

THE

UTILITYSOURCE

June 2020

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

GPS Tracking of Construction Vehicle Fleets is Increasing Profitability



Peterbilt Reintroduces Model
389 Pride; Class Package

Rugged Dependability

STANDARD IN EVERY MACHINE WE BUILD!

Hogg & Davis has been proudly manufacturing utility line equipment for more than half a century.



Our trusted products are part of the fleets and tool cribs of nearly every investor-owned power and communications company in the United States and Beyond.



HOGG & DAVIS, Inc.

HOGG & DAVIS, INC.

3800 EAGLE LOOP • ODELL, OR 97044

TEL 541.354.1001 • FAX 541.354.1080

WWW.HOGGDAVIS.COM

REPAIR CONDUIT IN A SNAP!

- No Tape
- No Plastic Straps,
- No Metallic Straps

NO KIDDING!

Designed especially for
power, communications,
and fiber optics



“The World Leader In Split Conduit Products”



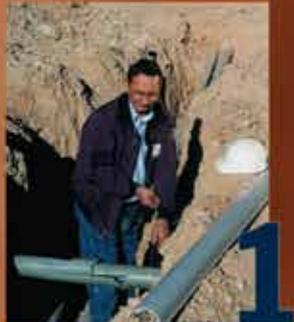
Conduit Repair Systems, Inc.

The World Leader In Split Conduit Products

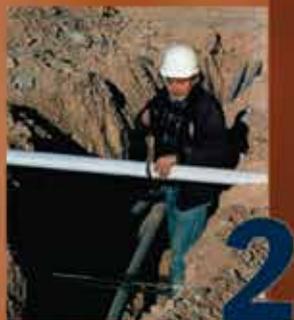
800-670-1804

fax: 435-673-8724

email: crs@conduitrepair.com



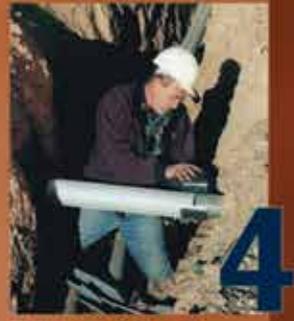
1
Step 1: Remove
Damaged Conduit



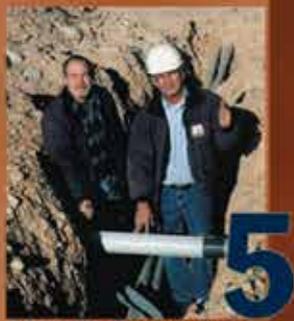
2
Step 2: Cut Split
Duct Conduit to Fit



3
Step 3: Snap in
Place



4
Step 4: Attach
Adapters



5
Step 5: Finish Job
in Record Time

Please Visit Our Website at WWW.CONDUITREPAIR.COM

PG 6	New in Skyward: Live Flight Tracking for Drone Operations
PG 10	Peterbilt Reintroduces Model 389 Pride; Class Package
PG 14	GPS Tracking of Construction Vehicle Fleets is Increasing Profitability
PG 18	Monthly Buyer's Guide
PG 20	Ad Index



Pg 14

THE UTILITYSOURCE

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

Vol. 20 Issue 6

PUBLISHER

Glen Hobson
205-441-5591
glen@tipsmag.net

ADMINISTRATIVE DIRECTOR

Steven Hobson
steven@tipsmag.net

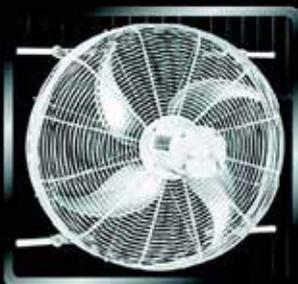
EDITOR

Brandon Greenhill
brandon@handfmedia.net

CREATIVE/ WEB DIRECTOR

Jacklyn Greenhill
jacklyn@handfmedia.net

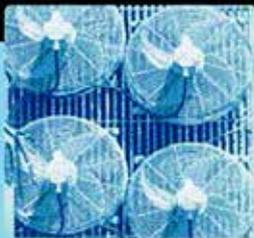
Get Cool!



Extend transformer life!

Increase transformer capacity up to 166%!

- expert technical assistance
- low sound levels
- energy-efficient motors
- large inventory
- one-piece cast aluminum blades
- galvanized or stainless steel guards



quality engineered, performance tested

P.O. Box 187 Germantown, Wisconsin 53022

262.255.2318

www.krenzvent.com

P.O. Box 1568 • Pelham, AL 35124
Phone: 205-441-5591 • Fax: 205-624-2181
www.theutilitysource.net
info@theutilitysource.net



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

The Utility Source™ is distributed to Power, Telcom and CATV Utilities and Utility Contractors throughout the USA. Publisher is not liable for all content (including editorial and illustrations provided by advertisers) of advertisements published and does not accept responsibility for any claims made against the publisher. It is the advertiser's or agency's responsibility to obtain appropriate releases on any item or individuals pictured in an advertisement. Reproduction of this magazine in whole or in part is prohibited without prior written permission from the publisher.

POSTMASTER: Send address changes to
H & F Media, Inc. P.O. Box 1568
Pelham, AL 35124
PRINTED IN THE USA



Expanded Polypropylene Grade Ring System



THE FASTEST AND LIGHTEST GRADE ADJUSTMENT SYSTEM.



OVER 175,000 INSTALLED

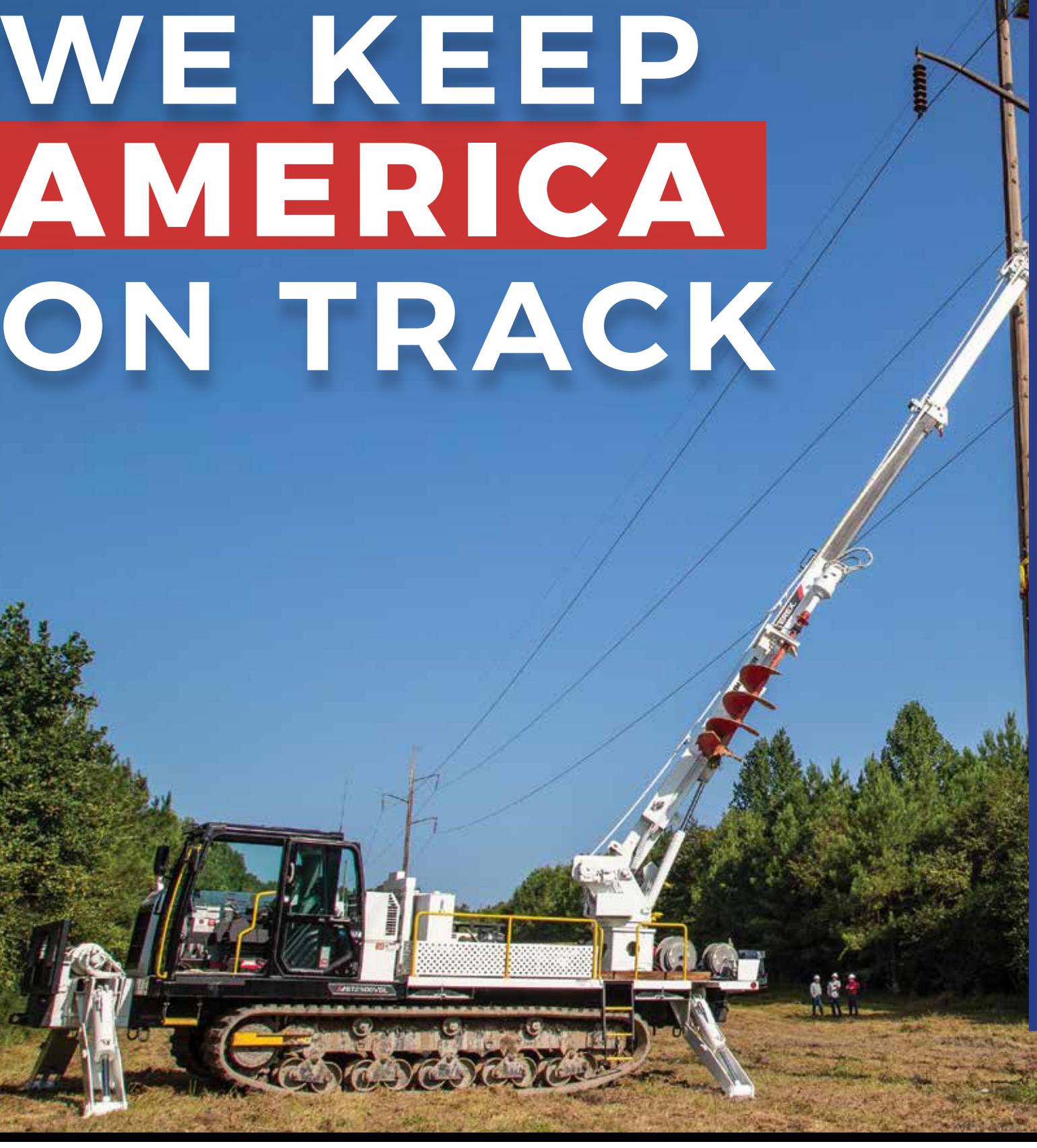
Used for more than a decade in the municipal sewer industry Cretex Specialty Products is now making our Pro-Ring expanded polypropylene (EPP) grade system available to power utilities and the telecom industry. These rings are light weight, yet traffic rated and come in varying thicknesses from $\frac{3}{4}$ " to 6" and we offer an angled or tapered ring as well. Our newest size has a 36" ID x 46" OD. Custom made sizes available.

AVAILABLE IN RECTANGULAR AND
SQUARE SHAPES



800-345-3764 info@cretexseals.com www.cretexseals.com

WE KEEP AMERICA ON TRACK



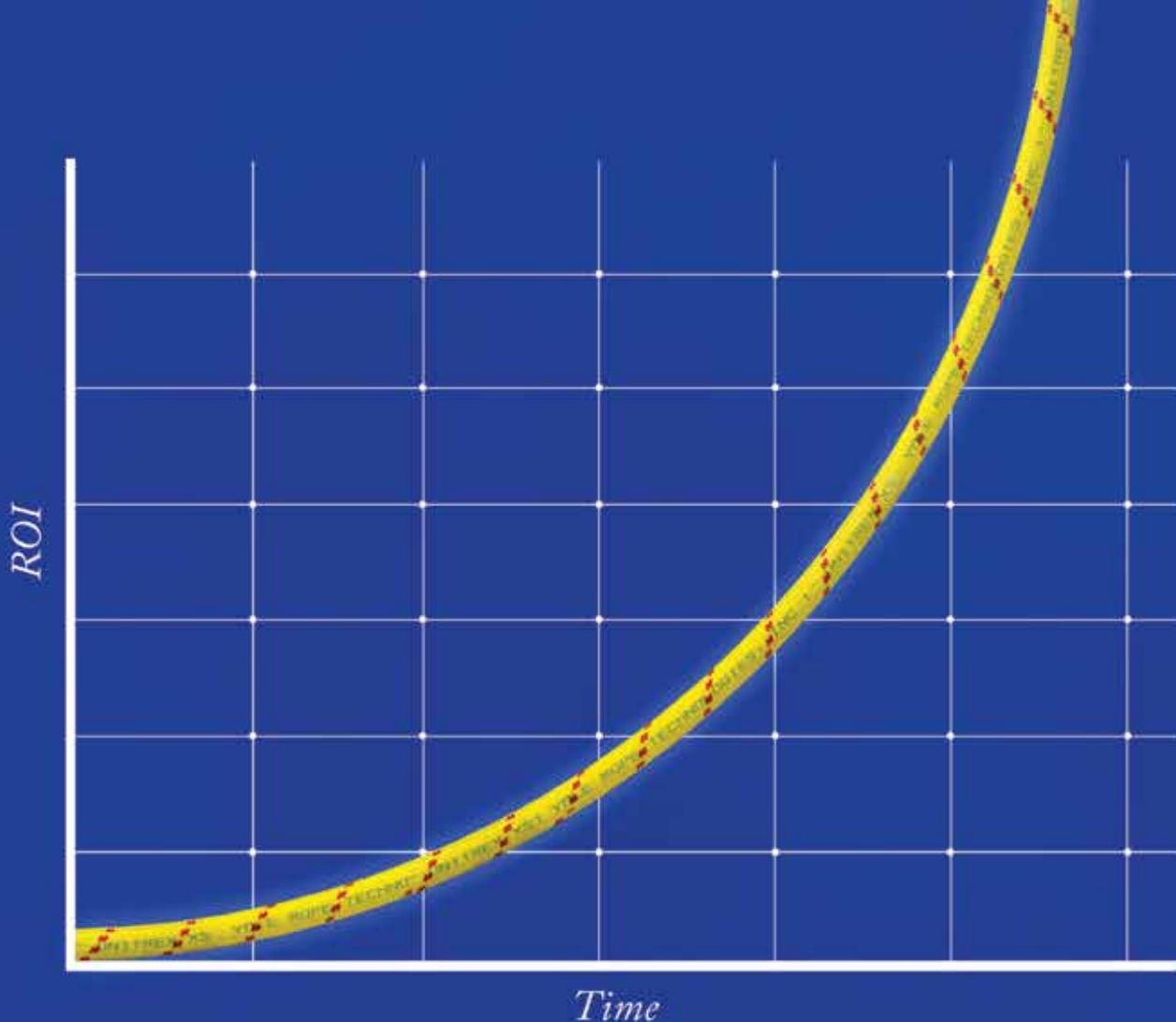
MOROOKA

UTILITY CARRIERS

Call: 800-365-7260

OR

Visit: morookacarriers.com



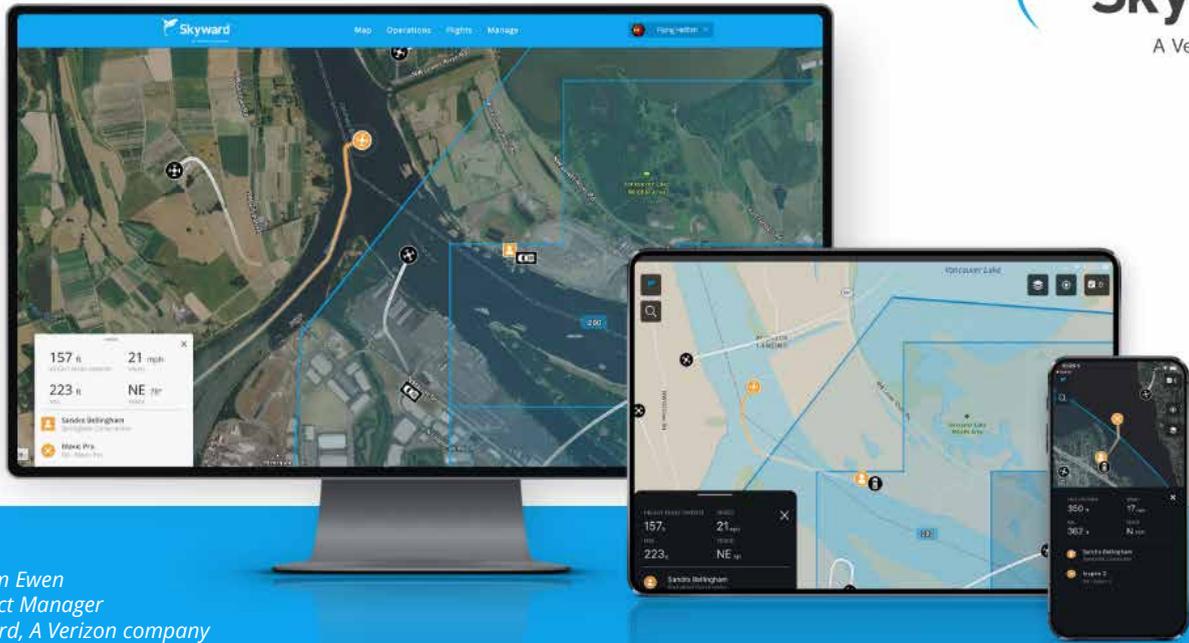
Unitrex XS™ Max Wear. Unmatched performance in the field and in the boardroom.

Electric line stringing is easier and more economical with Unitrex™. Made with a core of Honeywell Spectra®, it is up to 10 times lighter than steel, while delivering comparable strength. The urethane-coated polyester jacket provides excellent abrasion resistance for great productivity that lasts.

To learn more, visit www.yalecordage.com

YALE CORDAGE
Performance. Passion. Possibilities.

77 Industrial Park Road | Saco, Maine 04072 | p (207) 282-3396, f (207) 282-4620



By Sam Ewen
Product Manager
Skyward, A Verizon company

New in Skyward: Live Flight Tracking for Drone Operations

Over the last few months, Skyward has been hard at work on the latest developments in our Aviation Management Platform. Today, I'm excited to announce a brand new feature to support program oversight and risk mitigation: Live Flights. With today's release, you can monitor your drone flights anywhere you have connectivity: from the office, the field, or even at home. Live Flights also serves as a foundation for Skyward's implementation of Remote ID.

You can learn more about Live Flights and other new features in Skyward's upcoming webinar: Drone Program Management – Inside the Skyward Platform.

Live Flights — Track your drone flights in real time

No matter where you're running your drone operations from, Skyward now offers the capability to see all your organization's active drone flights in essentially real time. For managers in the office, this empowers greater oversight and transparency across the organization. For pilots in the field, it increases situational awareness and supports coordination during complex aviation operations.

When subscribers fly with Skyward's InFlight mobile GCS, aircraft information is sent into Skyward's new Live Flights map. The map offers at-a-glance information including the drone's location and flight path over the last 60 seconds. When you click on a drone, the map displays detailed information about the flight including aircraft ID, location, altitude, and velocity, as well as the location of the GCS and key pilot information. This information is visible on Skyward's web and mobile apps to everyone within the organization.

ROME

Available in 10, 12, 14, and 16 foot widths



Manufacturing Heavy Duty Construction and Agricultural Equipment Since 1932

ROME Plow has been the premier name in heavy duty disc plows for over 87 years.

Available in 16, 18, 20, 24, and 30 foot widths



ROME has been manufacturing pivot dump and ejector scrapers for over 45 years for the construction and agricultural industries.



Available with 36 or 42" blades, and up to 20' wide

ROME also manufactures a full line of leveling scrapers (with and without gates) and haul road maintenance tools (with and without rollers)



Available in 18 and 22 yard versions

For more information on our products or for the closest authorized ROME dealer please contact us.

Available in 24, 28, 31, 34 and 37 Yards



770-748-4450 - www.romeplow.com

Steel Tracks available to fit any articulating tractor.

WE HAVE THE ROPE TO GET THE JOB DONE.



800-358-7673

www.bucope.com

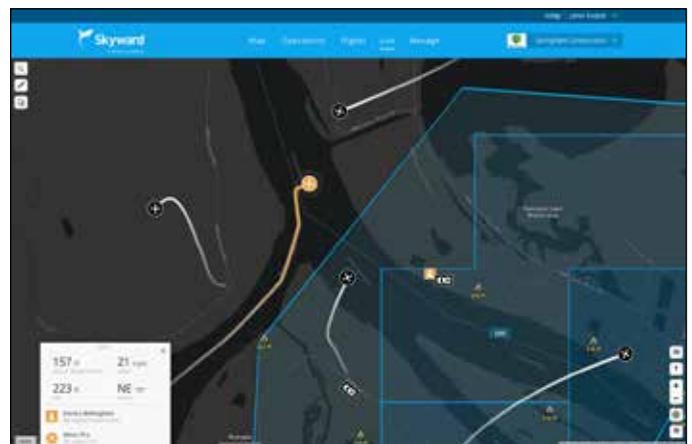
Customers with an Enterprise Skyward subscription can also use InFlight to self-report their location, flagging the position of items such as vehicles, observers, drones not compatible with InFlight, or landmarks. And administrators of enterprise accounts can see live flight information for all the organizations they manage.

A basis for Remote ID

Live Flights serves as a foundation for Skyward's implementation of Remote ID. With the ability to transmit live position and identification data, Skyward aims to become a Remote ID UAS Service Supplier (USS). Today, Skyward lets program managers know who's flying and where, improving visibility and compliance for enterprise drone programs. Tomorrow, we look toward a system of Universal Traffic Management in the National Airspace System.

For detailed information on how to use Live Flights, visit the Skyward User Guide Page. Please note that InFlight currently supports only DJI aircraft, with additional aircraft planned for the future.

Live Flights puts even more airspace intelligence and management tools at your disposal to help you oversee your drone program as safely and efficiently as possible. To get started, visit the web app or log into InFlight. If you aren't a Skyward subscriber, see how Skyward's Aviation Management Platform can help your drone program improve airspace intelligence, safety, and efficiency. •



Making perfect connections has never been simpler. In fact, now it's a **SNAP!**

NEW *SNAP* Connectors from Greaves. A revolutionary compression connector concept that gets the job done with just a few turns of a standard wrench!

- ▶ Time-saving, easy installation
- ▶ Superior pull-out strength and conductivity
- ▶ No bulky and costly tools and dies



GREAVES

Peterbilt Reintroduces Model 389 Pride; Class Package

Peterbilt Motors Company is proud to announce the return of the Model 389 Pride; Class package due to popular demand. Introduced with a limited production run in 2014 and 2017, the Model 389 Pride; Class package's unique styling and touches of understated elegance truly set this truck apart from all others.



Key external features of the Model 389 Pride; Class package include a highly polished hood crown surrounding a classic style louvered grille sheet, a brightly polished hood spine, chrome hood side accents, and polished hood fenders. The side of the truck is accentuated with polished rocker panels, bright cowl skirts, battery box, fuel tanks, and trimmed mud flaps. The iconic exterior look is finished off with a polished exterior sun visor, bumper, exhaust stacks and an exclusive Pride; Class emblem on the sleeper.

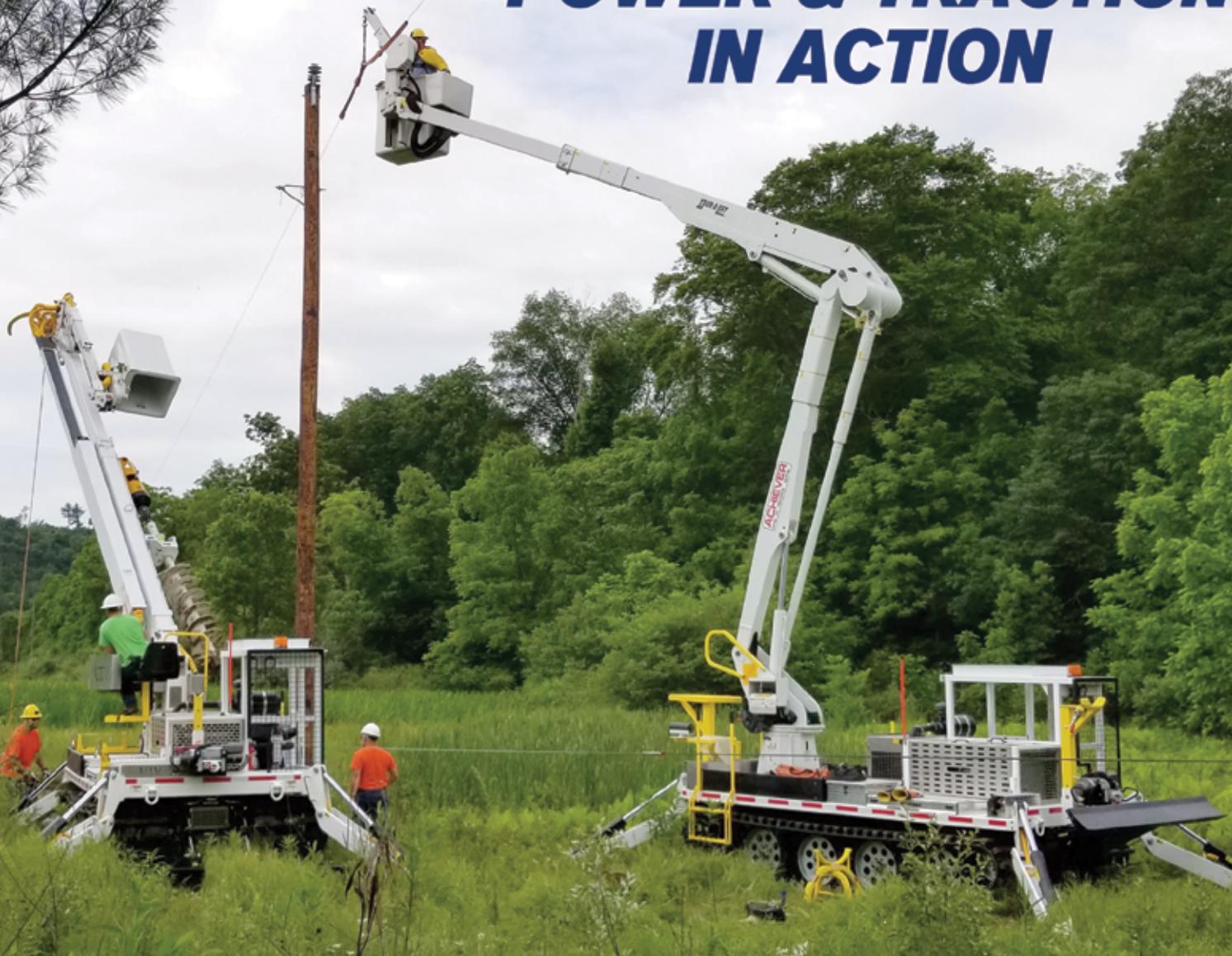
The distinctive features of the Model 389 Pride; Class package continue on the inside of the truck as well with a luxurious Platinum Arctic Gray interior, charcoal dash top and Blackwood-finish trim accents throughout the cab. Premium black leather seats are embroidered with the Pride & Class logo on the headrests and go nicely with the black, luxury carpet lines found in the spacious cab and sleeper. Bright gauge bezels, a special steering wheel and Pride; Class emblems on the dash and accent trim round out the interior experience.

"The Model 389 Pride; Class package takes a place among Peterbilt's most iconic trucks. With unparalleled performance and distinctive design, it furthers our proud tradition of providing trucks with industry-leading styling, quality and value," said Robert Woodall, Assistant General Manager Sales and Marketing.

The Model 389 Pride; Class is available now for order through Peterbilt dealerships.

www.peterbilt.com •

POWER & TRACTION IN ACTION



ACHIEVER
RT-02 DD DIGGER DERRICK

ACHIEVER
DPM-52 TRACKED AERIAL

TRACKED DIGGER DERRICKS & AERIALS

- 57' working height (aerial)
- Exclusive hydraulic fold-out/removable bucket (digger derrick)
- Can be towed on a 10 ton trailer behind a line truck
- Sets up to 65' poles / 24" diameter
- 2.25 psi ground pressure (loaded), 17,500 lbs, 134 hp
- Super stable 45° hydraulic radial outriggers
- The shortest production lead times in the industry



For more information or to schedule a demonstration contact UTV International today.

2sales@utvint.com

1-800-985-8665

www.utvint.com

SALE

REAMERS, SONDE HOUSINGS, AND DRILL BITS

DRILL PIPES



MUD SYSTEMS



**FULL LINE OF
CUSTOM HDD RIGS**
DIRECTIONAL DRILLING EQUIPMENT
LOCATING SYSTEMS
AND HDD TOOLING



HDD RIGS | MUD SYSTEMS | LOCATING SYSTEMS | DRILL PIPES | REAMERS | HDD TOOLING | MUD SUPPLIES | ACCESSORIES

MORE EQUIPMENT OWNERS RELY ON US.

We're proud that Dominion
Rubber Tracks are the

**#1 SELLING
RUBBER TRACK**

brand in America.

CALL US TODAY
TO GET THE BEST
PRICE ON
RUBBER TRACKS,
YANMAR PARTS
& UNDERCARRIAGE
PARTS

800-365-7260

DOMINION
Equipment Parts

depparts.com

Ashland, VA » Jacksonville, FL » Dallas, TX » Cincinnati, OH » Portland, OR »
Sacramento, CA » Schenectady, NY » Leduc, AB

GPS Tracking of Construction Vehicle Fleets is Increasing Profitability



Real-time, 24/7 tracking enables optimal resource allocation across jobsites

Construction companies and contractors rely heavily on how efficiently they are able to allocate their vehicles, equipment, and labor for each job. Jobsites can be separated sometimes by hundreds or thousands of miles so effective construction management requires virtually continuous fleet tracking to ensure that nothing sits idle for long in order to improve profitability.

On top of this, with the construction company or contractor name/logo emblazoned on vehicles for the public to see, it is vital to prevent any unprofessional actions, such as speeding or reckless driving, that could hurt their brand, compromise contracts, or even invite liability in the case of serious accidents.

As a proactive response, a growing number of construction managers are turning to GPS tracking of their fleet vehicles to ensure better construction management logistics and clear driver accountability. This is resulting in a more optimal, profitable use of construction vehicles, equipment, and labor for each job, as well as safer driving.

"We use GPS tracking to know where our equipment is so we can quickly get it to the next jobsite," says Robert Hanneman, Business Development/Fleet Manager at Chelsea, Oklahoma based K&D Construction Services, a specialty foundation contractor serving the utilities market in a six-state area with a full suite of construction foundation services. "We use it when we schedule which jobs need which pieces of equipment to ensure that everybody gets what they need and nothing extra. It also helps us keep our drivers safe and accountable for their driving."

However, not all GPS tracking systems are designed to withstand rough use at construction worksites.

WE LISTEN. WE RESPOND. WE DELIVER.

FOCUSED ON BEING YOUR STRATEGIC PARTNER – DELIVERING ROBUST EQUIPMENT AND LIFECYCLE SOLUTIONS.



Auger Drills



Digger Derricks



Aerial Devices



Parts & Service Support

Everything we do at Terex Utilities starts with YOU – our customer.

We listen to your challenges and needs. We work to get to know you – and what you need in order to get the job done. The Terex team is committed to delivering reliable equipment, innovative technology, quality service as well as parts and auger tooling. The company has been the leader in technology and innovation in the electric utility industry for more than 70 years. We are proud of our history and excited for what's to come.

Give us a call at 844-TEREX-4U for your equipment, service and parts needs.

www.terex.com/utilities



TEREX®

WORKS FOR YOU.™

"We work for utility companies and spend a lot of time out on dirt roads so the equipment gets bounced around," says Hanneman. "We had too much trouble with previous GPS tracking devices that were not reliable in the field."

When Hanneman researched the market for a replacement, he turned to a rugged system called Shadow Tracker Vision III from Advanced Tracking Technologies (ATTI), a Houston, Texas-based designer and manufacturer of GPS tracking products. The system is designed for construction use, and costs about half of what he was paying previously.

"The more reliable the GPS tracking system – even in rougher terrain – the better it is for construction, and theirs has been pretty darn reliable," says Hanneman, who uses the devices on about 45 vehicles including semi-trucks, 1-ton and ¾-ton trucks, as well as skid steers, mini excavators, etc.

As far as pricing, Hanneman notes that he pays under \$20 a month per vehicle for the GPS tracking.

He appreciates that he can use the one system to track all of his construction fleet vehicles. "I did not want to look at multiple systems to see different things, with one set of trackers for the trucks and another for the skid steers and mini excavators."

According to Hanneman, via a PC or smartphone app approved by ATTI he can display the real-time location of his entire fleet on a map, and zoom in on any specific vehicle. At a glance, he can see if a vehicle is moving (displays green) or stopped (displays red). If he touches a vehicle icon, the app will display where the vehicle has been, where it stopped, and how long it has idled.

"By zooming in or out on the map, we can see everything," says Hanneman. "We can look where the different crews are and see what equipment they have with them in case we need to reallocate equipment to other places, depending on the job tasks."

Hanneman notes that job tasks are not always the same from one jobsite to the next. "Maybe one crew has four skid steers, another has one, and I need to move skid steers around between the different crews," he says.

Compared with typical GPS tracking devices that may only update every few minutes, the system provides real-time location updates every 10-seconds, as well as location, speed and idle time alerts if something is amiss. This data is transmitted via satellite and cellular networks to a smartphone or PC on a 24/7 basis. The system has access to nationwide speed limits in its database.

"We have multiple crews working in multiple states, so being able to track where our vehicle fleet is in real-time 24/7 is a real advantage," says Hanneman. "It also helps if we need to respond quickly to a need for emergency construction, such as for repair after a storm."

While K&D Construction Services has a great work crew, according to Hanneman, the GPS tracking system has helped his drivers to drive more safely and take greater responsibility for their own conduct without the need to micro manage.

"A few years ago, speeding was a concern so I set up the GPS tracking system so it emails basically everybody in the company anytime a truck is speeding," says Hanneman, who notes that he gave drivers enough time to pass a vehicle on the highway. "I found that was actually a lot more useful than me trying to reprimand them. Now, they essentially police themselves."

According to Hanneman, the better driving is helping to improve K&D Construction Services' bottom line too.

"Our drivers are hardly ever pulled over by law enforcement now because they do not speed, which is a red flag to be stopped," says Hanneman. "This has made a big difference on our Compliance Safety Accountability scores, and we expect better insurance rates going forward too."

For a free demo, visit <https://www.advantrack.com/free-demo/>. For more information contact Advanced Tracking Technologies, 6001 Savoy Drive, Suite 301, Houston, TX 77036; visit www.advantrack.com; call 800-279-0035; email sales@advantrack.com.

www.advantrack.com/free-demo/ •



RENTAL EQUIPMENT THAT WORKS AS HARD AS YOUR CREW

NESCO isn't just a premier provider of utility rental equipment, but a leader in responsiveness and support for all customers. Dedicated rental and service teams, combined with one of the industry's largest rental fleets, ensure NESCO meets your job site needs.

**AERIAL > DIGGERS > CRANES > STRINGING EQUIPMENT
UNDERGROUND > TOOLS & ACCESSORIES**



800-252-0043
www.NESCORENTALS.com



Monthly Buyer's Guide

- **Buccaneer Rope**
22319 Alabama Hwy.79
Scottsboro, Al 35768
800-358-7673
www.bucrope.com
- **Cleanfix Reversible Fans**
250 Wright Blvd.
Stratford, ON, CN N4Z1H3
866-489-3267
www.cleanfix.org
- **Conduit Repair**
761 Enterprise Dr. # 1
St. George, UT 84790
800-670-1804
www.conduitrepair.com
- **Greaves USA**
30 Industrial PK.
Centerbrook, CT. 06409
800-243-1130
www.greaves-usa.com
- **Hogg Davis**
3800 Eagle Loop
Odell, OR. 97031
855-883-4909
www.hoggdavis.com
- **Manitex USA**
3000 S. Austin Av.
Georgetown, TX. 78626
877-314-3390
www.manitex.com
- **M.B. Crushers**
8730 Technology Way
Reno, NV. 89521
855-MBCRUSH
www.mbcrusher.com
- **Morooka USA**
11191 Air Park Rd.
Ashland, VA. 23005
www.morooka.com
- **Morbark**
8507 S. Winn RD.
Winn, MI. 48896
800-831-0042
www.morbark.com
- **Ring Power**
9901 Ringhaven DR.
Orlando, FL. 32824
407-855-6195
www.ringpower.com
- **Rome Plows**
475 N.6th. St.
Cedartown, GA. 30125
770-748-4450
www.romeplow.com
- **Terex Utilities**
1901 -14th AV. N.W.
Watertown, SD. 57201
800-233-2972
www.terex.com
- **U.T.V. INTERNATIONAL**
8850 Danley Rd.
Quebec, CN. H4T1M4
514-345-0990
www.utvint.com
- **Yale Cordage**
77 Industrial Park Rd.
Saco, ME. 04072
207-282-3396
www.yalecordage.com

MADE FOR **MORE** TO KEEP PACE WITH **YOU**



You begin each day before dawn with a drive and determination to do **more** than the day before. When you move at this pace, you know to do more you need equipment that is made for more. That's why our utility line and land clearing equipment, like our **Forestry Mulchers and Aerial Trimmers**, is built from the ground up to meet your needs, delivering:

More Power and Production
Lower Operating Costs
Greater Reliability
Better Safety Features
Superior Operator Comfort and Control

If you're ready to operate equipment that's made to keep pace with you, then we invite you to go to morbarkdealers.com to find your local authorized Morbark or Rayco dealer. Your dealer will work with you to assess your needs now and in the future, as well as offer equipment recommendations, financing options, wear parts and service if you should ever need it.

Equipment is available for **SALE** or **RENT**.



RAYCO
BY MORBARK

Ad Index

Company	Pg.	Website
Buccaneer Rope	8	www.bucrope.com
Clean Fix	IBC	www.cleanfix.org
Conduit Repair	1	www.conduitrepair.com
Cretex Seals	3	www.cretexseals.com
Dominion Rubber Tracks	13	www.depparts.com
eMars Inc	20	www.emarsinc.com
Greaves	9	www.greaves-usa.com
Hogg Davis	IFC	www.hoggdavis.com
Krenz Vent	2	www.krenzvent.com
Morooka USA	4	www.morookacarriers.com
Nesco	17	www.nesco.com
Rayco	19	www.rayco.com
Ring Power	BC	www.ringpower.com
Rome Plow	7	www.romeplow.com
Terex	15	www.terex.com
Universal Horizontal Drilling	12	www.unihdd.com
UTV	11	www.utvint.com
Yale Cordage	5	www.yalecordage.com

On Site Employee Verification

Bob Put In 9 Hours And 3 Minutes Of Work On Tuesday.
Stop Guessing. Start Verifying!

Always Know Who, When and Where with eMars Compliant Client and RFID
 Be Davis - Bacon Compliant in Minutes • Users Report 85% Savings of Money and Time • Alerts You of 30 Compliance Errors

Ph. 480-595-0466  eMarsinc.com

CLEANFIX.ORG

Reversible Fans For Radiator Cleaning



CLEAN RADIATORS

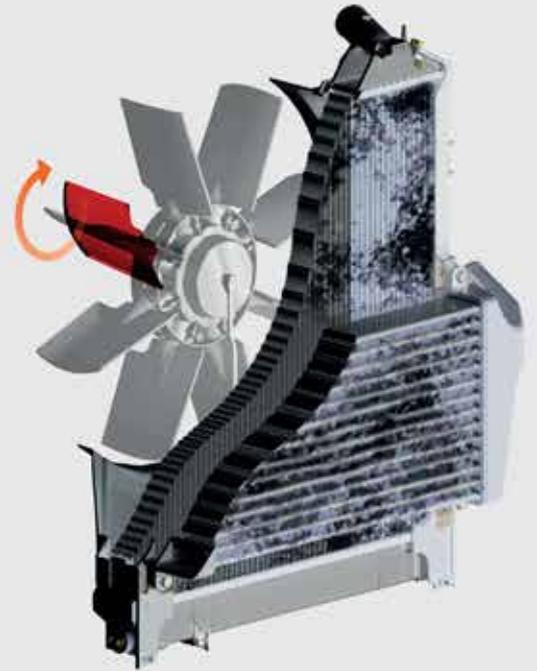
= Increases Power 

= Increases Operator Comfort 

= Reduces Downtime 

= Saves Fuel 

More than you think!



web cleanfix.org

youtube

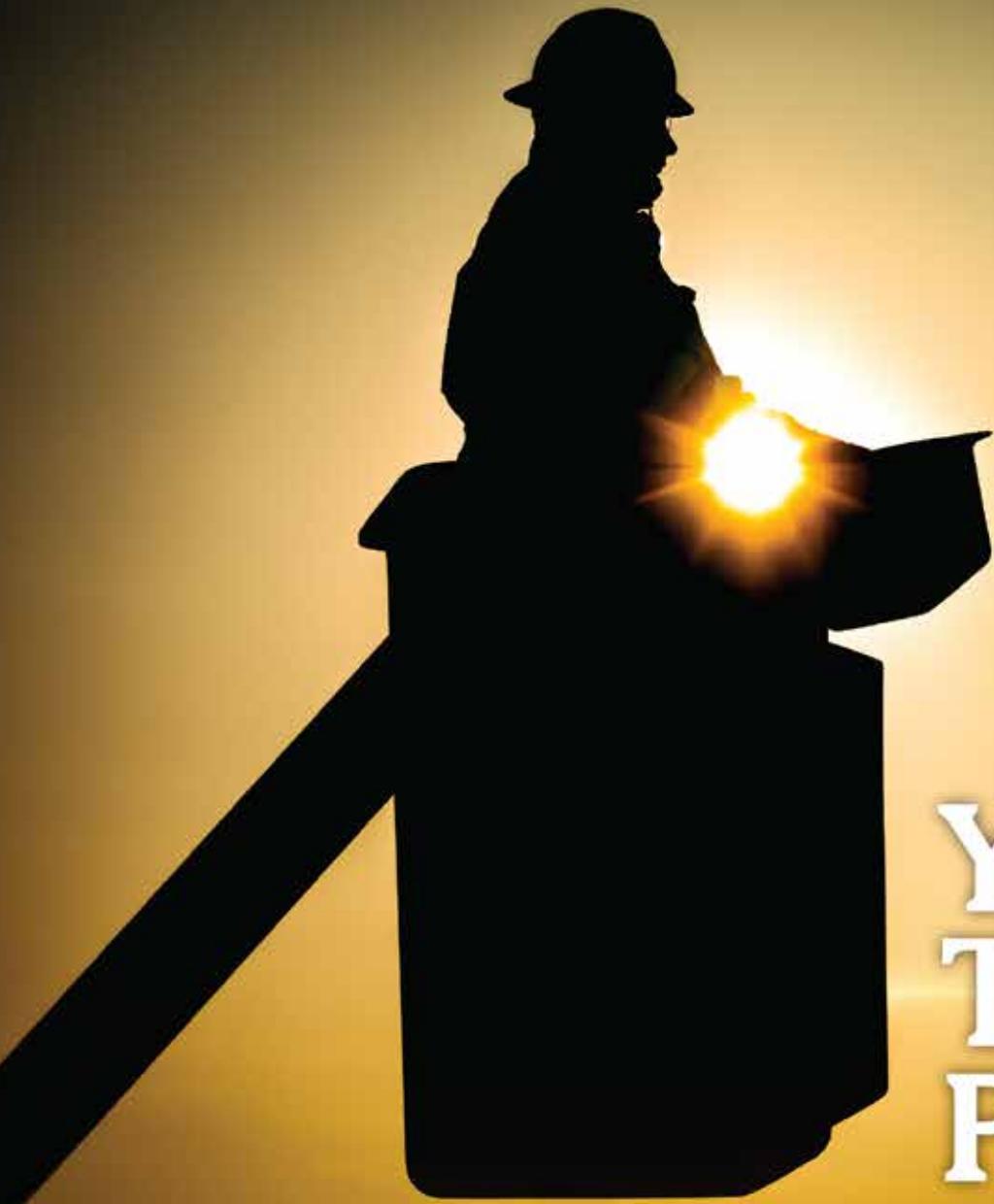


cleanfixgf

facebook



CleanfixReversibleFans



Your Trusted Partner.

Partnering with Ring Power gives you access to a vast range of jobsite-tough products to round out your fleet. Ring Power carries machines from dozens of manufacturers to ensure you always have access to the right tools for your job.

Short-term, long-term or rental-purchase options available.



1-844-766-RENT • Utility.RingPower.com