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August 2018

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THE UTILITYSOURCE

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

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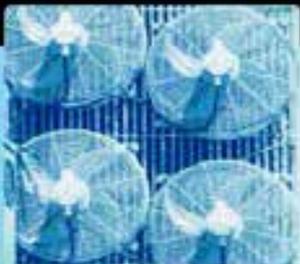
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Worley Joins Felling Trailers as Southeastern Regional Sales Manager

Felling Trailers Inc., a national leader in industrial and commercial trailers has hired Jason Worley as the new regional sales manager for the southeast, effective immediately. In this role, he will be responsible for all sales development, activity and dealer support within Tennessee, Louisiana, Mississippi, Alabama, Florida, Georgia, South Carolina, North Carolina, and Virginia.

As the regional manager for the southeast, Worley’s primary responsibilities will be to achieve region market share objectives with the existing dealer base and develop new dealers in the assigned territory providing training and product support. Jason will be taking over the southeast region once served by Nathan Uphus, who recently accepted the role of Sales Manager for Felling Trailers. “We feel Jason will play a key



role in the continued growth of the Felling Trailers brand in the southeast region,” said Nathan Uphus, Felling Sales Manager. Worley brings several years experience in the underground HDD equipment and environmental products industry where he held the role of a territory manager. As a territory manager, he oversaw multiple county territories and managed his areas with a strong focus on equipment sales, product support, education to customers, and their work crews.

Worley is glad to be part of the Felling Trailers’ team. “I have worked with Felling in different capacities over the years, and have come to know their trailers as one of the best in the industry. I am excited to work with the people at Felling and the Felling product lines,” said Jason. “Jason has a lot of industry/product knowledge, and I believe he will be an asset to our Team as we continue to grow our market share in the southeast and the underground utility markets,” said Patrick Jennissen, Vice President of Sales and Marketing at Felling Trailers. For more information, visit www.felling.com or call 1.800.245.2809.

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Outrigger Pad Pioneer DICA Celebrates 30 Years

DICA, a leading provider of engineered outrigger pads, crane pads and cribbing products, celebrated its 30th Anniversary on June 14, 2018 at Lake Panorama, Iowa, a short distance from the company's headquarters in Guthrie Center. In 1988, after being asked by a utility fleet manager, "Can you build me a better outrigger pad?," company founder Dick Koberg set out to design and manufacture outrigger pads that were longer lasting than plywood pads and easier to use.

"Making outrigger pads safer by designing products for strength, durability and ergonomics has been a guiding principle for our company since the beginning," said Kris Koberg, CEO, and second-generation leader of the company. "Those values are central to our DNA and although our product line has grown significantly over the past 30 years, those values continue to guide our product development today".

The range of equipment that DICA now works with has changed considerably during its tenure. "When we started out, we were focused on the utility industry and bucket trucks, because that's where the interest came from, said Dick Koberg. "As operators, fleet managers and safety managers in other industries began to see the benefits of fiberglass and engineered thermoplastics over wood, the range of equipment and industries that we needed to service grew as well."

Today, DICA is the only foundational support company that provides engineered solutions for equipment ranging from RV's, light duty equipment trailers and aerial equipment, up to 500-ton capacity cranes. "Our RoadWarrior Jack Pad

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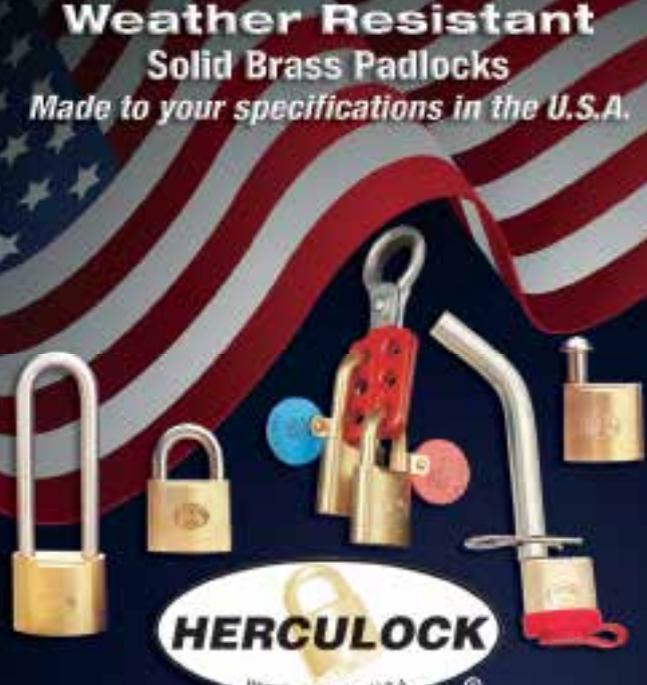
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line is a guaranteed unbreakable and ergonomic solution for all types of RV's. SafetyTech Outrigger Pads and ProStack Cribbing products are designed for equipment up to 100-tons in capacity and provide a significant strength, durability and ergonomic advantage to users, said Kris Koberg. From 100 to 500-tons, our FiberMax Crane Pads allow us to provide a 50- 60% lighter crane pad with more effective load distribution than either wood, steel plate or steel crane pads. The weight savings and the maximization of load distribution area in our FiberMax Crane Pads has been a real game changer for many of our customers".

"We would not have achieved building a better outrigger pad if it were not for the trust and support of so many customers, vendors and industry associations, and the hard work and dedication of our employees," said Kris Koberg, "We are very thankful for our history and wanted to take a moment to celebrate that with our team in June. We're tremendously excited and focused on the current and future needs of equipment users in the many industries we serve," he said.

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Upgrading LED Hazard/Warning Strobe Lights: The Future is Now



LED technology reduces power consumption while increasing the brightness of hazard and warning lights used in construction vehicles, utility vehicles, snowplows, and tow trucks

To ensure the visibility and safety of everyone on the road, the Society of Automotive Engineers (SAE) mandates that vehicles such as construction, utility, tow and snowplow trucks are equipped with hazard and warning lights. Whether roof-mounted beacons or directional surface mounted to the vehicle's body or grill, these flashing strobe lights to capture the attention of motorists and pedestrians and warn of a potentially hazardous activity or situation.

Available in several colors – amber, white and blue – and a variety of pulsating strobe effects, these lights come in several SAE classes and mounting styles depending on how quickly the vehicle will be moving.

Now, however, as the lighting world continues to transition to LEDs, these hazard and warning lights are now available in low electrical consumption, long life models that far exceed traditional halogen or gas-discharge options.

Making this move even more attractive for fleet managers are the plummeting prices of LED technology, which have decreased to the point that many vehicles that require Class 2 lights are instead being outfitted with brighter, Class 1 options given the minimal price differential.

“Today, the entire hazard and warning light industry is undergoing a significant sea change – namely, the

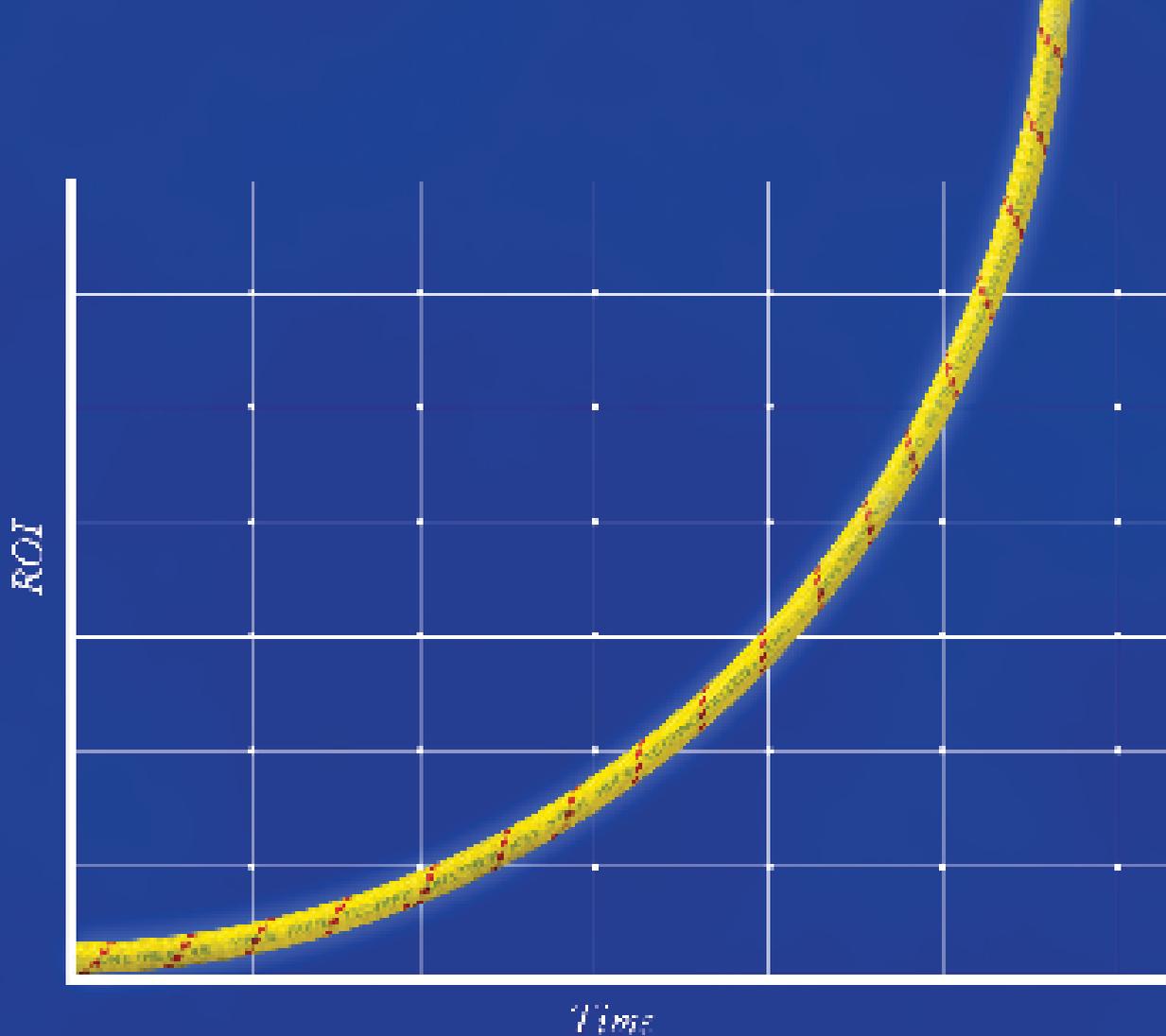
industry's shift to LED technology,” says Chris Cammack of Grote Industries, a US-based manufacturer of vehicle lighting and safety systems for that has offered warning strobe lights for over 20 years, including an array of LED models.

“The reason for this migration comes down to three factors: energy efficiency, longer service life, and brightness,” adds Cammack. “LEDs consume less power than any other lighting technology on the market and are powered by low voltage, allowing for minimal draw of electrical current from the vehicle's battery.”

By contrast, halogen lights draw an excessive amount of current, which can eventually lead to draining the vehicle's battery. In addition, they are known for poor energy efficiency, with halogen lights losing as much as 95% of their energy to heat.

Gas-discharge strobe lights are equally inefficient. However, unlike halogen lights it is not due to excessive current draw, but instead the intense and concentrated heat generated by the strobe, which can significantly shorten the service life of the flash tube.

LEDs, on the other hand, consume only 25 – 35 percent of the power of gas-discharge strobe and halogen lights. As a result, LED strobe lights have a service life that is 10 times longer, often lasting 70,000 hours or more.



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With most of the world transitioning to LEDs, the quality has also continued to improve as well. In the early days of LEDs, they were not bright enough to meet SAE requirements for luminous intensity of hazard and warning lights, measured in candelas. However, technology has advanced and LEDs are now as bright – if not brighter – than the average strobe or halogen light.

“LEDs today are much brighter,” says Cammack. “Today, they are more than bright enough to meet the SAE standard for candela over 100 feet.”

Another barrier to early adoption was the initial price point, another aspect that has dramatically changed in the past decade, says Cammack.

“The cost to upgrade to LED strobe lights was prohibitive, at least initially,” explains Cammack. “Fortunately, the prices have come down significantly in the past 10 years, and now they are about the same.”

In fact, Cammack believes LED models will soon become less expensive as fewer manufacturers make models with outdated technology. Companies like Grote have phased out other technologies in favor of LED only.

“Fewer companies are manufacturing gas-discharged strobe warning lights, so the price of those units is actually going up,” says Cammack. “In a couple of years, it will actually cost more for a gas-discharge or halogen strobe.”

For manufacturers such as Grote, the options are virtually unlimited. The company offers Class 1-3 permanent, vacuum and magnetically mounted beacon lights in both regular and high profiles and a myriad of

strobe patterns. Most of the company’s LED offerings only draw 0.4 – 0.35 amps at 12 VDC.

The company also offers LED directional surface-mount strobes in 3, 6 and 12 diode options that feature 12 different selectable flash patterns in either of two phases, including “steady-on.” These too, require only about 0.1 amps per diode.

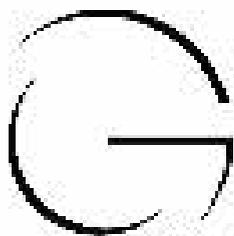
20, 30 and 40-inch LED “traffic directors” with 34 warning flash patterns and 5 phase options are also available, which are ideal for mounting on front push bumpers, pickup trucks, headache rack and running board lights.

Cammack adds that it is important when upgrading to LED strobe lights to be cautious when purchasing inexpensive, imported products. Although they may be cheaper initially, some overseas suppliers utilize lower quality LED components. Moreover, it can become an issue of warranty claims arise.

www.grote.com/warning-hazard/ •



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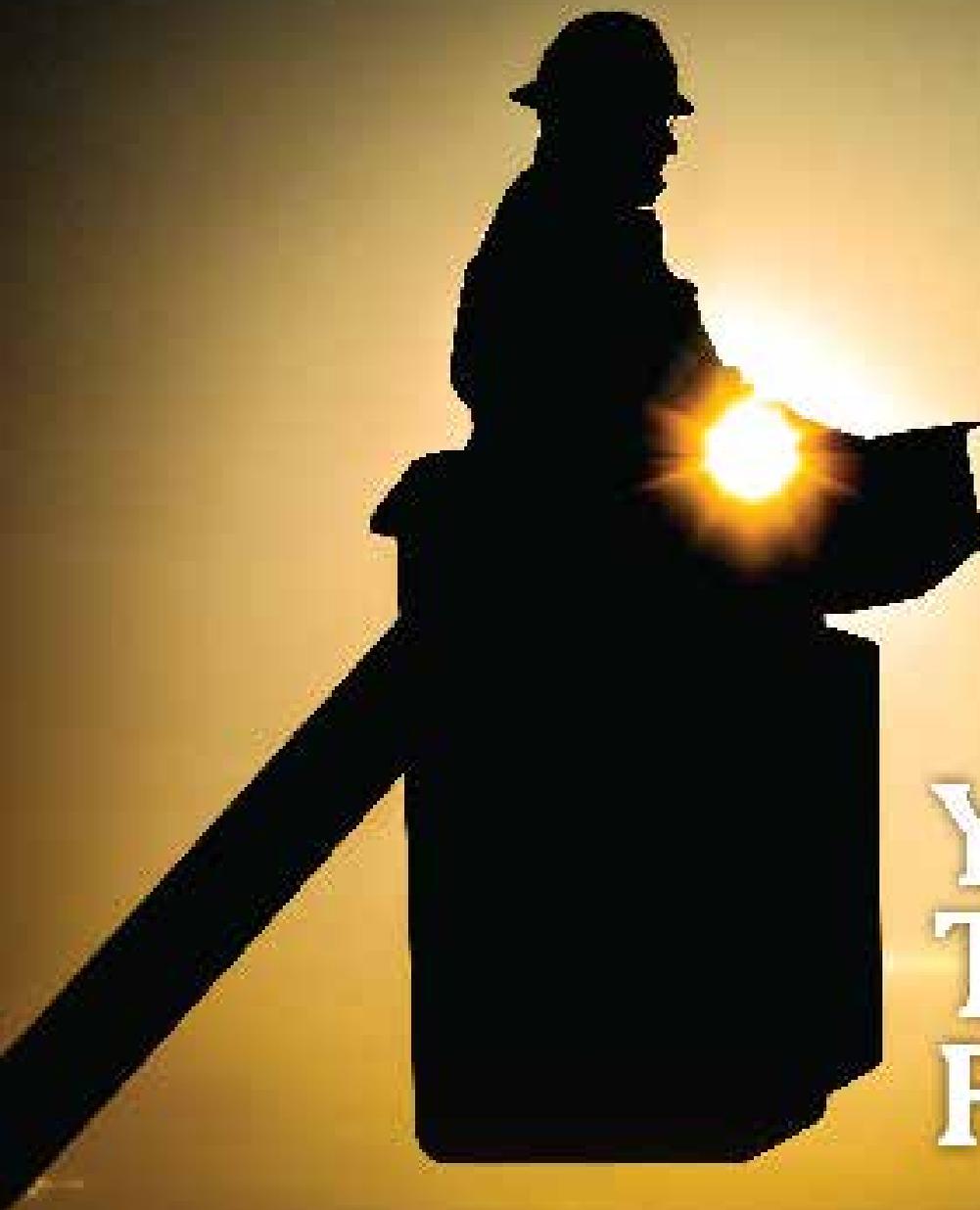
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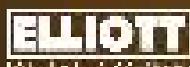
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Adjusting a Demand Throttle Switch



Terex Utilities recently published Tech Tip #67, Adjusting a Demand Throttle Switch. The Tech Tip is available for download from the Technical Support tab at www.terex.com/utilities.

“Tech Tips provide information that answers frequently asked questions or common challenges customers face,” said Jason Julius, Training and Tech Support Manager. “Tech Tips are one of the many ways Terex Utilities listens and responds to customers,” he said.

Information is intended to supplement model specific operation and maintenance manuals. Tech Tips are focused on accomplishing a single adjustment, repair, or component replacement, with step-by-step instructions and graphics. Tech Tip #67, for example, applies to Terex Utilities telescopic aerial devices and overcenter aerial devices. It discusses how to adjust the demand throttle switch so the engine speed will increase as the hydraulic pressure increases indicating a requirement for more flow to operate boom functions.

“Terex Utilities strives to provide customers with comprehensive support through the entire lifecycle of their equipment,” said Richard Gunderman, Director of Terex Services. Read this and dozens of other Tech Tips at <https://www.terex.com/utilities/en/support/technical-support/tech-tips>. •



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Painter's Utility Knife

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Drywall's Utility Knife

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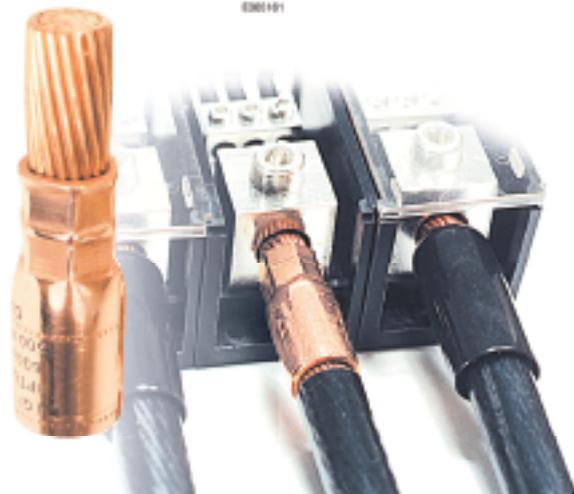
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Hino Trucks Announces Partnership with New York Jets to Become Official Commercial Truck Partner



Hino Trucks is announcing an exclusive multi-year partnership with the New York Jets. The agreement marks the first professional sports partnership for Hino Trucks and brands them the official commercial truck of the New York Jets.

“The New York Jets are extremely proud to be the first professional sports team to collaborate with Hino Trucks,” said New York Jets President Neil Glat. “Hino’s commitment to their customers and the community makes them an ideal partner for our organization.”

As the exclusive commercial truck of the New York Jets, Hino Trucks will become the presenting partner of the Jets Facebook Watch Series ‘One Jets Drive: 2018 Training Camp.’ The four-part series will feature exclusive footage from Jets Training Camp including the team’s travel, using Hino Trucks, to Richmond, Virginia, for a joint practice with the Washington Redskins.

“Hino Trucks and our participating New York metropolitan dealers, are thrilled to take this step with the New York Jets as our first sponsorship of its kind,” said Glenn Ellis, Sr. Vice President, Customer Experience. “As our partnership with the New York Jets developed, it became apparent that we have the same philosophy and fan base – people committed to working hard, passionate about what they do and connected to the streets our trucks operate on. Our partnership will go

far beyond game days and will bring together two great New York brands working together throughout the entire year.” Hino Motors Sales U.S.A., Inc. 41180 Bridge Street •Novi, MI 48375 •Ph 248.699.9300 •www.hino.com

Nine local Hino Trucks dealers will be participating in the partnership. Participating local dealers will be able to use the Jets logo at retail in conjunction with Hino advertising and promotion. Dealerships includes:

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Channellock, Inc. Launches New Line of Insulated Pliers

Today Channellock, Inc. launched its new line of Insulated Pliers designed for electricians and other professionals who need high quality OSHA-compliant pliers for safety on the job.

“Our new Insulated Pliers feature precision-machined knife-and-anvil style cutting edges to ensure perfect mating and superior cutting edge life. The cutting edges are also laser heat-treated to last longer,” said Ryan DeArment, Vice President - Sales & Marketing. “These new Insulated Pliers are made with high carbon U.S. steel for superior performance on the job, and an ultimate rust-preventive coating.”

The new Insulated Plier line includes four tools:

- 8" Long Nose Plier with a long, streamlined design for precision handling, and XLTTM Xtreme Leverage Technology to enable cutting with considerably less force than traditional high-leverage pliers. The pipe grip design will accommodate many shapes and the crosshatch teeth provide a tighter grip.
- 7" and 8" Diagonal Cutters featuring strong lap joint construction and a durable diagonal cutting-edge design. The 8" Diagonal Cutter also features XLT technology to improve cutting performance and reduce hand fatigue.
- 8" Combination Plier featuring XLT technology, crosshatch teeth for a tighter grip and a pipe grip design to accommodate many shapes.

www.channellock.com •



Klein Tools® Folding Jab Saw Enables Safer Storage and Faster Cutting



Klein Tools, for professionals since 1857, introduces the Folding Jab Saw, which folds smartly into its comfort-grip handle, enabling safer storage and eliminating puncture holes in tool bags. Additional features include triple ground teeth to cut on both the push and pull strokes as well as a lockback mechanism to secure the blade fully open at 180 degrees or 125 degrees for work in confined areas.

Folding Jab Saw (Cat. No. 31737)

- Durable, carbon steel blade with triple ground teeth cuts on both the push and pull strokes
- Lockback mechanism secures blade fully open at 180 degrees or at 125 degrees for work in hard to reach spaces
- Secure folding mechanism is as sturdy as a fixed blade jab saw
- Folding saw tucks away safely into handle to eliminate piercing through tool pouches and bags
- Cushioned handle-end provides easier palming of the saw
- Non-slip grip handle for all-day comfort
- Lanyard hole for tethering
- Designed to cut through drywall, wallboard, plywood, plastic and other construction materials

“On jobsites, we observed many torn and punctured tool bags as well struggles with storing fixed blade jab saws,” says Laura Ranieri, senior product manager at Klein Tools. “The blade on Klein’s new Folding Jab Saw can be tucked away into the tool’s handle for easy-storage, helping to prevent damage to other tools or the bag itself.”

www.kleintools.com/new-products •



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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
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