

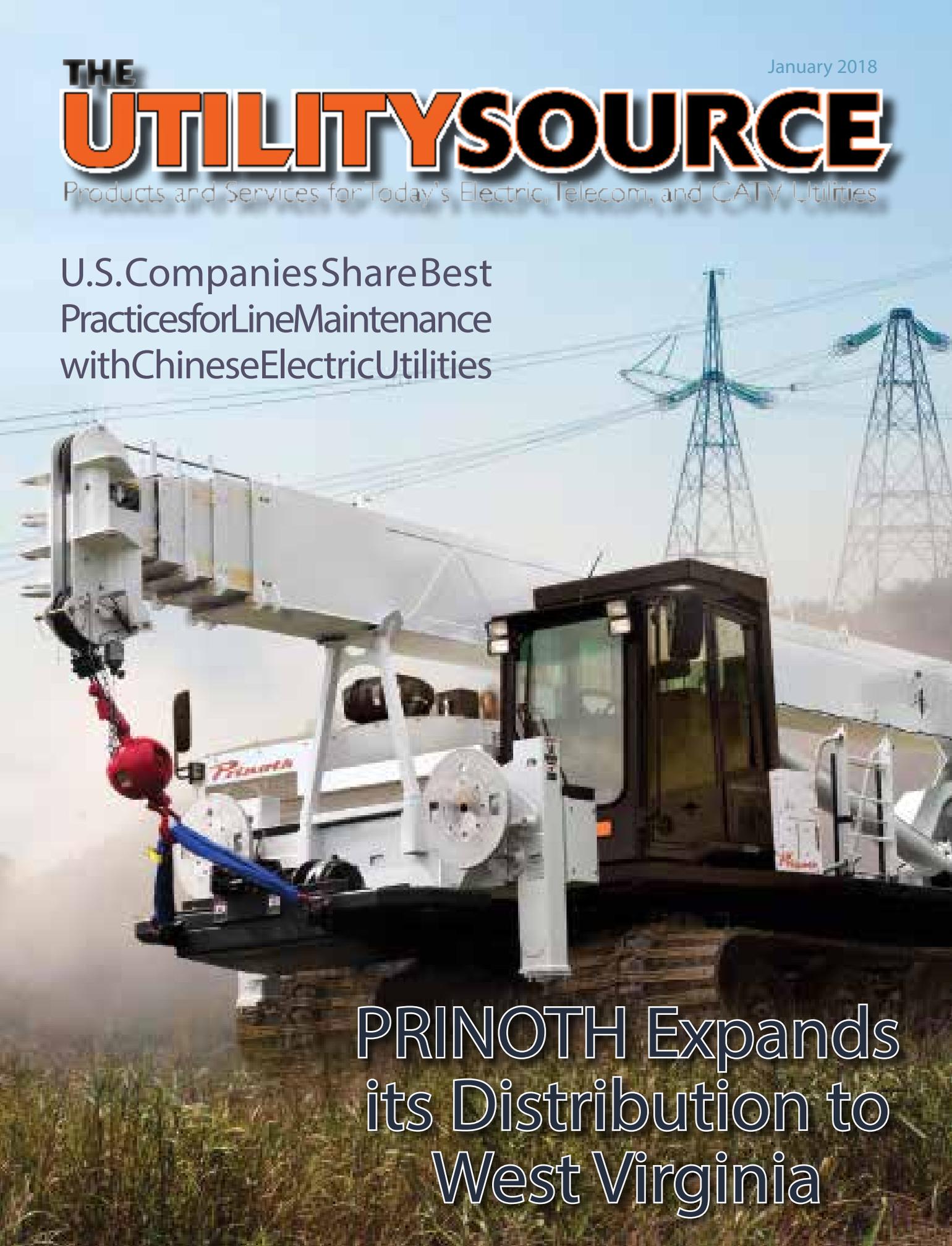
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U.S. Companies Share Best Practices for Line Maintenance with Chinese Electric Utilities



PRINOTH Expands its Distribution to West Virginia

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Takeuchi-US Appoints Rick MacLeish to National Parts Manager

Takeuchi-US, an innovative global leader in compact equipment, has announced the appointment of Rick MacLeish as national parts manager, effective immediately.

As national parts manager, MacLeish’s primary role is to support the company sales efforts by establishing and maintaining business partnerships with dealers and distributors to provide parts support for Takeuchi products. Support includes managing purchasing, inventory, parts call center, order processing and parts ecommerce. Other responsibilities include budgeting, forecasting, developing parts sales programs and maintaining inventory controls.

With an extensive automotive background, MacLeish brings nearly 30 years of experience in wholesale, distribution and customer service to the position. In his previous role at Lotus Cars USA he served as the director of service and parts operations, a position he held since 2006. Additionally, MacLeish has a Masters of Business Administration degree from Southern New Hampshire University and undergraduate degrees in both Business Management and Paralegal Studies.

“I was fortunate enough to find Takeuchi in need of a national parts manager, a position closely related to my previous roles,” said MacLeish.

[www.takeuchi-us.com](http://www.takeuchi-us.com)

Terex Utilities and Partners

Expand Comprehensive Network

Terex Utilities, along with distributors and rental partners Commercial Truck Equipment, JA Kiley Company, NESCO, Ring Power, Scott Powerline, Utility One Source (UOS) and Wajax continue to create the most comprehensive sales, rental and service offerings across North America for electric utility customers. “Our combined investments have created an expansive network with a footprint of 20 factories and final-stage manufacturing locations, 60 service centers and 240 mobile hydraulic technicians – all working together to support our customers with shorter lead times on new equipment, outstanding rental availability, and the right parts and service support when and where they need it. We are committed and engaged with our partners to listen, understand and quickly provide innovative solutions for electric utility customers,” said Clint Weber, General Manager of Terex Utilities.

Weber continued to comment: “This comprehensive network is focused on our customers, and we realize every customer has unique needs. We carefully evaluated the electric utility contractor segment and are pleased to announce an expanded relationship with UOS that complements our existing comprehensive distributor and rental network.” In addition to their current rental fleet, UOS will now sell directly to much of the US electric utility contractor market.

[www.terex.com/utilities](http://www.terex.com/utilities)

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**TUS INDUSTRY NEWS**

**Felling Trailers, Inc. Holds 5th Annual Online Auction to Benefit Special Olympics Minnesota**

Felling Trailers, Inc. conducted its fifth annual online auction of an FT-3 drop deck utility trailer to benefit a non-profit organization, Special Olympics Minnesota in October of this year. To close the chapter on this year's story, Felling Trailers, Inc. presented the donation checks to two Special Olympics Teams, Special Olympics Golden Eagles and Young Athletes teams. "Special Olympics Minnesota was very gracious to allow Felling Trailers to keep the donated funds local. The Special Olympics Golden Eagles team is comprised of participants from the Sauk Centre and Melrose, MN areas and the Young Athletes team of the Sauk Centre area," said Brenda Jennissen, CEO of Felling Trailers, Inc. The winning bid of \$2,900 was divided between the two groups with \$2,000 going to the Golden Eagles team and \$900 going to the Young Athletes team. "It was truly a pleasure to meet those that will directly benefit from the dollars raised through our Trailer for a Cause Auction," said Jennissen.

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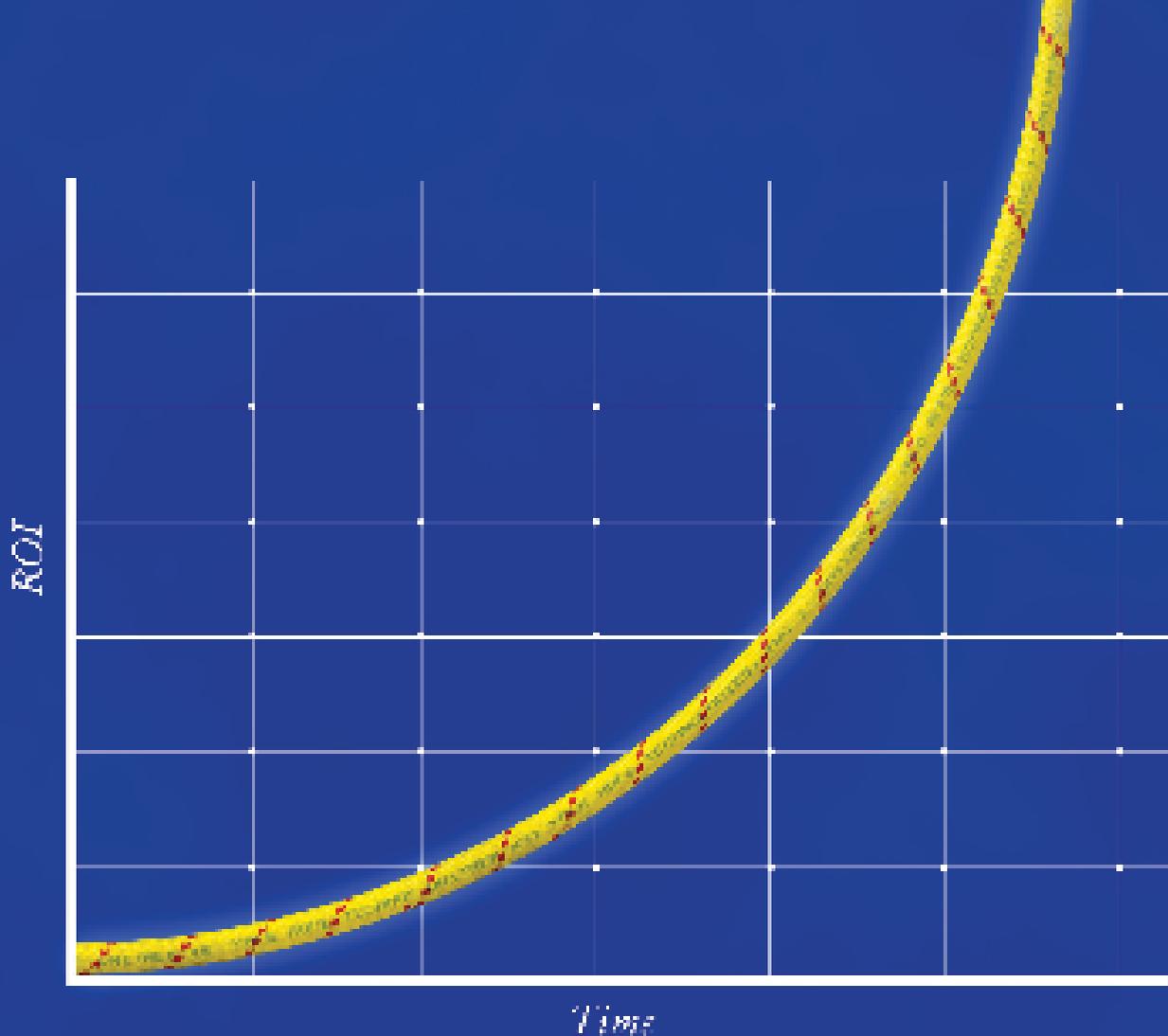
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## Keytroller Unveils INFOMATICS: The Most Advanced Fleet Management Software on the Market

---

Keytroller, a world class designer, manufacturer, and supplier of electronic monitoring, access, safety and weighing devices for forklifts and heavy equipment, is proud to unveil their most advanced fleet management software to date: Infomatics.

Infomatics is a server, cloud or web-based software that provides unparalleled data transfers, granularity by enabling roles such as admin, local admin and supervisor, and it is extremely user-friendly and intuitive. INFO-MATICS is available in several configurations:

1. Installed on client's internal server (on premise)
2. SaaS web server subscription plan by Keytroller

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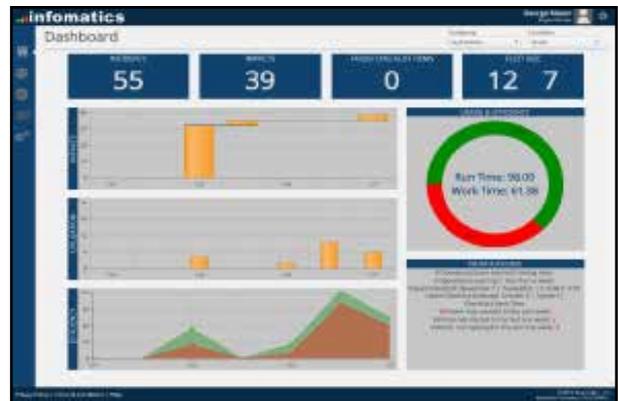
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Further, the Infomatics dashboard provides comprehensive operator management which provides personal information about each operator, their access level, their RFID card or keypad code, profile image, assigned trainings and more.

Simultaneously, extensive vehicle management is accessible, which delivers each vehicle's make, model, serial number, image, class or subclass, and time zone by location.

With Infomatics, fleet managers never miss a beat, thanks to its customizable email notifications; enabling managers to receive instant and scheduled department-targeted alerts.

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## About Keytroller, LLC

Founded in 1988, Keytroller, LLC designs, manufactures and supplies a full line of electronic safety devices designed for forklifts, construction equipment, aerial lifts, personal carriers, boats, and vehicles. Their solutions include: RFID or PIN code access-monitoring systems, electronic checklist automation, impact and speed sensing, speed and directional shift controls, anti-theft wireless relay systems, digital video DVR recorders with GPS, wireless camera viewing systems, forklift spotlight warning LED, cellular and Wi-Fi hour meters, and high accuracy hydraulic weigh scales. Keytroller is headquartered in Tampa, Florida and enjoys relationships with over 500 North American equipment dealers (aftermarket) many OEM vehicle manufacturers (installed as original equipment) and importers in England, Europe, Australia, South America and Southeast Asia. Visit [www.keytroller.com](http://www.keytroller.com) for more information.

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# PRINOTH Expands its Distribution to West Virginia



PRINOTH, one of the world's leading manufacturers of tracked vehicles, has just signed an agreement with Leslie Equipment Company to represent the Prinoth Panther line of vehicle in the state of West Virginia.

## Outstanding reputation

Leslie Equipment Company is a full-service dealer who will sell, lease and service PANTHER vehicles. PRINOTH was first attracted to developing a business relationship with Leslie Equipment because of their outstanding reputation in the industry. "They are a leading John Deere dealer and have recently been awarded the John Deere Onyx #1 Award for 2017. This is the first time that PRINOTH has partnered with a John Deere dealer. We are excited about the potential of this partnership", said Doug Little, Director of Sales for PRINOTH.

Leslie Equipment will be starting with a good sized fleet of PRINOTH vehicles and have a well-established clientele. "We are confident that Leslie Equipment will help us develop new business and provide us with great insights for our future network expansion," added Little.

When asked why their company selected PRINOTH, John Leslie, President of Leslie Equipment Company, made this



comment “we chose the PRINOTH PANTHER line of tracked vehicles because we believe it is the best undercarriage and track system on the market. We are impressed by the overall quality and reliability of the vehicles”.

#### PRINOTH

PRINOTH is one of the world’s leading manufacturers of tracked vehicles. The state-of-the-art technology and innovative design of the products has set them apart, offering impressive efficiency and sustainability. With over a half century of tracked vehicle experience, PRINOTH continues to develop and refine the sprockettrack system invented by Bombardier in 1935. It’s just one of the reasons why our tracked vehicles are regarded as the best in the world and why you’ll find a PRINOTH wherever there’s hard work to be done. Whether mud, gravel or snow, PRINOTH tracked utility vehicles are reliable tools for extreme use in extreme environments. Thanks to their huge payload, these vehicles can be equipped with a multitude of specialized attachments. PRINOTH’s tracked utility vehicles exert very low pressure on the ground and go places where wheeled vehicles sink. Today, the company is part of the HTI Group (High Technology Industries) with more than 3,250 employees worldwide.

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# Shining a Light on Rack Selection

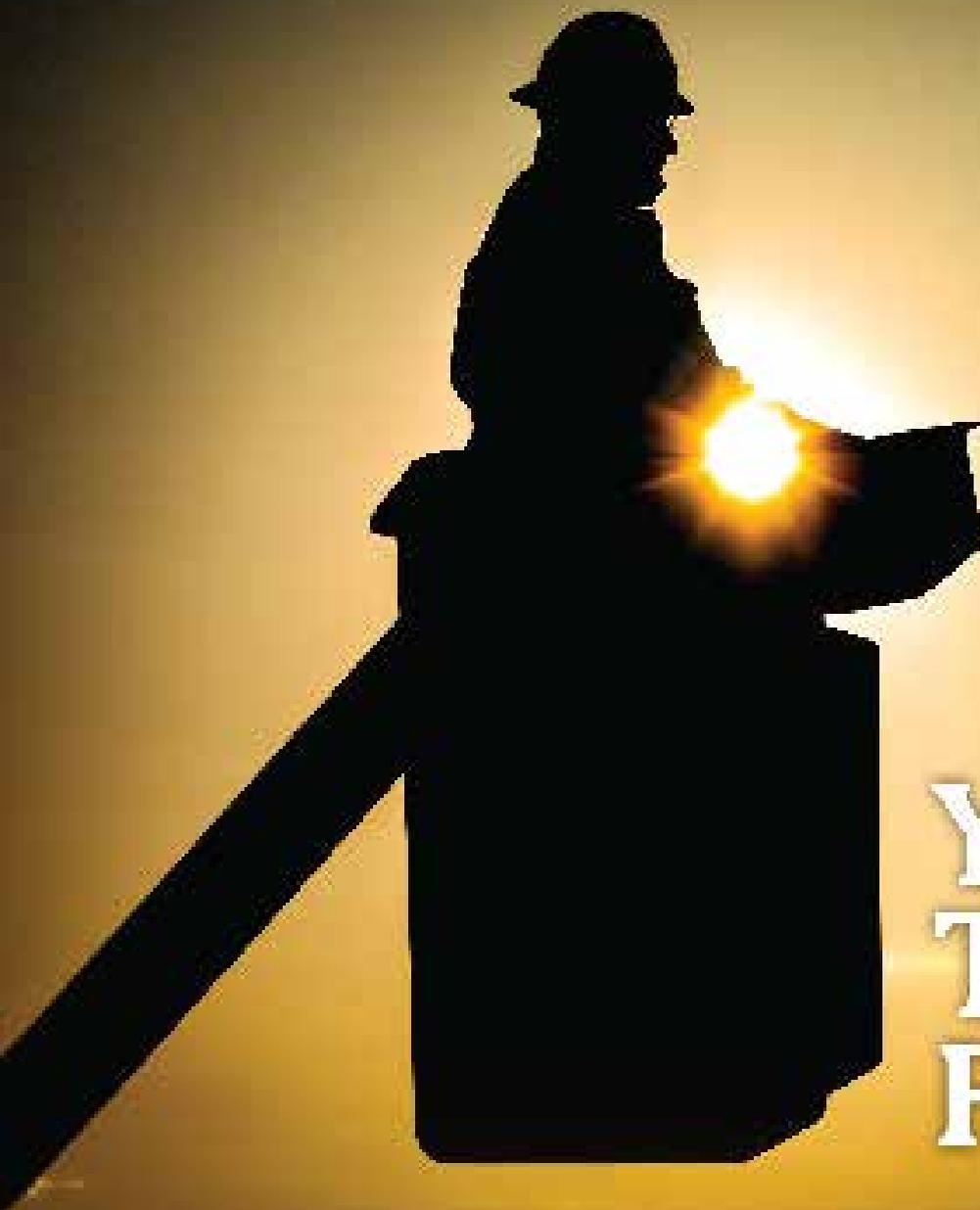
Member-owned public utility cooperative consolidates operations into warehouse with forklift resistant rack

Even before Clay Electric Cooperative sought to build a new warehouse to consolidate maintenance materials from various storage facilities into one location, the north Florida member-owned cooperative was determined to dramatically improve logistics, reliability and productivity. However, achieving this required resolving the most pressing issues encountered at its existing facilities, and engineering a solution that would lower costs and reduce downtime in the future.

The co-op, which serves approximately 170,000 accounts and services an area that stretches into 14 counties, had ongoing issues with forklifts running into and damaging the racking. Bidding for the job had to be open but would come down to more than the lowest bid. In choosing value over price alone, the co-op was looking for the best long term solution.



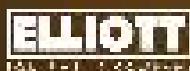
The cost effective racking system is designed to better withstand impact from forklifts. Additional supplemental protection was added to the most impact prone areas.



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“The co-op wanted to invest from day one in the proper safety gear to get the most life out of their equipment, since the value of their purchase and the safety of their operations are paramount,” says Buddy Chadwell, President of Kardex Storage, a material handling distributor in Florida.

Because the new warehouse would not require high-volume traffic, like a distribution center for example, employees would not be dedicated, full-time forklift operators. In the past, consequently, this had increased the instances of forklift impact related rack damage, so the racking had to be capable of withstanding unavoidable accidents with minimal maintenance.

In such cases, increasing rack resistance to impact can improve safety and operations while reducing the total cost of ownership including repair and premature replacement.

Generally, there are several ways to achieve this, which involve choosing the appropriate racking materials and options.

“Typical rack that uses three sided upright columns with an open back, called open back roll form rack, is more susceptible to potential accidents by operators lifting a load too high and backing out,” says Chadwell. “This can place twisting, torsional loads on the rack that can shorten its lifespan and even lead to it tipping over. It is seldom the best choice when the structure must endure frequent or long term forklift impact.”

A better choice is to opt for a cost effective racking system that is designed to withstand the increased impact, and then supplement the most impact prone areas with additional protection.

In search of a solution, Chadwell conferred with Steel King Industries, a national manufacturer of storage rack and material handling products, whose engineers reviewed the co-op’s warehouse layout and blueprint.

The engineers recommended a tubular upright rack



Clay Electric Cooperative built a new warehouse to consolidate maintenance materials from various storage facilities into one location to improve logistics, reliability and productivity.

product, with a robust four-sided column structure that offers a more suitable choice at a similar price point.

For the project, the co-op decision makers chose SK2000 pallet rack, a boltless, closed tubular upright product by Steel King.

Compared to open back roll formed columns, the closed tubular uprights are 44 times more torsion/twist resistant, with 250% greater frontal impact resistance and 68% greater side impact resistance. All beams are constructed of high-strength (55,000 p.s.i. minimum) steel, and holes are placed on the column’s face, not the corners, minimizing strength loss.

“The tubular rack is much more resistant to rack movement and twisting than open back channel designs,” says Chadwell. “This translates into a much longer usable lifespan and more operational uptime with minimal maintenance.

To make its storage racking system even more impact resistant, Clay Electric also implemented an innovative, adjustable, boltless rack column protector, called Snap-Guard, which safeguards the upright rack column from forklift damage. Constructed of structural angle, with a unique 4-rivet connection that automatically locks into the upright column, it can be adjusted and removed as needed to protect the desired storage level.

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Since a rack upright's first 6" to 12" of column from the floor is prone to forklift impact, Guard Dawg guard rail was installed.



Compared to open back roll formed columns, closed tubular uprights are 44 times more torsion/twist resistant, with 250% greater frontal impact resistance and 68% greater side impact resistance.

from integrated manufacturer like Steel King, it is all engineered to work together, with one company taking full responsibility if support is ever needed."

"Instead of a typical bolt-on design, the snap on protector snaps into the rack's tear-drop holes, which makes it very easy to install and adjust," says Chadwell.

Since a rack upright's first 6" to 12" of column from the floor is also prone to fork truck impact, particularly at end rows and intersections where maneuvering is tight, Kardex Storage also recommended and installed Guard Dawg guard rail rack protection.

The guard rail, constructed of high-strength steel angle, protects upright columns and comes in right, left or double ended guards so it is fully compatible with most end row racks.

According to Chadwell, there were distinct advantages to this turnkey approach toward integrated racking versus a less comprehensive piecemeal approach.

"Too often when a company purchases rack and then tries to mix and match guardrail or other accessories from third party sources, there can be compatibility or accountability issues," says Chadwell. "When buying

As for the end result, Chadwell says, "The closed tubular selective rack, with its accompanying guardrail and column protection, is designed to last decades longer than typical open back rack, with less maintenance and more uptime."

For its part, the co-op is already experiencing the benefits of the extra engineering that went into its new warehouse, along with its selective rack.

With more than 13,000 miles of distribution and transmission lines, the co-op has received a superior Average Service Availability Index of 99.95 percent, a measure of reliability commonly used by electric utilities. By making these types of key, targeted improvements to increase uptime, productivity and safety, Clay Electric Cooperative expects to further build on its stellar reputation and overall index rating.

For more info on optimizing warehouse storage and production, contact Steel King Industries, 2700 Chamber St., Stevens Point, WI 54481; call 800-826-0203; email: [lfraser@steelking.com](mailto:lfraser@steelking.com).

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# U.S. Companies Share Best Practices for Line Maintenance with Chinese Electric Utilities



Delegates from the China Southern Power Grid (CSD), Mongolia Power, National Energy Administration (NEA) Electricity Safety Department, and Guangzhou Foreign Commercial Service, recently visited the United States to participate in a two-week training program sponsored by the U.S. Trade

and Development Agency (USTDA). Terex Utilities participated in USTDA's China Live Power Line Maintenance Reverse Trade Mission by hosting the delegation and sharing U.S. best practices and technologies in live line maintenance. The delegates included 14 China Utility Power group representatives and 3 officials from the NEA in China.

During their visit, participants discussed grid maintenance practices and learned about equipment appropriate for these applications. "We were honored to be part of this visit as they learned about technologies and equipment used for live line maintenance in the United States," said Michael Tilden, International Sales Manager for Terex Utilities. "Terex has been rooted in the growth and maintenance of this nation's utility infrastructure since 1945 when we introduced the first digger derrick to the industry. Since then, we continue to listen, respond and deliver innovative, high quality solutions to our customers world-wide."

#### Learning Best Practices

The delegates took part in training the first week, observing best practices of distribution pole change out hosted by Rappahannock Electric Cooperative, continuing onto the Southeast Lineman Training Center (SLTC) in Trenton, Ga.

"At SLTC the delegation received training on hot line tools usage, safety processes, and procedures for different live line work applications," said Tilden. Representatives were able to operate a mix of Terex equipment, including insulated aerial devices and digger derricks, which were used in live line work applications.

#### Equipment Selection

While visiting Terex, the representatives toured the assembly processes and fiberglass boom manufacturing areas and spent time "hands on" understanding the equipment's application. "The product demonstrations will help the delegates in selecting equipment and features designed to improve efficiencies in electrical system construction and repairs," said Tilden.

Tilden added, "Terex is proud to support the China Utility Power groups and to be a key partner in their efforts on improving live line work practices."

"Rappahannock Electric Cooperative was pleased to have the opportunity to share some of our safe working procedures and best work practices at one of our jobsites as we performed live line work," said Ricky Hairfield, Director of Operations and Construction and Distribution Design. "The training went very well and everyone was interested in learning the techniques we shared. We were happy to be part of their training during their visit to the U.S."

"USTDA has found visits like these to be incredibly successful in connecting partner countries with U.S. suppliers like Terex, which can support China's live line development and safety goals, while creating opportunities for U.S. businesses," said Carl B. Kress, USTDA Regional Director for East Asia.

For more information about Terex products and services, as well as the company's training and schools, visit [www.terex.com/utilities](http://www.terex.com/utilities) •

# Electrician Invents Groundbreaking New Tool to Pull, Bend and Move Wires with Less Risk of Electrical Shock

Patented Voltclaw-12 fundamentally changes how electricians work

Nonconductive Tool Company, founded by electrician Warren Tarbell, has developed a revolutionary new tool that is leading to safer, faster and more productive work methods for electricians, maintenance professionals and Do-It-Yourselfers.

The company's latest breakthrough fills a serious gap in the hand-tool industry. It is a simple-to-use, low-cost tool that is nonconductive to allow the safer management of 12-14 gauge electrical wiring within junction boxes, switch boxes, outlets, panels or anywhere electrical wires are installed. Immediately available with an MSRP of only \$14.95 (USD), the new Voltclaw-12 is one of the most important new tools to reach the electrical market in a decade.



## ELECTRICAL HAZARDS

Until Voltclaw-12, electrical wires were typically manipulated by hand or with tools designed for other purposes, such as a screwdriver or wire stripper. These methods put the electrician in serious danger of electrical shock, especially when metal tools are used to move wires. Metal tools can also damage the insulation that protects the copper wire. Exposed bare copper wire greatly increases the chances of electrical malfunction or serious injury.

Even when circuits are turned off the danger of electrical shock remains. In a commercial building, which may have hundreds of circuits, the possibility of a wrong circuit being left on is a very real danger. Also, circuits may be accidentally turned back on during a wiring project. Using a VoltClaw provides another level of protection.

## VOLTCLAW-12 IS THE ANSWER

Molded from rugged, impact-resistant nylon, the Voltclaw-12 has no metal parts and is nonconductive up to



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## SAVE TIME AND MONEY

Engineered attachment points don't interfere with the functionality of the tools, and are more durable than simple "add-ons" that require frequent maintenance or replacement.

## BEAT THE STATISTICS

About 70% of drops happen during the exchange of the lanyard from one tool to another. The Snap-on Tools@Height system features independent tethering, which means each tool is attached to its own lanyard. Minimizing exchanges reduces the likelihood of drops and increases safety.

## MINIMIZE RISK

Independent tethering also allows the tool to be removed from and returned to its holster or pouch using just one hand. Safety is improved by allowing the user to maintain the critical "three points of contact" when working at height.

## RETAIN CONTROL

Our modular approach means you can configure the tools/holsters based on a user's personal preference, while providing a system that meets your safety standards.

See what the most comprehensive tool drop prevention solution in the industry can do for your team's safety and productivity by contacting:

**John R. Tremblay** | Power Generation & Utility Market Manager  
413-519-3380 | [John.R.Tremblay@snapon.com](mailto:John.R.Tremblay@snapon.com)



1000V. Its smooth edges allow an electrician to safely bend and move wires without damaging insulation, unlike with standard metal tools that can nick and break insulation. Since ergonomics plays a role in the tool safety, the Voltclaw-12 was designed to encourage a confident grip with only minimal torque required to secure, bend and pull wires. The stress-reducing contoured grip feels natural and comfortably in a gloved hand.

Although Voltclaw-12 weighs just a few ounces and measures less than 9 inches it is a rugged tool. It is equipped with six unique functions that greatly contribute to its value. Using the Voltclaw, the electrician can:

- Reach inside crowded junction boxes, service panels and other applications to tightly grab wires with either one of the tool's two Pull Hooks
- Push, pull or bend wires with the T-Groove by sliding the wire into the groove and twisting the tool.
- Push wires back into outlets, switch boxes, GFCIs or other tight spaces with the tool's V-groove. Push in ground wires first, white wires second and hot wires last.
- Create a J-shaped loop on the end of a pre-stripped wire with the Loop Bender. Electricians need a J-shaped loop to attach wires securely to the screws on the side of a receptacle or a switch.
- Remove or tighten twist-on wire connectors with the built-in wrench. Simply slide the wire connector into the wrench and turn counterclockwise for loosening or clockwise for tightening.

#### VOLTCLAW-12 ORIGINS

The concept behind the Voltclaw emerged nearly a decade ago. While on a job site working on a junction box, NTC founder Warren Tarbell and an apprentice were confronted with a breaker that couldn't be shut off.

Recalls Tarbell: "The apprentice said, 'I wish I had a toothbrush to pull this wire out of the box,' and that's what sparked the Voltclaw idea. Electricians want a nonconductive tool that lets them reach into a deep junction box, outlet box, switch or breaker panel and simply grab the wire. There was nothing like it on the market."

It took Tarbell and his team more than 80 prototypes to arrive at the current design. "I had a lot of assistance along the way," he notes.

"There were a lot of long days and late nights but in the end we introduced a tool that does more than just move, push and pull wires. It does it safer"

#### USER REVIEWS

"...as soon as I put the Voltclaws in my belt I found a use for them almost immediately" - Andrew Wagner, Licensed C-10 electrician

"I never liked putting metal tools on electrical wires. It never felt safe. Thank you Voltclaw. You Rock."- Chuck Klett, General Contractor, CK Construction

"I love it! I bought a set for my whole crew. We're keeping them safe"- C. Webster, General Contractor

"I was working in an over-crowded junction box when I saw a bare wire that was close to the inside metal edge. I reached in with the Voltclaw Multi-Gauge. It worked perfectly. I live to tell the tale" - Michael Lewis, Lighting Contractor

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### Emerson Targets Multiple Industries with New Fittings

Emerson is targeting the food, beverage and pharmaceutical industries with the new 4QSS liquidtight fittings featuring 316 stainless steel for dependable performance that will last decades in wet, corrosive locations.

Engineered for applications where sanitation is a critical concern, the UL Listed fittings securely connect flexible metallic electrical conduit while completely sealing off liquids, vapors and solids. A nickel-plated ferrule provides maximum surface contact with longer, more pronounced threads to ensure pull-out protection and prevention of tight bend conduit “pop-out” to help minimize costly replacements and service calls.

“The 4QSS delivers a host of advantages that our competition simply can’t match,” said Rick Jones, Product Manager at Emerson. “For one, we’ve used super-bright 316 stainless steel instead of the less rugged 304 stainless steel found in our competition’s fittings. And two, we offer better value by including a sealing ring and locknut with the package, eliminating the need for separate purchases. Finally, we are offering the fittings in the most popular sizes and configurations to meet market needs.”

[www.emerson.com](http://www.emerson.com) •



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### HD Electric Company Offers Underground Cable Fault Tester



HD Electric Company, a Textron Inc. company, now offers its new Underground Cable Fault Tester, the UCT-8, a lightweight one-piece tool that is used to test underground de-energized primary shielded voltage cables for faults.

“The most significant advantage is that the tool will digitally analyze the data gathered during a test to declare a cable ‘good’ or ‘bad’ with zero interpretation required on the part of the end-user,” said Eli Johnson, Electrical Engineer at HD Electric Company. “To give this some context, previous generations of this particular tool required the user to observe an analog needle gauge and form a judgement based on its movements,” added Johnson. “So a bad cable may show up as a needle ‘jumping around’ during the test, or landing on a value that was slightly higher than expected. The UCT-8 takes all the guesswork out of underground cable fault testing.”

Test results for underground DC leakage are clearly displayed as an analog bar graph along with an indication of a good or faulted cable.

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