDLITHIUM™ technology; but in looking at how people use gear more broadly, it was obvious that most of the insulated workwear hasn't changed for decades. As a result, today's industry professionals lack effective non-battery-powered solutions that are designed for their specific needs," said Patrick Lueck, Product Manager for Milwaukee Tool. "Our new Performance Work Gear begins to address the full scope of what our users need to do while on the job. After years of jobsite research, we've designed a new Hooded Jacket that reinvents the classic style by combining the very best rugged material with targeted durability reinforcements and innovative mobility enhancements that make it easy to move around in all day."



Engineered to battle the jobsite and survive the elements, Milwaukee's Hooded Jacket is built for tradesmen who can't let cold slow them down. Focused on providing reinforcement in areas where traditional workwear fails, its GridIron™ 900 Denier Ripstop Polyester material outlasts cotton duck by 3X against abrasion and tearing. Large riveted and reinforced utility pockets and a tarnish resistant metal zipper provide increased durability. The Jacket also features FreeFlex™ Mobility enhancements across the back, underarms and armpits, and a

fitted hood designed to provide full range of vision. The combination of these features make the new Hooded Jacket perfect for users who require trusted durability while on the jobsite, and the maneuverability that helps them get the job done.

"As athletic base layer materials have become more popular, they have failed to address the durability needs of work environments. With the launch of the new WorkSkin™ Base Layer we've focused on bringing this level of performance materials and extended life to meet the needs of the professional tradesman. By understanding how our users work in cold weather better than anyone

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TSE Underground Cable Puller
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else, we've developed a performance base layer for the professional tradesman – a first in our industry," said Lueck.

The Milwaukee® WorkSkin™ Cold Weather Base Layer is constructed to handle the demands of hard work in cold conditions. Unlike cotton options, the new Base Layer features Fast Wicking Sweat Zones underneath the arms and across the upper

back move moisture away quickly from high-sweat areas to avoid dampness, cold, and freezing. Unlike base layers designed for athletic use, its durable fabric resists pilling and fighting odor to extend product life. When worn next-to-skin and under outer layers, WorkSkin™ manages moisture and body temperature to help tradesmen work dry, stay warm, and stay comfortable in the cold – all

while standing up to the demands of the jobsite.

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



Milwaukee® Hooded Jacket

- Small (252B-S)
- Medium (252B-M)
- Large (252B-L)
- X-Large (252B-XL)
- 2XL (252B-2X)
- 3XL (252B-3X)

WorkSkin™ Base Layer

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- Medium (401G-M)
- Large (401G-L)
- X-Large (401G-XL)
- 2XL (401G-2X)
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HIGH-TECH INSTALL



Klein® Tools 'State of the Industry' Survey Finds Electricians Have an Increased Interest in High-Tech Installations and are Seeing More Smart Homes

Klein Tools, for professionals since 1857, today announced an additional round of results from its second-annual 'State of the Industry' survey. Over the course of two years, the survey asked more than 400 union and non-union electricians about their project preferences on job sites. This year it found higher percentages of electricians who prefer to work on high-tech installations, and home technology remains the most widely viewed residential trend by electricians.

High-tech Installations

The Klein Tools' State of the Industry survey found preferences towards working on industrial projects, office buildings and commercial properties have stayed relatively the same since last year. There was a noticeable increase, however, in the number of union electricians, and electricians with 10 to 19 years' experience, indicating they prefer to work on high-tech installations.

This year, 42 percent of union electricians say they prefer working on high-tech installations, up from 31 percent in 2015.

The survey also found 51 percent of electricians with 10 to 19 years of industry experience said they prefer working on high-tech installations, a significant increase from 24 percent in 2015.

In comparison, 29 percent of electricians with less than 10 years' experience said they prefer working on high-tech installations, and only 24 percent of electricians with more than 20 years' experience said they prefer working

on high-tech installations.

"We're seeing increased interest from younger electricians and apprentices in high-tech systems. They see opportunities to work on the latest technology as a way to gain experience in an area of future growth, and like the challenge associated with learning a complicated skill," said Mark Klein, president of Klein Tools. "It's great to also learn many experienced electricians are taking a fondness to more advanced systems and want to keep up-to-date on their craft. This allows electricians with varying levels of expertise to learn from each other on the jobsite and advance the entire industry as technology continues changing the way we operate."

Multi-Family and Smart Homes

The Klein Tools' State of the Industry survey also found electricians are seeing more smart or "connected" homes in residential areas. Technology in homes is the most popular trend viewed amongst electricians—over open living spaces, home additions and multi-family homes. Though, multi-family homes have significantly increased since 2015.

Nearly one-half of electricians, 48 percent, are seeing more smart or connected homes in the residential area—just slightly down from 56 percent in 2015.

One-third of electricians, or 31 percent, are seeing more multi-family homes in the residential area, up significantly from 25 percent in 2015.

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"This tech-focused residential data aligns with what we're seeing in the industry," said Mark Klein, president of Klein Tools. "Contractors are calling for more technicians who are skilled in newer, more digital-tech focused systems, and technicians are doing their best to keep up with this developing trend. Klein Tools is working with its partners to ensure younger electricians are trained in the old and news models so they are prepared for all types of scenarios on the job site."

The Klein Tools 'State of the Industry' survey was conducted by Russell Research, an independent survey research firm, which conducted 201 online interviews from January 20 – 26, 2015, and 200 online interviews from January 27 – February 5, 2016, to secure a nationally significant representation. Forty percent of respondents were union members and 60 percent were not.

www.kleintools.com/2016survey



HIGH-TECH INSTALL



There was a **significant increase** in preference working on high-tech installations among those with 10-19 years' experience



PROJECT PREFERENCES: CONNECTED HOMES IN RESIDENTIAL AREAS

Technology in homes is the most popular trend viewed among electricians. There was also a significant increase in the number of electricians seeing multi-family homes in residential areas (31% in 2016 vs. 25% in 2015)



There was a **notable increase** in the percentage of **union members** who prefer to work on high-tech installations



For full survey results, head to www.kleintools.com/2016survey2

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PT-FX Series adapters are designed to terminate high-strand flex-cable (locomotive, mining, welding) to machinery, panels, and transformers. The pins fit mechanical set-screw type connectors and are sized for the current carrying capacity of the cable. These adapters feature the Greaves flared Shoo-in™ barrel-opening design for easy cable insertion. Insulating covers are provided.

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Greenlee's New G-Series Smart Pull Cable Tension Monitoring System Designed to Save Contractors from Costly Errors on Cable Pulls

Greenlee, a Textron Inc. company, has developed the patent-pending G-Series Smart Pull, a real time cable pulling monitoring system designed to alert contractors when a cable pull has met or is exceeding the amount of tension recommended by the cable manufacturer. This saves contractors time and money by avoiding overstretching the cable leading to faulty cable installation.

"We've learned that an overstretched cable can lead to diminished transmission capabilities and even a potential fire hazard," said Sumeet Pujari, Greenlee Project Manager – Pulling + Fishing. "We also found that an overstretched cable can be costly to a contractor if a pull has to be reworked."

The new Greenlee Smart Pull alerts the user when pulling force exceeds 80% of the cable's limit. Physical, visual, and auditory warnings allow the worker to take action before the cable is damaged. A second alert is given when the pulling force has met 100% of the manufacturer's recommended tension limit. The Smart Pull has an accuracy of +/- 2 percent up to a load limit of 10,000 pounds (44.48 kN). Information obtained during the pull is stored directly onto the Smart Pull's 128MB of onboard memory. Pull data can be seamlessly exported via the onboard USB port or emailed directly through the PullCalc app.

"This proof of work helps contractors to avoid liability and provides building engineers with documentation that the cable was pulled to specification," added Pujari.

I'll Be Back...

to attend the #1 Show in the Industry

“Wow! My trip to the NECA Convention and Show last year was a real eye-opener. I had no idea that I would learn so much, see so many new products, and talk with so many industry experts about my specific business issues. I should have made this a ‘must-attend’ event many years ago.

—“Alto Joe” Kaluhiokalani, *Alto Communications Contractors Inc.*

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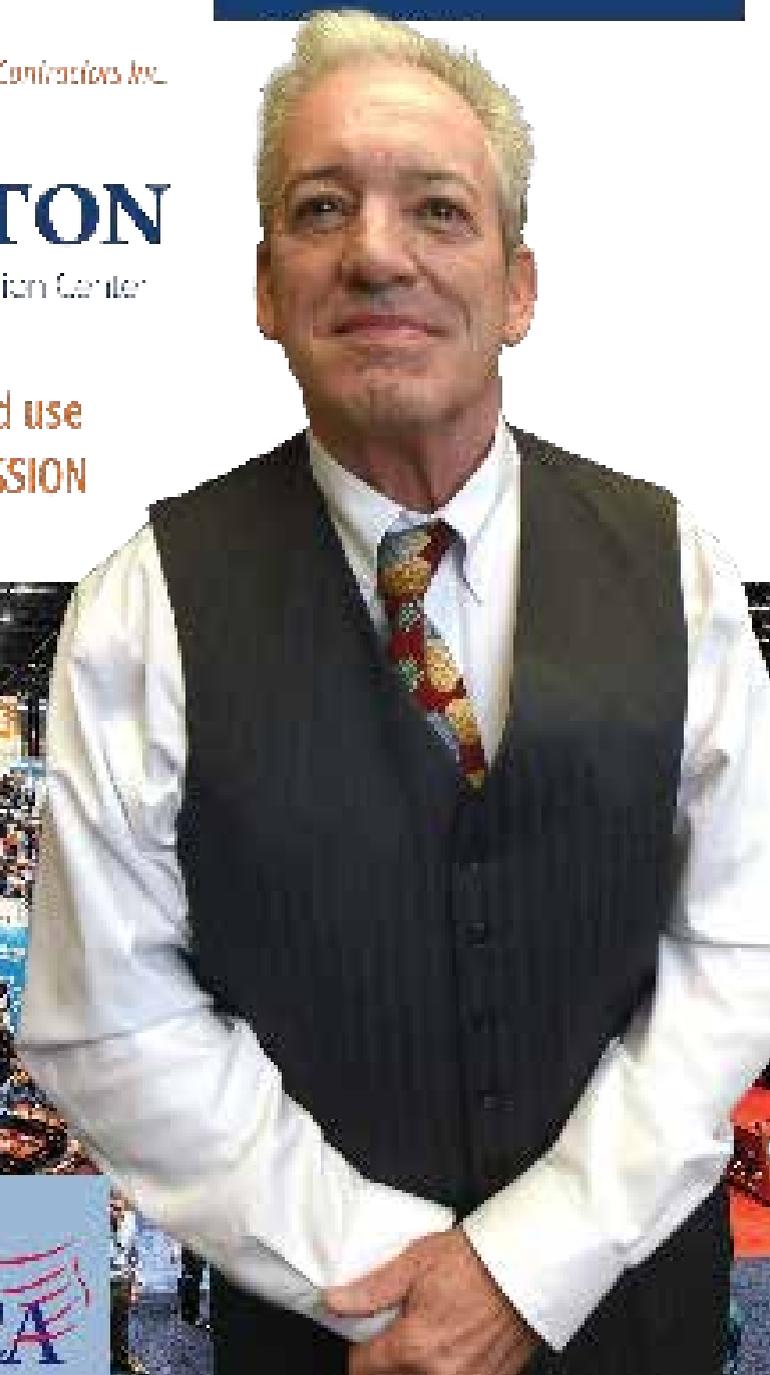


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A modern touch screen interface makes the Smart Pull easy to operate. The on-screen prompts make setup simple, and the unit is equipped with Bluetooth® technology, allowing connection to Greenlee's PullCalc app. This application monitors pull force, speed, and distance in real time. An external USB port exports files in .CSV format. Files can also be transferred to the mobile app and emailed to other stakeholders.

The Smart Pull is compatible with rope sizes up to 7/8-inch diameter. The five-roller design holds the rope in place and maintains consistency to the sensor, eliminating the need to specify rope diameter. The Smart Pull operates on the 18V Makita® battery platform, and is compatible with 1.5Ah to 5Ah batteries. A single 5Ah battery will run for 20 uninterrupted hours.

The lightweight skeletal design and roll handles make this device easy to handle on the jobsite. The product comes in a carrying case with mounting hardware, battery and charger. It is compatible with the existing Greenlee Mobile Vers-iBoom™ II and floor mounts.

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- Lumen
- McNaughton-McKay Electric Company
- Platt Electric Supply
- Total Tool Supply, Inc.
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The new G-Series Smart Pull is a real time cable pulling monitoring system that provides an innovative solution for Faster, Safer & Easier® cable pulling from Greenlee. For more information call 1-800-435-0786.

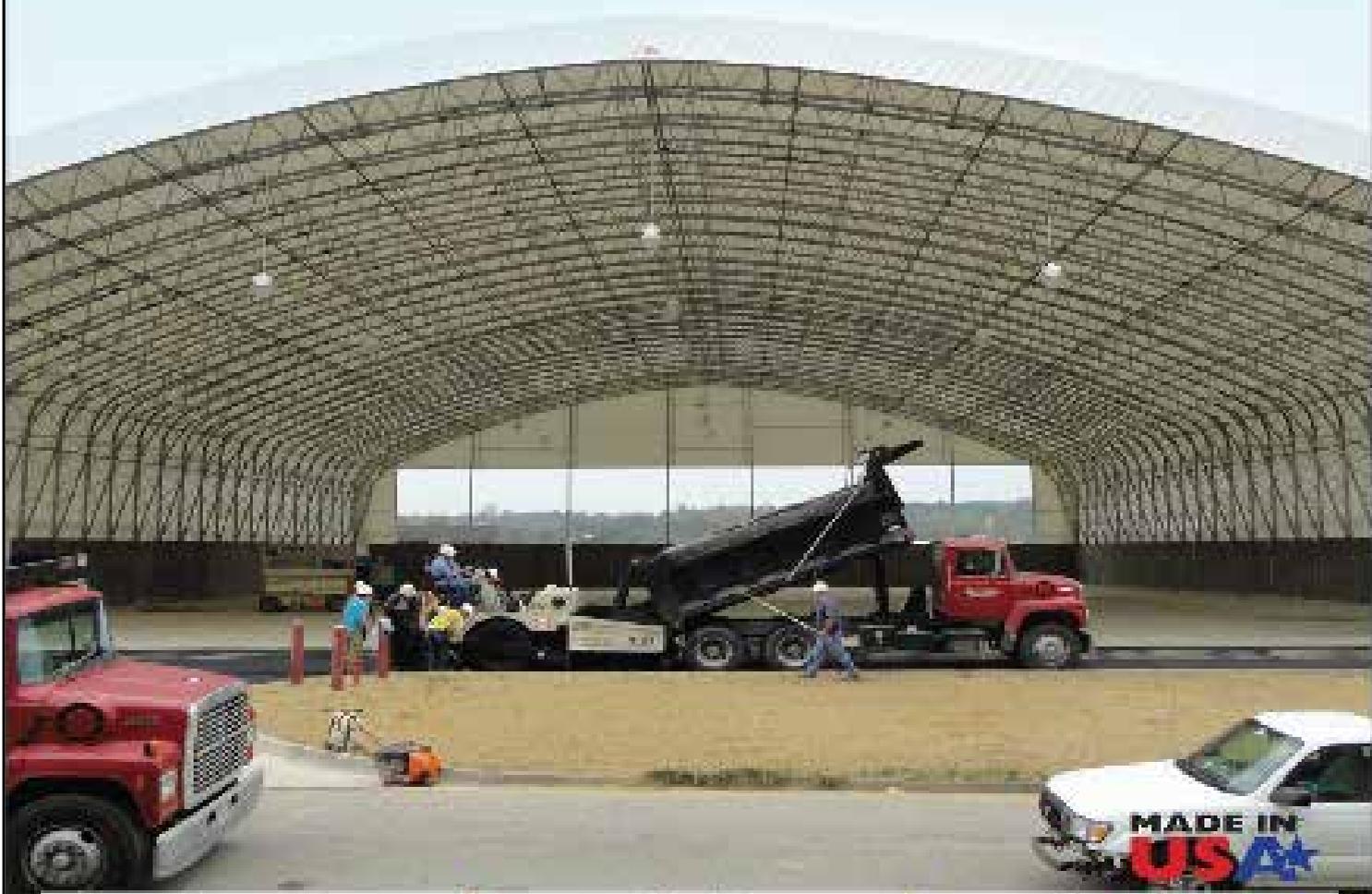
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ICUEE 2017 Exhibit Space Sales Open

Exhibit space sales are open for ICUEE 2017, the International Construction and Utility Equipment Exposition. Visit the show website www.icuee.com for details on the space assignment process and deadlines for priority exhibit space selection.

ICUEE 2017 will take place October 3-5, 2017 at the Kentucky Exposition Center in Louisville, Kentucky. The biennial exhibition, also known as The Demo Expo, is the largest event for utilities and utility contractors, owned and produced by the Association of Equipment Manufacturers (AEM).

"ICUEE is where the utility construction industry meets to see and experience 'hands-on' the newest product innovations; exhibitors and attendees cite ICUEE as a high-quality show where they can easily connect with qualified companies," said Tricia Mallett, show manager.

ICUEE 2017 will feature specialized exhibits pavilions for fleet management and green utilities, Ride & Drive test track for on-road equipment and technologies, and indoor Demo Stage complementing extensive in-booth product demos outdoors and indoors.

As a value-added service, ICUEE provides exhibitors with free electronic and print marketing materials to help reach customers and prospects and increase booth traffic. A variety of sponsorship and other marketing opportunities, including customized options, are also available.

What the Industry Is Saying

AEM exhibitions are industry-run with a focus on superior customer service and event technology that results in measurable ROI and a positive show experience.

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A sampling from attendee and exhibitor surveys from the last ICUEE:

Exhibitors:

- "ICUEE has always been a good show for us. Very good customer and potential customer base. The show is very well run."
- "Our company is new to this industry, but we were able to make some strong leads and contacts to help us in the future."

Attendees:

- "As a first-time attendee, I found the show was very well organized. All the (exhibitors) were very helpful in presenting their different products."

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- “Just being at the show was a success. Being able to interact with new people and get the latest greatest information on equipment and technology.”

Attendees talk buying decisions:

- “Made final decision on purchase (of equipment from exhibitor).”
- “Saw several products that are very useful in our line of work ... and we are likely to purchase some or all of them.”
- “It was very beneficial in helping us with purchasing decisions for the upcoming year.”

www.icuee.com

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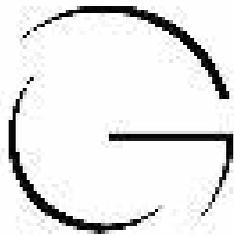
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Weathertight MAX-40 Pickup Drawer Unit from EZ STAK



EZ STAK introduces its all new weathertight MAX-40 Drawer Unit that features an optional door with an automotive weather strip seal that prevents dust and water from entering the secure storage drawer. Standard depths are 48", 60" and 72" & up to 90" optional depths. Available features include an anti-skid top, durable anti-skid rubber drawer bottom lining and full length dividers. 1000 lb. storage capacity. A new drill-free installation method can be ordered with this design. Available in many models for the following trucks: Ford F150-F550, 5'5", 6'5" and 8' box, Dodge 1500-3500, 5'7", 6'4" and 8' box,

Chevy Silverado/GMC Sierra (std. box & long box).

www.EZSTAK.com

Eaton Announces New Version of Medium-Voltage SC9000 AFD

Power management company Eaton today announced a new version of its medium-voltage SC9000 adjustable frequency drive (AFD) designed to help customers support energy efficiency, reduce ownership costs and enhance power system reliability. The new Eaton SC9000 general purpose (GP) drives are designed for a wide range of original equipment manufacturer (OEM), water and wastewater, utility, industrial and heating, ventilation and air conditioning (HVAC) applications.

"Eaton continues to invest in research and development to yield innovations that make it easier and more cost effective for customers to take advantage of adjustable frequency drive technology in their systems," said Jerry Wang, product manager at Eaton. "The latest version of Eaton's award-winning SC9000 drive combines innovative technology with a simplified design and construction, system flexibility and ease of use."



Based on the enhanced design, the SC9000 GP can be maintenance free for up to 10 years. These drives have a low part count topology and is standard-equipped with a redundant cooling system to help improve reliability.

With Eaton's SC9000 GP drive, customers can shift from low-voltage to medium-voltage drives for applications at lower power ranges.

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TUS NEW PRODUCT NEWS

Larson Electronics Releases Portable Power System- Converts 220 AC to 120 AC



Larson Electronics, a longtime leader in commercial and industrial grade lighting equipment, has announced the release of a portable power distribution system that converts 220 volts AC electrical current to 120 volts AC.

The MGL-220V-10KVA-120V-1X120.25A-1X120.35A portable power distribution system from Larson Electronics provides a safe and reliable way for operators in industrial settings to tap into and utilize power sources independently of the work area. This system provides operators the ability to safely tap into and distribute 220 volts AC power from a variety of sources including generators and direct grid power. The transformer is designed to operate with 220 volts, single phase which is then stepped down to single phase 120 volts AC. Two-hundred feet of Type W line-in power cord is included to connect the substation to a primary 220 volt single phase power supply.

On the primary side, a 60-amp disconnect fused with two 60-amp time delay fuses provides the primary line-in protection and supplies the primary power to the 10 KVA transformer. The secondary current is wired to a 120 volt, single phase 80-amp load center with a main breaker for circuit protection.

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AEMC Offers New Line of Easy to Use Handheld Megohmmeters

AEMC offers a NEW line of easy to use handheld megohmmeters capable of measuring insulation resistance up to 200GΩ. The selectable test voltages range from 10 to 1000V depending on the model. These compact, lightweight meters are ideal for testing cables, small motors, pumps, transformers and industrial equipment. The Model 6536 is ideal for special applications in the aerospace and defense sectors where very specific test voltages are required.

Features:

- Selectable test voltages from 10 to 1000V (model dependent)
- Insulation resistance measurement up to 200GΩ (model dependent)
- Automatic discharge at the completion of the test
- Manual, Lock & Timer test modes
- PI/DAR Ratio calculations (model dependent)
- Active voltmeter detects live voltage prior to starting a test
- Automatic test inhibition if live voltage above 25 volts detected
- Programmable alarms with Pass/Fail indication (model dependent)
- 200mA/20mA continuity measurement with fuseless active protection
- Measures V (AC & DC), Hz, Ω, kΩ, capacitance and cable length (model dependent)
- ΔRel mode for comparative measurements displayed as a value or %
- Test lead compensation eliminates lead resistance from continuity measurements

www.aemc.com

HD Electric Company Introduces New PRX-4 Proximity Voltage Detector

HD Electric Company, a Textron Inc. company introduces the NEW PRX-4 Proximity Voltage Detector. It provides utility professionals, arborists and first responders with a safety tool that will alert them to potentially dangerous high voltage in their work areas. With 2 voltage range settings of 50V-4kV and above, the PRX-4 is an easy way to find out if voltage is present without having to make direct contact.

Features:

- Sealed to resist water penetration in typical outdoor environments
- Voltage ranges from 50VAC to 4kVAC and above
- Detects voltages around 3" at the 50V setting, 10" at 4kV and above
- Rechargeable battery, quick recharge - 15 minutes for a typical full day use
- Weighs less than 1 pound
- Loud beeper and LED lights indicate voltage

PRX-4 joins the rest of the Proximity Voltage Detector family of non-contact detectors.

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