

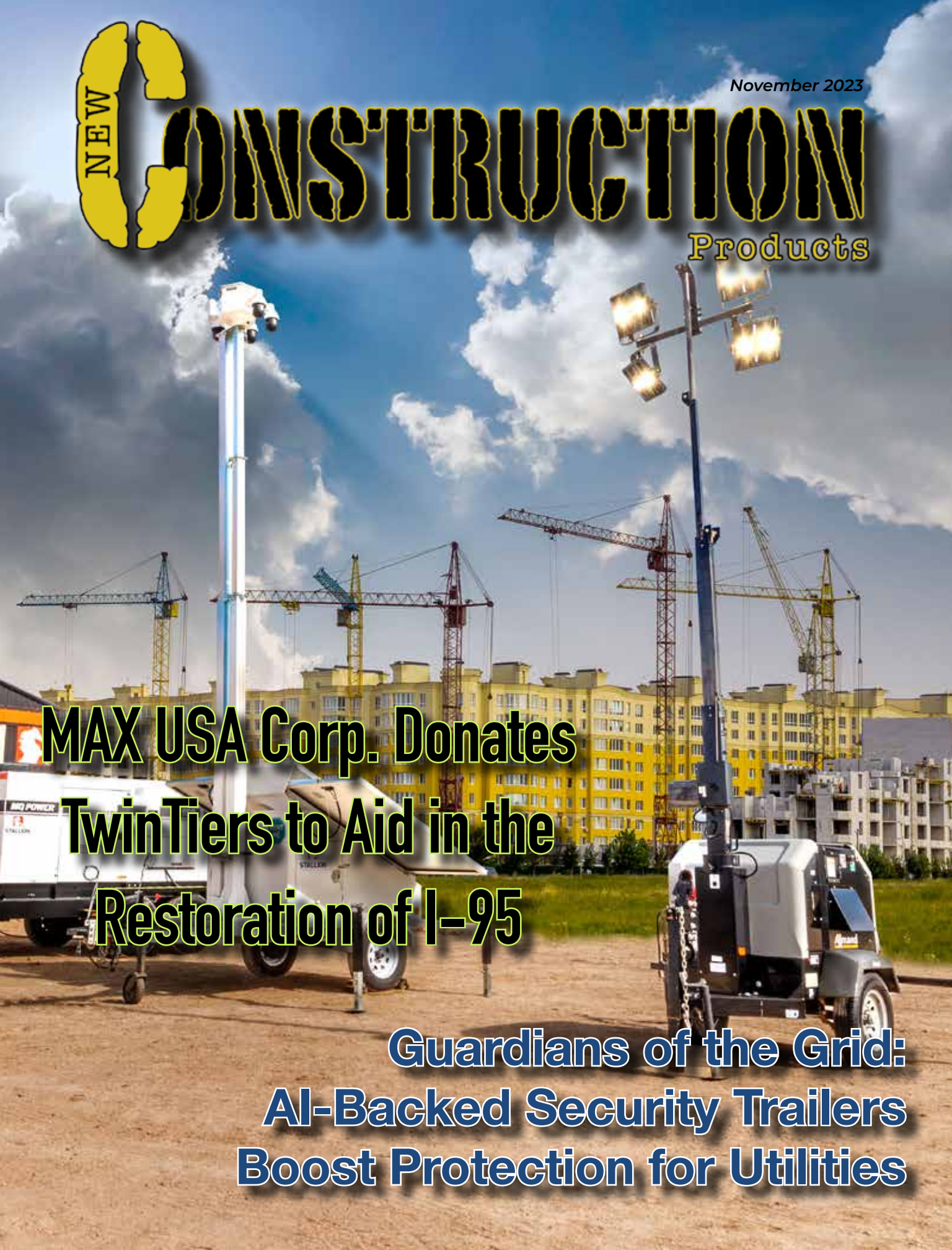
November 2023

# NEW CONSTRUCTION

Products

**MAX USA Corp. Donates  
TwinTiers to Aid in the  
Restoration of I-95**

**Guardians of the Grid:  
AI-Backed Security Trailers  
Boost Protection for Utilities**



# ROME

Manufacturing Heavy Duty Construction  
and Agricultural Equipment Since 1932

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



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



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



Available in 18 and 22 yard versions

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



Steel Tracks available to fit any articulating tractor.

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

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

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

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

# "When Disasters Strike, First Responders Rely On Us!"

Our complete control, communication and convenience Utility Truck Console is becoming the new standard for truck fleets of all sizes. Loaded with standard and optional features that maximize ergonomics, productivity, and fleet/telecom standards into a one exceptional Mobile Console Solution.



**MOBILE** DESK  
MOBILE OFFICE SOLUTIONS  
**1-877-663-3375**  
[www.mobiledesk.com](http://www.mobiledesk.com)

PG 4 Sherman+Reilly® announces the appointment of David Ring as its new CEO and President

PG 6 MAX USA Corp. Donates TwinTiers to Aid in the Restoration of I-95

PG 8 Guardians of the Grid: AI-Backed Security Trailers Boost Protection for Utilities

PG 14 Monthly Buyer's Guide

PG 16 Ad Index



PG 8

## **S SELICK LIFT, LOAD AND DELIVER WITH SELICK!**

Whether you need to deliver a skid of blocks to a jobsite or move a 16,000 lb. load of steel, Sellick has the forklift that is right for you. We have been engineering and manufacturing rough terrain forklifts for over 50 years and our nationwide dealer network offers superior support for all your parts and service requirements. Call toll-free or e-mail us today for all your material handling needs.



**1-877-SELICK (735-5425)**  
**sales@sellickequipment.com**

**PRESIDENT**

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

**DIRECTOR OF ADVERTISING**

Brian Lockheart  
 205-624-2182  
 lockbrian692@gmail.com

**DIRECTOR OF BUSINESS**

Butch Cole  
 205-624-2180  
 butch@handfmedia.net

**ADMINISTRATIVE DIRECTOR**

Steven Hobson  
 steven@handfmedia.net

**EDITOR**

Brandon Greenhill  
 brandon@handfmedia.net

**CREATIVE/ WEB DIRECTOR**

Jacklyn Greenhill  
 jacklyn@handfmedia.net

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



*New Construction Products™* is published twelve times a year on a monthly basis by Southern Digital Publishing, Inc. *New Construction Products™* 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.

*New Construction Products™* is distributed to qualified owners and managers in the construction industry. 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  
 Southern Digital Publishing, Inc. P.O. Box 1568  
 Pelham, AL 35124  
**PRINTED IN THE USA**

# B BROWN BEAR



OFF HIGHWAY  
HIGH FLOTATION  
4X4 CARRIER

COMPOSTING  
ATTACHMENTS



BRUSH  
MULCHING  
ATTACHMENT

BACK-FILLING  
ATTACHMENTS



# WWW.BROWNBEARCORP.COM

641-322-4220  
sales@brownbearcorp.com

BROWN BEAR CORPORATION

CORNING, IA 50841  
www.youtube.com/c/Brownbearcorp

## Sherman+Reilly® announces the appointment of David Ring as its new CEO and President



Effective Immediately, Mr. David Ring will assume the roles of CEO and President for Sherman+Reilly, previously held by Michael H. Dunn, who will continue as the company's Chairman and to whom Mr. Ring will report.

Following the re-acquisition of Sherman+Reilly in 2019 by Mr. Dunn and his business partner Douglas Diamond, the company has gone through a period of accelerated revenue and profit growth, operational refinement, and product line expansion. "We have an outstanding management team" stated Dunn. "The addition of Dave Ring as the new CEO of Sherman & Reilly will ensure that the Company continues to be a leader in the electric utility industry in the years ahead."

Mr. Ring joins Sherman+Reilly from Ligchine International Corporation where he served as CEO for the past 5 years. Prior assignments included leadership and board roles for a number of industrial enterprises.

Mr. Ring earned his MBA in International Business from Lehigh University.

With decades of experience building the safest and most reliable utility equipment on the market, Sherman+Reilly continues to steer the future of the market with innovative products. For more information on Sherman+Reilly, visit [Sherman-Reilly.com](http://Sherman-Reilly.com).

*Established in 1927, Sherman+Reilly remains a leading manufacturer of transmission and distribution equipment for North America's Electric Utility Industry. Through generations of dedicated professionals, and being driven by a commitment to lineman safety, the company continues to design and manufacture stringing equipment that sets the standard, including a complete range of overhead and underground pullers, tensioners, reel trailers, and reel stands. Our block line is backed by 80+ years' block manufacturing experience. For more information about our line of transmission and distribution equipment, including a complete range of overhead and underground pullers, tensioners, reel trailers, reel stands, and blocks, contact Sherman+Reilly at 423-756-5300 or visit [www.Sherman-Reilly.com](http://www.Sherman-Reilly.com).*

# Your Crew Communicates.

## Why Shouldn't Your Software?

Sync up your workflow with **Foundation Software's** family of integrated construction products.

 **FOUNDATION** software

Construction Accounting

**payroll4**construction

Construction Payroll Processing

 **MCCORMICK**

Estimating and Digital Takeoff

the  
**EDGE** 

Takeoff and Estimating

**TAKEOFF** 

Quantity Takeoff

**SAFETY** 

Health and Safety Management

**WorkMax** 

Mobile Time Tracking



**Learn More!**

[go.foundationsoft.com/product-family](https://go.foundationsoft.com/product-family)



# MAX USA Corp. Donates TwinTiers to Aid in the Restoration of I-95

After a devastating incident involving a tanker truck igniting in flames and the tragic passing of its driver, Nathan Moody, along Interstate 95, substantial damage befell one of the most bustling thoroughfares in the United States. With a staggering daily traffic count of over 160,000 vehicles, Pennsylvania Governor Josh Shapiro found himself compelled to take swift action to minimize disruptions. To undertake the massive task of reconstructing the interstate, Buckley and Company Inc. was entrusted with the responsibility. They demonstrated an unwavering commitment by working grueling 18-hour days to complete this formidable project.

MAX, renowned for its reputation in expediting projects while saving resources, extended their support. Recognizing the urgency of the situation, they generously donated and provided training for Buckly and Company Inc. on their state-of-the-art Rebar Tying Tools. The donation encompassed two RR441T units, one RB611T, and a case of TW1061T Wire, enabling Buckly and Company Inc. to expedite rebar tying and concrete pouring. In recognition of this invaluable contribution, Rob Buckley, the head of Buckley & Co., was personally acknowledged and thanked by Governor Josh Shapiro at an appreciation event hosted at Xfinity Live!

*About MAX USA Corp.*

*MAX USA CORP., a subsidiary of Tokyo-based MAX Co., Ltd., is a worldwide leader in the manufacturing and distribution of professional grade power tools and accessories. For over 80 years MAX has utilized its expertise and ingenuity to manufacture and distribute the highest-quality tools that include pneumatic nail guns, staplers, compressors, the first battery operated and stand-up rebar tying tools, fasteners, and tie wire, including Buy America Certified. Headquartered in Plainview, NY, MAX USA is part of a vast network of MAX locations that employs more than 2,000 people worldwide, including 200 R&D engineers. For more information, please visits us at [www.maxusacorp.com](http://www.maxusacorp.com).*

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



**Work shouldn't hurt.**

**SOFT KNEES®**  
**No-Strap Knee Pads**

**STOP a LADDER®**  
Another fine **ergoKNEEL** product  
www.ergokneel.com



**888-456-3372 • [www.safeworker.com](http://www.safeworker.com) • [info@safeworker.com](mailto:info@safeworker.com)**

# Guardians of the Grid: AI-Backed Security Trailers Boost Protection for Utilities



*Machine learning and advanced analytics enable mobile CCTV security systems to proactively thwart security threats while also driving operational efficiencies for Utilities and Telecoms*

Last year, there was a 71% increase in physical attacks on critical U.S. infrastructure, according to a U.S. government report. For utilities and telecom providers, operational continuity is paramount. Yet, the alarming increase in the number of physical attacks that target these facilities – which could include theft or damage to expensive equipment – is putting uptime in jeopardy.

When it comes to protecting these facilities from an attack, a range of options from CCTV systems to 24-hour security guards are often deployed. However, CCTV security installations have typically focused on “inside the perimeter” protection and often lack the teeth needed to be a deterrent. That is changing with new mobile security trailers, loaded with advanced artificial intelligence (AI) monitoring capabilities which



# SAFELY Lifts Up To 500 lbs!

- Ergonomic
- Portable
- Lightweight
- Meets OSHA & ASME Requirements

## Customized Safety Lifting Devices For Any Application

Available in both  
**CHAIN & CABLE**  
Configurations



The Sky Hook is your personal safety lifting solution, preventing lifting injuries while saving you both time and money!

**800-4-SKYHOOK**

800-475-9466 • 208-365-5770

[www.skyhookmfr.com](http://www.skyhookmfr.com)

**SKY HOOK**

ATTCO, Inc. OSA  
by SYCLONE ATTCO SERVICE

can greatly expand the scope of on-site security. Plus, these smart systems are also proving to add operational efficiencies.

On top of the surge in criminal activities targeting industrial operations is the nationwide shortage of law enforcement. This has the potential to increase response times and puts additional pressure on facilities to fortify their security practices.

“As a solution to this issue, the introduction of mobile security trailers presents a timely opportunity to proactively detect potential security threats before they escalate into more severe situations,” explains Cameron Simon, Senior Vice President of Industrials, Technology & Services for Stallion Infrastructure Services, a leader in mobile security, video surveillance and communications services.

#### Smart Security

Mobile security trailers, which have become common in retail parking lots in recent years, are now increasingly the go-to equipment for utilities and the telecom industry as well. Made up of a trailer armed with high-definition cameras attached to an extendable mast and powered by solar panels, these systems can be quickly deployed and set up in minutes. They can also be repositioned as threat profiles change.

Mobile security trailers are not new, but sophisticated data analytics is changing how these intelligent systems operate and is enabling a more efficient approach to securing a facility.

According to Simon, the current trend for utilities is reminiscent of the retail industry’s surveillance practices. While it has been a customary practice to install numerous cameras inside stores, businesses are now equally keen on monitoring the activities of individuals in the parking lot perimeter or access points before they even enter the premises.

The latest AI-enabled technology provides an opportunity for utilities and telcos to have real-time, continuous monitoring of their projects, people, assets, and environment. This may include identify-

ing whether or not someone is brandishing a weapon which is now possible with advanced AI systems. These systems can also alert on vehicles, people and motorcycles as well as spot smoke and fire – which are always a concern.

#### Uptime

For utilities and telcos, stopping a potential attack, theft or property damage is a real concern, yet it is the potential loss of uptime or business continuity that keeps operators pushing out more security trailers onto their properties.

“Recently, we deployed at a remote facility where some expensive assets were staged for an upcoming project. Someone came in attempting to steal some electronics,” explains Simon “It was a couple of hundred-thousand-dollars-worth of equipment that we prevented from being stolen.



Stallion's advanced analytics detected the intruder before he entered the property, then the virtual-guard monitoring team took over, coordinating with the on-site customer team to proactively apprehend the thief, preventing the crime and potential losses.

"When you look at the utility space specifically, the real value is not just stopping someone from stealing some expensive equipment, it is much more about keeping the power on or the tower in operation," explains Simon.

#### Deterrence

The way in which security monitoring trailers are rolled out is in stark contrast to that of traditional CCTV which was built and designed to be fixed installations that often blended into the surroundings.

Simon emphasizes the significance of deterrence

as the primary defense against potential security threats. Traditional CCTV cameras often act as passive observers, but with the introduction of mobile security trailers, the situation is different.

These trailers are highly visible, sending a clear message that they are actively monitoring the area. The aim is to make people aware of their presence, ensuring that potential wrongdoers are discouraged from carrying out any illicit activities.

Popular deterrent features include motion-activated strobe lights and talk-down speakers that can announce that police or security has been alerted to someone's presence.

"At the same time those on-trailer features take action, an alert gets sent to a central monitoring center where trained professionals take over for AI," says Simon. "They can then quickly review the incident and determine actionable next steps in real-time."

Those next steps are typically customized for each facility and may include contacting security guards, local police, or customer representatives.

#### Operations

Beyond just security, the AI systems on the advanced monitoring trailers can also provide operational efficiencies. For example, it could be as simple as alleviating congestion from multiple deliveries that occur at the same time. It can also be heatmapping of activities to make changes to operational workflows.

"There are some job sites that simply need an extra set of eyes out there looking out for environmental exposures or a failure on a piece of equipment," adds Simon. "These advanced systems are not limited to just anti-theft or anti-vandalism. They are truly a second set of eyes and ears out there."

In addition, mobile monitoring trailers offer another notable advantage: the ability to swiftly exchange them in case of maintenance issues. For example, Stallion has strategically positioned nationwide operational facilities and can quickly provide replacement



trailers with high-end commercial-grade cameras and software infrastructure, if needed. To ensure maximum uptime, the company also conducts a daily virtual “pulse check” on each system within its extensive fleet across the country to guarantee uninterrupted operation.

“Is the unit charging adequately? Are the batteries working optimally? Are the cameras and the system working and free of visual obstructions?” asks Si-

mon. “If your systems aren’t working properly, that’s a potential failure point we intend to proactively manage and prevent.”

Another common failure point is connectivity. Trailers should be able to connect with more than just a single cellular service. Simon suggests finding a supplier that can use multiple carriers as well as low-earth orbiting satellites and point-to-point connections for redundancies. This also allows users to log in from anywhere and check in on the facility through a secured portal.

According to Simon, there is a consistent demand for security equipment, both during times of prosperity and adversity. During busy times, companies seek to acquire surveillance systems to manage multiple projects and alleviate the burden on their staff.

However, during tough times, incidents of theft and equipment loss tend to increase, making security measures all the more essential. Hence, the issue of security is a persistent concern that cannot be overlooked, regardless of market conditions.

For more information, visit [StallionIS.com](http://StallionIS.com), call (281)247-2666 or email [Sales@stallionis.com](mailto:Sales@stallionis.com)

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



An ounce of prevention is worth a pound of cure



Line Guard | Pole Guard | BirdBloc  
**Learn More at [CritterGuard.org](http://CritterGuard.org)**



# 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](mailto: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](http://WWW.CONDUITREPAIR.COM)

# Monthly Buyer's Guide

---

- **Buccaneer Rope**  
22319 Alabama Hwy.79  
Scottsboro, AL 35768  
800-358-7673  
[www.bucrope.com](http://www.bucrope.com)
- **Jeffrey Machine, Inc.**  
3841 Industrial Dr  
Birmingham, AL 35217  
205-841-8600  
[www.jeffreymachine.com](http://www.jeffreymachine.com)
- **Ring Power**  
9901 Ringhaven DR.  
Orlando, FL. 32824  
407-855-6195  
[www.ringpower.com](http://www.ringpower.com)
- **Cleanfix Reversible Fans**  
250 Wright Blvd.  
Stratford, ON, CN N4Z1H3  
866-489-3267  
[www.cleanfix.org](http://www.cleanfix.org)
- **Manitex USA**  
3000 S. Austin Av.  
Georgetown, TX. 78626  
877-314-3390  
[www.manitex.com](http://www.manitex.com)
- **Rome Plows**  
475 N.6th. St.  
Cedartown, GA. 30125  
770-748-4450  
[www.romeplow.com](http://www.romeplow.com)
- **Conduit Repair**  
761 Enterprise Dr. # 1  
St. George, UT 84790  
800-670-1804  
[www.conduitrepair.com](http://www.conduitrepair.com)
- **M.B. Crushers**  
8730 Technology Way  
Reno, NV. 89521  
855-MBCRUSH  
[www.mbcrusher.com](http://www.mbcrusher.com)
- **Terex Utilities**  
1901 -14th AV. N.W.  
Watertown, SD. 57201  
800-233-2972  
[www.terex.com](http://www.terex.com)
- **Greaves USA**  
30 Industrial PK.  
Centerbrook,CT. 06409  
800-243-1130  
[www.greaves-usa.com](http://www.greaves-usa.com)
- **Morooka USA**  
11191 Air Park Rd.  
Ashland, VA. 23005  
[www.morooka.com](http://www.morooka.com)
- **U.T.V. INTERNATIONAL**  
8850 Danley Rd.  
Quebec,CN. H4T1M4  
514-345-0990  
[www.utvint.com](http://www.utvint.com)
- **Hogg Davis**  
3800 Eagle Loop  
Odell, OR. 97031  
855-883-4909  
[www.hoggdavis.com](http://www.hoggdavis.com)
- **Morbark**  
8507 S. Winn RD.  
Winn, MI. 48896  
800-831-0042  
[www.morbark.com](http://www.morbark.com)
- **Yale Cordage**  
77 Industrial Park Rd.  
Saco, ME. 04072  
207-282-3396  
[www.yalecordage.com](http://www.yalecordage.com)

"As a safety professional, you always want your workers to have access to leading edge safety tools that improve safety and focus. Working with **COOLSHIRT SYSTEMS** over the past two years allowed me to help design a tool **by lineman for lineman.**"

The **A.R.C. Hybrid Cooling System** by **COOLSHIRT SYSTEMS** allows linemen to remain more focused and less fatigued by reducing their core body temperature in extreme environments, therefore reducing the possibility of unintended accidents."

**-James "Jim" Bonner**  
Compliance Coordinator- Retired  
Alabama Power



# A.R.C. Hybrid Cooling System

*Complete Arc Rated Portable Cooling Solution*

Developed in conjunction with major power companies for use in extreme heat conditions, the **A.R.C. Hybrid Cooling System** uses liquid cooling to reduce fatigue, injury, and heat stress related illness.

Designed specifically for use by linemen, the **A.R.C. Hybrid Cooling System** features a compact design with a custom woven strap mounting system. The use of S-hooks offers the versatility of mounting inside or outside of the bucket. The system includes our mobile ice based cooler, a 7 hour lithium ion battery with charger and a **CAT 2, 12 CAL** rated Liquid Cooled Vest for **70E Arc Flash** protection.

Designed with portability in mind, measuring **6" x 6" x 20"** and weighing in at **less than 10 lbs dry**, the unit is entirely self-contained and built to last with a 20,000 hour pump.



A.R.C. Hybrid Cooling System  
2002-0017



**COOLSHIRT**<sup>®</sup>  
LIQUID COOLED GARMENTS

## Ad Index

Company	Pg.	Website
Brown Bear Corp	3	www.brownbearcorp.com
Conduit Repair	13	www.conduitrepair.com
Coolshirt	15	www.coolshirt.com
Critter Guard	12	www.critterguard.com
Dorlen	16	www.oil-alert.com
Foundation Software	5	www.foundationsoft.com
Malta Dynamics	IBC	www.maltdynamics.com
Mobile Desk Solutions	1	www.mobiledesk.com
Sellick	2	www.sellickequipment.com
Sky Hook	9	www.skyhookmfr.com
Underground Devices	BC	www.udevices.com
Working Concepts	7	www.safeworker.com



## **OIL ALERT<sup>®</sup>** LIQUID LEAK DETECTOR

**DETECT OIL LEAKS AND SPILLS...FAST!**

- **AVOID OPERATIONS SHUT-DOWN**
- **REDUCE ENVIRONMENTAL RISKS**
- **MINIMIZE COSTLY CLEAN-UP**
- **MONITOR OFF-SITE EQUIPMENT**

A small amount of oil (1/32 inch) seeping under Oil Alert activates it's loud "on/off" alarm and/or relay contact output. The low profile dome shaped unit guards against undetected leakage in areas of oil lubricated / hydraulic equipment, stand-by generators, pressurized piping and fuel oil storage locations...

**5 year Limited Warranty**

**DORLEN** Products Inc.  
6615 W. Layton Ave. Milwaukee, WI. 53220

**Go to [WWW.OIL-ALERT.COM](http://WWW.OIL-ALERT.COM)  
OR CALL: 1-800-533-6392  
FOR MORE INFO!!**



# KEEP YOUR TEAM SAFE



With more than 7,700 cases in 2018 alone, OSHA consistently cites more companies for fall protection violations than any other issue.

## FREE DOWNLOADABLE FALL PROTECTION PLAN

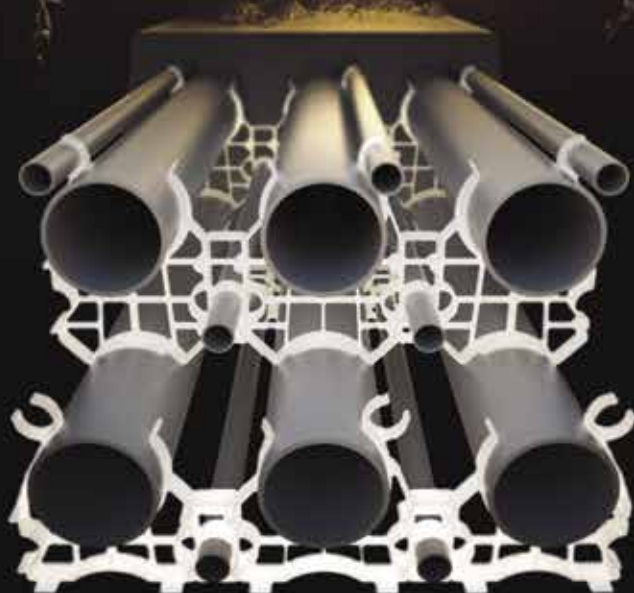
Need a Fall Protection Plan? We've got you covered. Download our free, customizable Fall Protection Plan at <https://maltadynamics.com/fall-protection-plan/>.



MALTA DYNAMICS

THE SECRET TO

# UNDERGROUND POWER TRANSMISSION



OUR WUNPEECE TRANSMISSION SPACERS REDEFINE THE INDUSTRY STANDARD FOR UNDERGROUND POWER TRANSMISSION INSTALLATIONS. WITH PRECISION ENGINEERING AND UNMATCHED QUALITY,

JOIN THE RANKS OF INDUSTRY LEADERS WHO TRUST UNDERGROUND DEVICES FOR THEIR POWER TRANSMISSION NEEDS.



VISIT [WWW.UDEVICES.COM](http://WWW.UDEVICES.COM)

AND EXPERIENCE THE FUTURE OF UNDERGROUND POWER INSTALLATION