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SENIOR ACCOUNT EXECUTIVE

Hank Underwood
205-624-2182

EDITOR

Brandon Greenhill
brandon@tipsmag.net

CREATIVE/ WEB DIRECTOR

Jacklyn Greenhill
jacklyn@handfmedia.net

ADMINISTRATIVE DIRECTOR

Steven Hobson
steven@tipsmag.net

CEO
Christy Hobson

PRESIDENT
Glen Hobson



Executive and Advertising Offices

PO Box 1568

Pelham, AL 35124

phone: 205-441-5591 fax: 205-624-2185

www.theutilitysource.net

glen@handfmedia.net

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Felling's Triple Reel Trailer is Cooperative's Cable Deployment Solution



In 2003 an Electric Cooperative company, based out of southern Minnesota was looking for an alternative trailer supplier that was locally based. Having heard of Felling Trailers, the Co-op made the call and was put in touch with Laurie Engle, one of Felling's Trailer Sales Consultants. At that time Felling had been building cable reel trailers for about ten years and was considered relatively new to the utility industry. Laurie worked with the Cooperative to configure a triple reel trailer to meet their company's needs, which was the start of a 15-year partnership. "Laurie treated me well and has been nothing short of fabulous since the day we first talked," said the Operations Manager for the Coop.

The cable reel trailer that started the partnership was retired from service, the Cooperative placed the new unit, an FT-30-3 Triple Reel, in service in early 2018. The cooperative currently has five Felling cable reel trailers in service, with varying features and capacities.

A few of the features that were incorporated into the build of the FT-30-3 Triple Reel were selected to increase time efficiency and worker safety.

- A-frame reel stands: the trailer is equipped with three bolt-on reel stands. The design of the reel stands provides accessibility for the operators to load cable reels by use of a forklift vs. loading with a boom truck. The versatility to load reels this way saves the operator time and reduces safety risks. A bonus with the reel stands being bolt on; they can be moved when there is a need to adjust the tongue load, ensuring proper weight distribution when towing.
- Custom air tank: the large air tank is located in the hitch with a pressure gauge, shut off valve, and airline for the



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operation of the air brake system. "It is common for the Cooperative to deliver the reel trailer to job sites loaded with cable so that the contractors can start boring the cable underground before the Cooperative's Crew is needed on site. However, where the trailer is left on the job site isn't always where the contractor needs it to be for the boring and without an air brake equipped truck moving the trailer would be more like dragging the trailer," said the Operations Manager. The air tank feature provides the necessary air pressure for operation of the air brake system allowing the trailer to be moved to the needed location on the job site.

- **Catwalk:** As with the majority of electric cooperatives, the spring and fall of the year are the coop's busiest times. With these times of year comes a variance of weather extremes, especially in Minnesota. It is not out of the ordinary to have ice and snow in late May or in early October. The varying weather and working conditions played a strong factor in the construction of the FT-30-3 Triple Reel's catwalk feature. The catwalk runs the length of the trailer from headboard to fender and then from fender to tailboard. Constructed with grip strut with an approximate width of 10", bracing then runs underneath with a rear lip to prevent fall through.
- **Safety & Stability:** additional features that were selected for this trailer were (2) rear pull pin stabilizer legs and rubber wheel chocks. When deployed these two features work together to maintain the stability of the trailer and the integrity of the load.

The FT-30-3 Triple Reel trailers are used to haul large underground cable from job to job, but these units only represent a few of the Felling trailers that the coop has in its fleet. "Our fleet consists of 35 trailers, 20 of these are Felling trailers. The capacity and function of the trailers range from dump boxes (hydraulic dump trailers), to cable trailers and flatbeds (both drop deck and deck over). The dump boxes are used to haul dirt and sand to and from job sites. We also use them to haul logs and tree debris when we are trimming trees. The newest update to our drop deck trailers is to galvanize them. They are out quite a bit in the winter hauling our mini excavators to and from job sites, the galvanizing will help them last longer in dealing with the winter elements," said the Operations Manager. "These trailers help the work run smoothly. They are good, well-built trailers, they work great for us."

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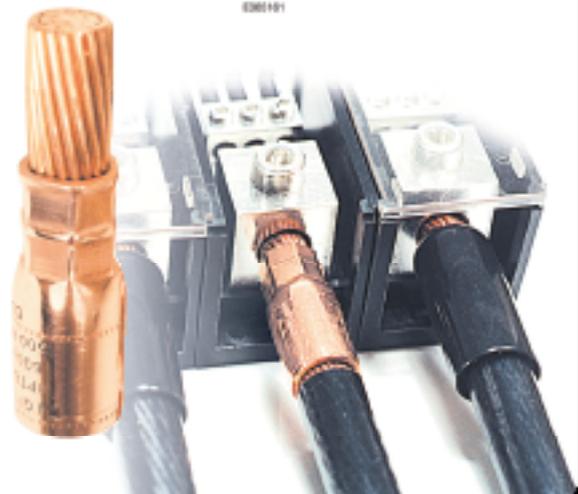
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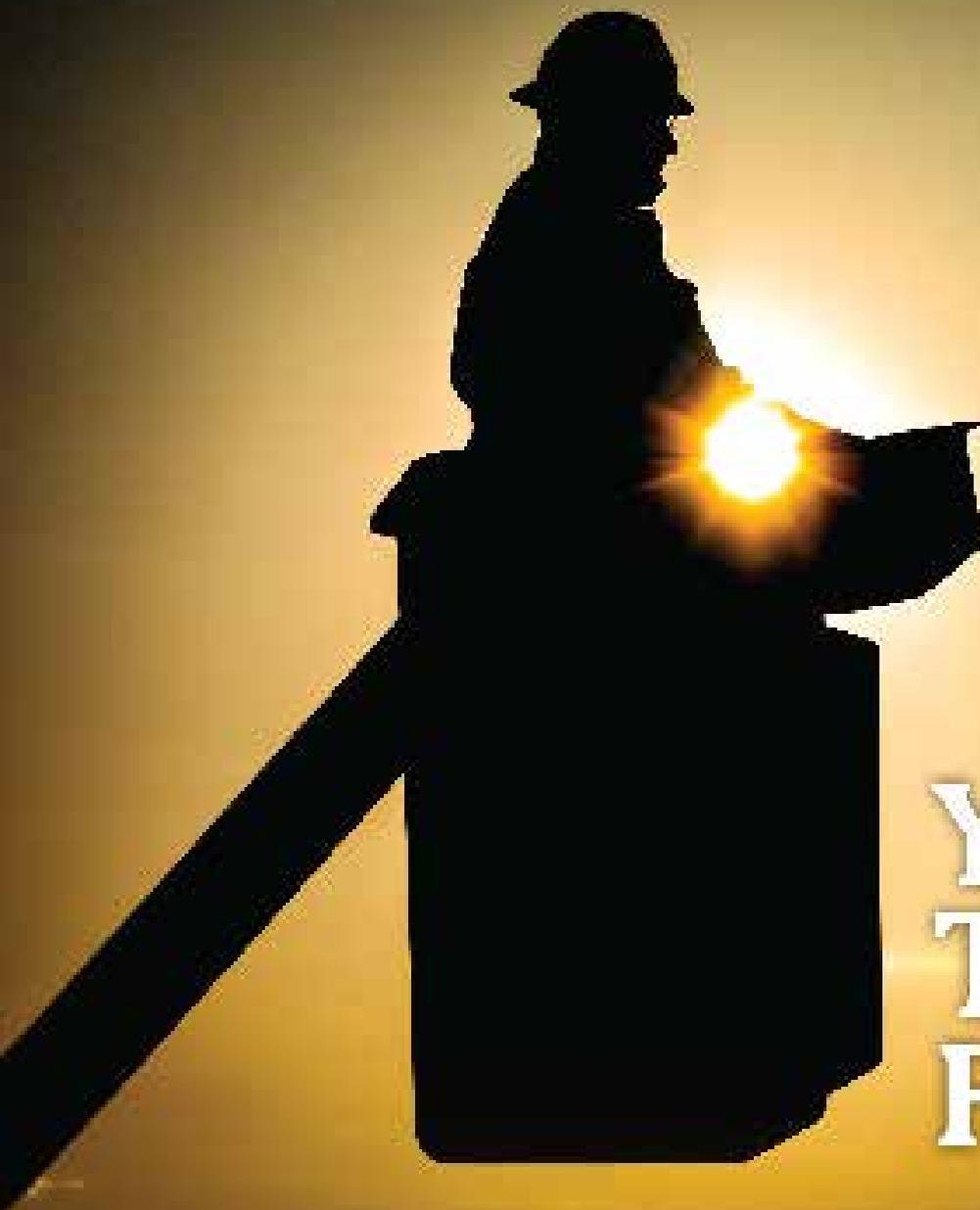


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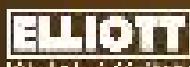
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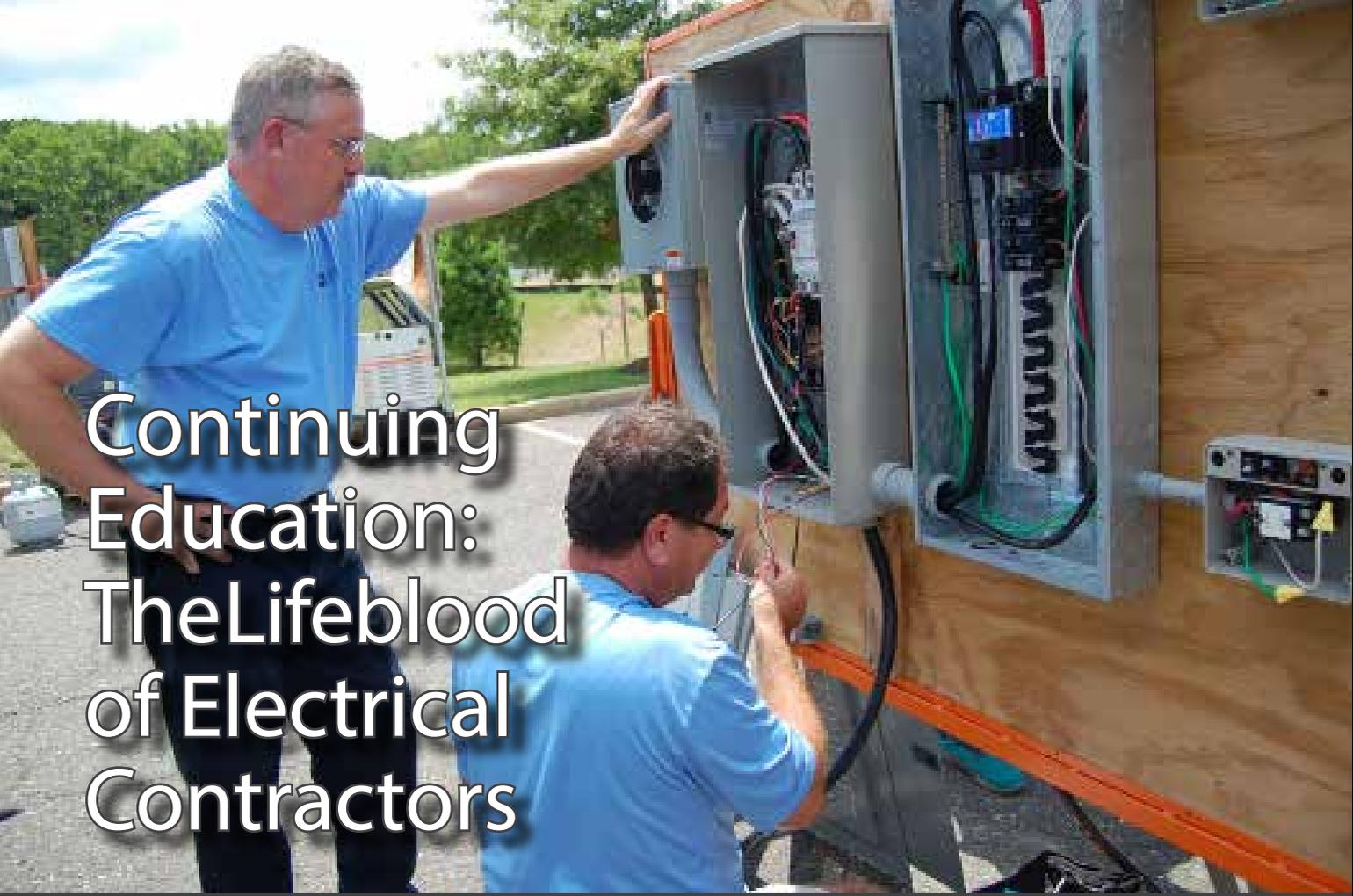
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Continuing Education: The Lifeblood of Electrical Contractors

As an experienced generation of electricians retires and new technologies emerge, ongoing education is required to satisfy NEC Code and win jobs

More than ever today, continuous education is the lifeblood of electrical contractors – it is necessary not only for doing business but also for staying on top of industry trends. Technologies – such as LED lighting, lighting controls, and whole home automation, as well as advances in generators and transformers – increasingly require ongoing education from electricians to win bids, meet demand, and stay competitive. As such, filling any gaps in knowledge is essential to successfully take on jobs, meet code, and get referrals.

Complicating matters, veteran electricians are rapidly retiring, leaving many trainees with the challenge of meeting NEC Code largely without experienced mentors and traditional apprenticeships.

Even when contractors are familiar with electrical codes, this does not mean that they have the expertise or hands on experience to select a variety of equipment new to the industry or size, install, or diagnose specialized industrial/commercial equipment. To meet construction deadlines, electrical contracting firms also often require a team that is cross trained in various skillsets.

Training in safety techniques can also be a matter of life and death for electricians. For instance, arc flashes are some of the most deadly incidents within the electrical industry, and two-thirds of arc flashes are the result of worker error.

With apprenticeships and on the job training increasingly scarce as experienced electricians retire, the gap in qualified instruction is not filled with video instruction alone. Video training and webcasts can be ad hoc, incomplete, and lack the ability of providing hands on instruction, correction, and interaction.

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As a solution, the best way to be taught remains in person, hands on, classroom instruction by the most experienced and qualified instructors in the industry. Optimally, master electricians trained in the code with decades of experience provide needed instruction and practical guidance.

Successful Training

“Technology has changed in recent years so electricians of any age, even experienced ones, have trouble keeping up without ongoing training,” says Matt Stumpf, Vice President of Operations, Partners Electric Service, Inc., a Lanham, MD based electrical contractor for industrial, commercial, and government related projects.

Stumpf points to lighting controls with addressable systems, daylight sensors, occupancy sensors, dimming capabilities, etc.

“Lighting controls and fixture packages are about 30-40% of any electrical contractor’s business these days and growing. It is also only getting more technical. With smart buildings and intelligent networked systems, every device needs to communicate, as well as be programmed by remote, laptop, or smartphone,” he says.

While this market sector is one of the fastest growing for electrical contractors, a lack of ongoing training is a recipe for problems.

“Without competent training, lighting is the number one place that contractors can waste labor, time, and money on costly callbacks,” says Stumpf. “Every lighting controls manufacturer does things a bit differently.

To keep up to date, Stumpf’s electricians recently took a

class with CapitalTristate (soon to be Capital Electric), an electrical distributor serving the Mid-Atlantic States that is dedicated to a series of in-person training sessions on a variety of subjects. The provider trained 27 of Stumpf’s electricians onsite.

“The instructor went over all the products of a leading lighting controls manufacturer: what they do, how they work together, how they are wired, the signals sent to different areas, etc.,” says Stumpf.

According to Stumpf, the goal was to train his electricians until working with the products of all the major lighting controls manufacturers becomes second nature to them.

Acquiring Practical Expertise

While electricians may have familiarity with code, without needed technical expertise in sizing, installation, and troubleshooting, they can still waste time and labor trying to deal with an issue or diagnose a problem that they do not truly understand.

“When a generator isn’t running, it is usually a different reason for every one because all the brands have their own operational peculiarities in the field, so you really need to brush up on the technical end of it,” says Ed Walsh, owner of Walsh Electric, an Alexandria, VA based electrical contractor that services commercial, industrial, residential, and government related projects.

Walsh had his electricians take a CapitalTristate generator course to enhance their technical expertise. This covers all the basic codes to properly select and



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install an optional standby system generator, and teaches the accepted methods permitted in the National Electrical Code (NEC) for sizing a permanently installed generator, as well as the proper methods for using each.

"The class puts you in a challenging troubleshooting setting, so you can learn to find and efficiently fix problems," says Walsh.

Recently, Walsh sought to deepen his understanding of grounding and bonding. This is a key fundamental of professional electricians that is not always fully understood or correctly implemented in the field.

"Grounding and bonding can be a very complicated area, but it is vital to building safety that it is done properly," he says. "If the grounding and bonding throughout the building is not installed properly and there is a power failure or lightning strike, you can end up with a fire and damaged or destroyed equipment."

So Walsh took a seminar on the subject instructed by Master Electrician and Retired Chief Electrical Inspector Wayne Robinson through CapitalTristate, which walks

electricians through the often confusing NEC rules for electrical grounding and bonding to ensure long-term safety and reduced maintenance.

"The class took all the mystery out of grounding and bonding, which can be difficult to interpret in the codebook because the code is written as a rulebook and not as an instruction manual," he says. "This helps when we do a new service installation for a commercial store or office building, so the inspection and construction schedule goes smoothly."

According to Walsh, he notices significant benefits from training with instructors who have decades of field experience, including from the vantage point of inspectors.

"The seminar instructor, Wayne Robinson, has been an electrician his entire life and brings that experience into the classroom," says Walsh. "He talks our language and provides practical examples that make the subject easy to understand and apply."

Robinson, who has instructed numerous NEC Code courses over the past 30 years, provides some perspective on the state of the industry and the need for ongoing professional education.

"Today our industry is severely lacking qualified people to do the work and there is so much demand," says Robinson. "Yet we are losing experienced electricians and foremen to retirement so they cannot mentor apprentices and journeymen on the job."

The result, he says, is that ongoing professional education is needed not only to close the shortfall in mentoring, but also to bring electricians up to speed on new technologies.

"For those in the industry that take advantage of ongoing professional education to become good, qualified electricians, the sky is the limit in terms of opportunity," he concludes.

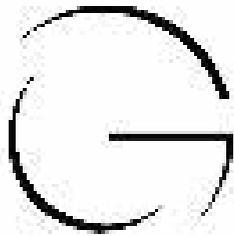
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Rayco® Forestry Mulchers Trimmer Are “Made for



s & Aerial More!"



Morbark, LLC, debuted the Rayco C120R Forestry Mulcher and AT75 Aerial Trimmer, at the TCI Expo in Charlotte, N.C., in November and will introduce the Rayco T415 in January. The new equipment was designed with customers' feedback in mind and is "Made for More" to keep pace with tree care and land-clearing crews' needs.

"At Morbark, we are focused on the customers' needs and feedback and working that feedback into continuous improvement of our equipment," says Casey Gross, Morbark Director of Tree Care Products. "Therefore, we're always looking at ease of operation, increasing productivity and reducing downtime."

T415 Forestry Mulcher and Hydra-Stumper

Rayco's powerful and versatile new T415 forestry machine allows customers to change between a Predator forestry mower/mulcher head and a Hydra Stumper stump cutter attachment for optimal vegetation management. For mowing/mulching applications, the Predator mulcher head has a 91.25" (232 cm) cutting width and is powered by a pair of variable displacement drive motors. The Hydra Stumper head muscles through stumps with its 48" (122 cm) diameter x 3" (7.6 cm) thick cutter wheel equipped with 56 Monster Tooth™ cutter tools.

Powered by a 415-HP (310-kW) CAT C9.3B Diesel Tier 4 Final engine, the T415 also boasts a closed-loop hydrostatic system to power the mulcher or cutter head, sending 140 gallons per minute (530 L/min) to the attachment's drive motor(s). The hydraulic output is power-optimized to match the engine's power curve, keeping the mulcher/stumper RPM constant even under load for a finer mulched product with fewer passes.

Rayco's exclusive elevated cooling design places engine radiators in both the rear of the engine compartment and in the limbriser for maximum cooling in even the harshest environments. Debris screens trap airborne chaff before it can plug radiator fins. Reversing fans clear debris screens on-command, extending service intervals. Other key features include Rayco's exclusive track tensioning system with monitor, which alerts the operator to over-tension situations; hydraulic tilt cab to access pumps and other components easily; and the 35,000-lb (15,875-kg) hydraulic rear winch.

C120R Forestry Mulcher

Rayco's new C120R Forestry Mulcher has the power and in-woods characteristics of a dedicated forestry machine with the versatility of rubber tracks for crossing roadways and sensitive turf. It rides on a 17.7" (450 mm) wide steel-embedded rubber track. It boasts a reliable and powerful 120-HP (89.4 kW) CAT diesel engine, while Rayco's exclusive Super Flow, closed-loop hydrostatic system delivers mulching power not found in ordinary equipment.

Purpose-built for mulching, the C120R features a 12,000-lb (5,443-kg) capacity hydraulic rear winch and a large, comfortable cab, which is certified ROPS/OPS/FOPS with escape hatches in the roof and rear window. The hydraulic cab tilt allows for easy access to critical components for maintenance.

The C120 can be outfitted with either the Predator Mulcher Head (standard, model FM120-6R) with a 71.5" (182 cm) cutting width and 36 carbide-tipped, reversible cutter teeth or the Denis CIMAF Mulcher head (optional, model FM120-6C) with a 74" (189 cm) cutting width and 27 planar cutter teeth.

AT75 Aerial Trimmer

The compact and nimble AT75 has a shorter carrier length, tight turning radius and three steering modes—front axle, four-wheel, and crab steer—for maneuverability on narrow right of ways. Machine leveling allows the whole machine to tilt up to 15 degrees while maintaining a low center of gravity for work on sloped surfaces. The AT75 has a trim height of 75' (22.9 m) with its 24" (61 cm) saw blade. The boom also can rotate up to 42 degrees clockwise and 47 degrees counterclockwise so the operator can make angled cuts quickly and safely, without tilting the cab.

The operator cabin is designed for comfort and ease of operation with a high-backed seat that is heated and features air suspension. The non-articulated carrier design utilizes a steering wheel and foot controls, making it easier and safer when driving on roadways. Rear and side-view cameras provide the operator with full visibility.

"We improved upon Rayco's previous models of the aerial trimmer and forestry mulchers, which are greatly beneficial to our customers in utility line and right-of-way clearing," said Gross. "Morbark and Rayco both have long histories of innovation as well as excellent customer service. These and future improvements are geared towards helping to make our customers successful. We look forward to continuing to revolutionize the tree care equipment industry together."

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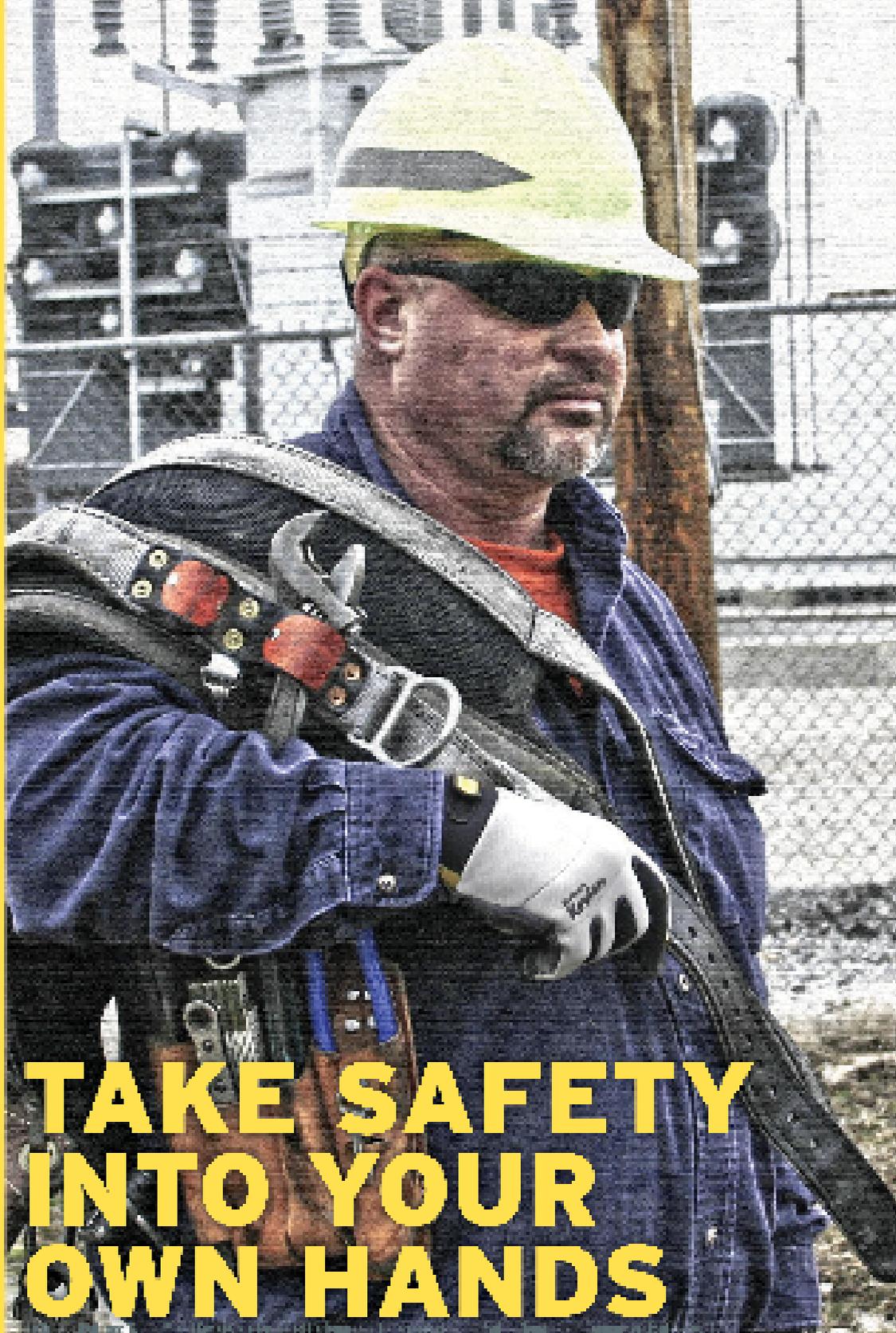
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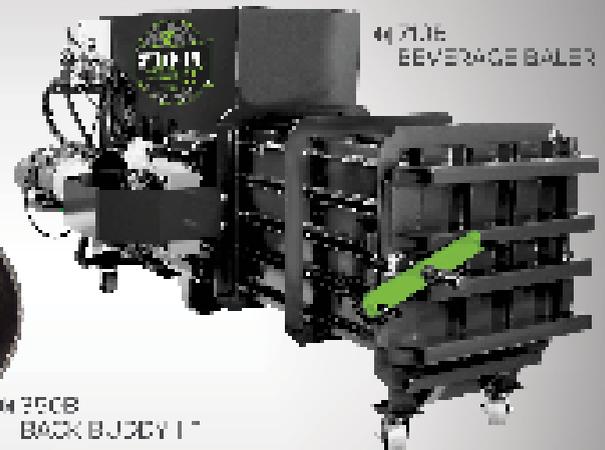
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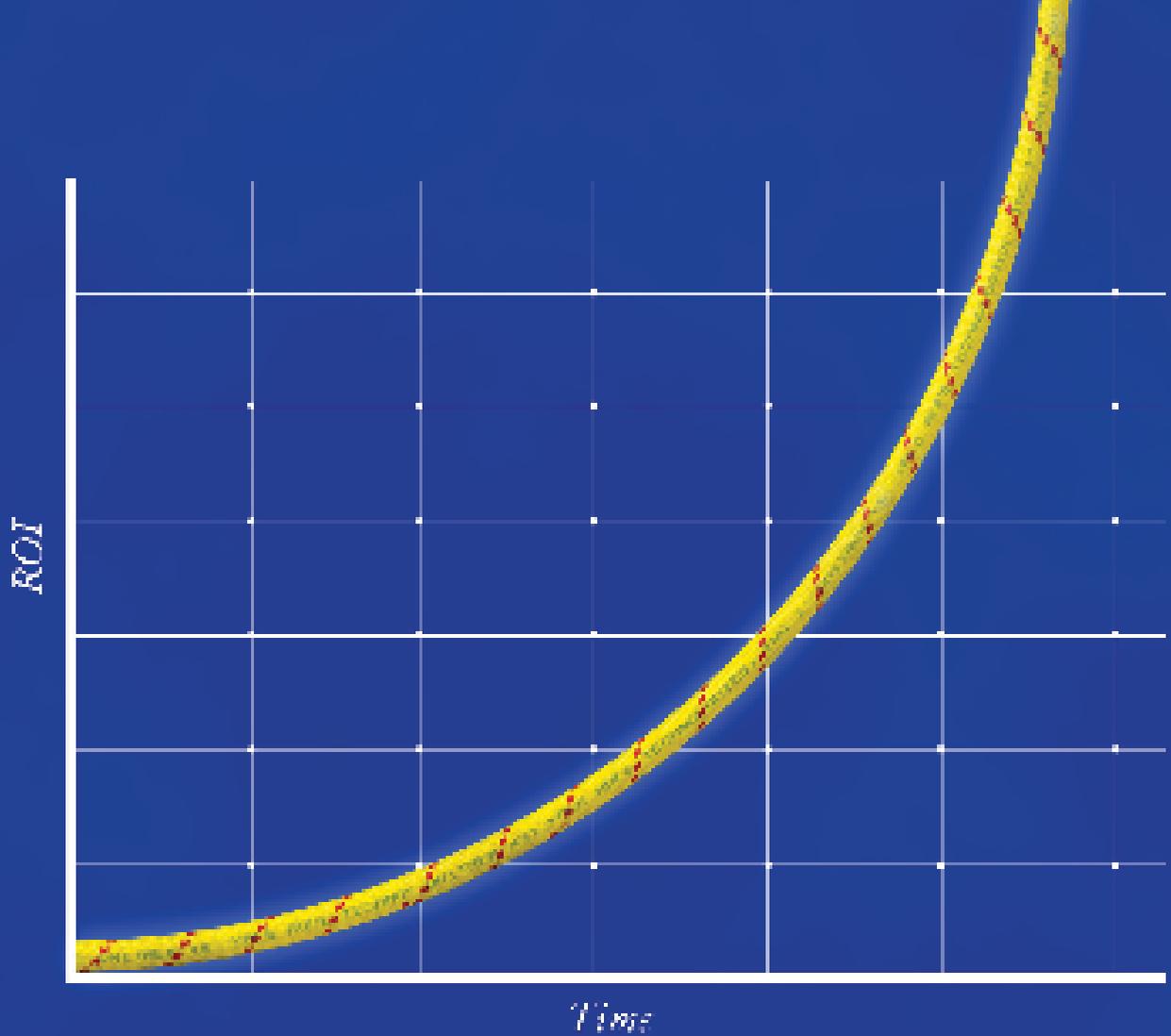


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- Adapters (6261,6235, 6236, 6361)

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The TI-95 Tire Inspector is designed to inspect non mounted passenger car and light truck tires from 13" to 24.5". The TI-95 Tire Inspector allows the operator to inspect tires for sidewall, tread and bead leakage on non mounted tires. Quick and easy inspection is accomplished by using an expandable hub and expandable rim assemblies. The mounted tire and hub assembly rotate easily for quick and easy inspection and the convenient control panel is designed for ease of operation. The TI-95 has a rigid base and stand that supports all available rim sizes mounted on the hub assembly. A standard 1/4", 90 PSI air line operates the unit and no electricity is required. We recommend the use of a good quality dual stage compressor for optimum results.

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- Other expandable rims are available to accommodate larger tire sizes



CH-10 Cheetah Bead Seater

The CH-10 Cheetah® Bead Seater will seat the bead on all truck and small tractor tires. A 2" tank opening allows use of the optional Magnum II barrel giving added "spread" of the discharge. This extends the power of the CH-10 for seating even the most difficult beads on larger diameter wheels. The CH-10 Cheetah® Bead Seater has a 10 gallon ASME certified steel tank.

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Wes Myers, Shop Service Technician from San Antonio, TX is interviewed as part of an upcoming episode of Military Makeover: Operation Career on Lifetime Network. Filming took place in Lancaster, PA at the new Terex Service Center.

Terex Team Members to be Featured in Episode of ‘Military Makeover: Operation Career’ Television Show, to air on Lifetime Network

Five Terex Service Center team members were recently interviewed for an episode of Military Makeover: Operation Career, to air on the Lifetime Network on Dec. 20 at 7:30 a.m. EST. The television series highlights military veterans who have transitioned out of the military into successful civilian careers. The Terex team members who were filmed for the show previously served in the U.S. Marines, Army, Navy, and Air Force.

“Military veterans with technical skills are a great fit with Terex Services. Terex needs diversely talented shop technicians and mobile field service technicians to serve customers,” said Richard Gunderman, VP Parts & Services for Terex Utilities, who is himself a veteran of the U.S. Marines. Gunderman has worked for Terex for more than 18 years, holding various roles in customer services, materials, and operations.

In addition to Gunderman, the other Terex team members who participated in filming the episode are Travis Robinette, Shop Service Technician from Glen Allen, Va., Wes Myers, Shop Service Technician from San Antonio, Tx., Amber Barrows, Branch Operations Specialist from Lancaster, Pa., and Robert “Butch” Beach, Field Service Technician servicing Alabama.

Robinette has been with Terex for almost six years. He served in the U.S. Army for 10 years, making three trips to Iraq during Operation Iraqi Freedom. He spent a total of 365 days in Iraq during his service.

Myers has been with Terex for eight years, initially in Field Service and for the last four years in his current position. He served nine years in the U.S. Navy as an Air Frame Structural Hydraulic Mechanic and retired from the U.S. National Guard after spending 11 years as an Aircraft Electrician.

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Barrows served in the U.S. Army for 2-1/2 years as a Medical Supply Specialist – making sure that the people on the field and the base hospital had the correct medical supplies. She has been with Terex for almost eight years and is currently the Branch Operations Specialist. As a female veteran transitioning to the civilian workforce, it was important to find an employer that was a good fit. Terex has been recognized by multiple organizations for being among the best places to work for women, including a 2018 ranking by Fairygodboss, based entirely on employee reviews, and a 2016 accolade by Women Engineer magazine.

Beach has been with Terex for almost 25 years. He served 10 years active-duty with the U.S. Air Force, then three years in the Air Force Reserve and Air National Guard. While active-duty, Beach was a Bomb Transport Specialist during war time missions and an Aerospace Ground Equipment Technician when at home. He was deployed during Operations Desert Storm, Desert Calm and the Deny Flight in Italy.

"I am honored that Terex thinks so highly of me and my contribution to the company," said Beach upon being included in the filming of the television show. "As a Field Service Technician, I enjoy the flexibility to be my own boss, with control over my schedule and coordination of work responsibilities," said Beach.

The need for skilled workers in all segments of industry, including manufacturing, continues to grow along with the U.S. economy. For the first time, there are more job openings than eligible workers to fill them. "Terex provides ongoing technical training to develop team members' skills, and encourages continuous improvement by offering free courses to team members through Terex University," said Gunderman.

"Many of the company's values align with those of military veterans—diversity, safety, servant leadership, courage. It is an exciting time to be part of the expanding manufacturing and services sector. Terex is a place where you can work and grow," he said.

Beach advises other military veterans as they prepare to transition to civilian careers: "Believe in yourself and the drive to excellence that the military instilled in all of us. Don't forget the job training that was given during your time in the military and the ability that you have to adapt to any life scenario put in front of you."

The Military Makeover: Operation Career episode featuring Terex Team Members will re-air on

Dec. 25, Jan. 16, and Jan. 22 at 7:30 a.m. EST.

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