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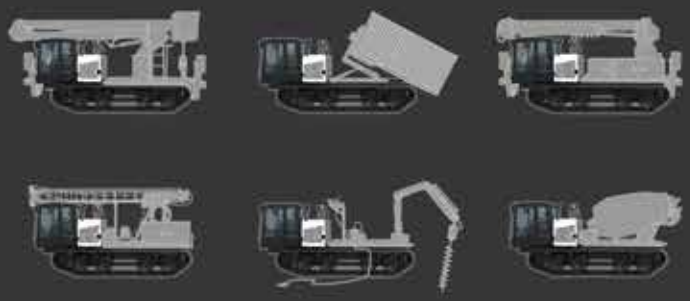

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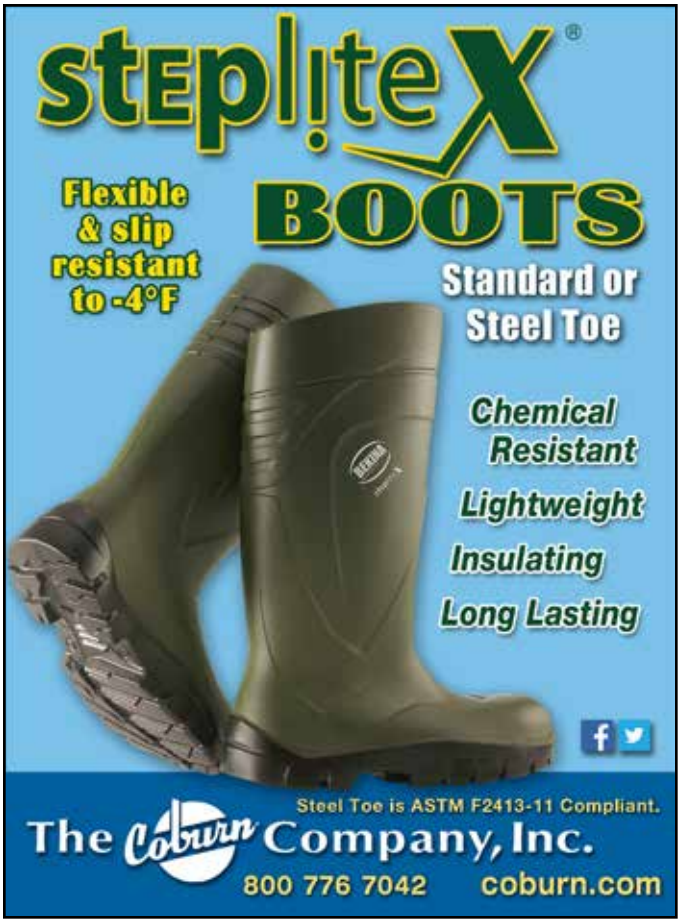

New Project Manager at Atlas Copco

Atlas Copco added Matt Franzel as its new product manager to oversee its breadth of hydraulic attachments, including bucket crushers, breakers, cutters, grapples, magnets and pulverizers.

Franzel's responsibility covers multiple tasks within Atlas Copco's construction tool division. He will grow the division product lines, as well as use U.S. market information, product knowledge and sales strategy to advise sales staff.

"This is an exciting opportunity since I will be working with one of the largest hydraulic attachment manufacturers in the world," said Franzel. "I am looking forward to working with this great group of individuals and contributing to a quality organization."

Franzel's multiple years within the construction equipment industry makes him a good fit for the role. He has roughly 15 years of experience selling and marketing hydraulic attachments throughout the U.S. Prior to that, he was involved in general construction equipment sales and the construction rental industry. •

Changes at Cementex

Cementex Products, Inc. annouces that Frank Gregory has been hired as VP of Sales and Franko Gregory has been hired as National Sales Manager. The addition to the sales management structure reinforces the consistent quality of sales and service capabilities of the safety tool specialists.

Frank brings nearly 35 years of experience in the field of sales and marketing. He holds a BA in Sales & Marketing and spent 17 years as a district sales engineer with Cooper/Bussman, winning numerous national sales awards. He also spent 2 years working with their national marketing program. He has previously held the position of VP of Sales & Marketing for both Triplett Corporation as well as Certified Insulated Products.
frank@cementexusa.com

Franko brings over 10 years of experience in the field of sales and marketing. He holds a BA in Marketing and Management from the University of Toledo and spent 7 years with Triplett Corporation as Marketing Manager and Regional Sales Manager. He previously held the position of National Sales Manager with Certified Insulated Products. franko@cementexusa.com •

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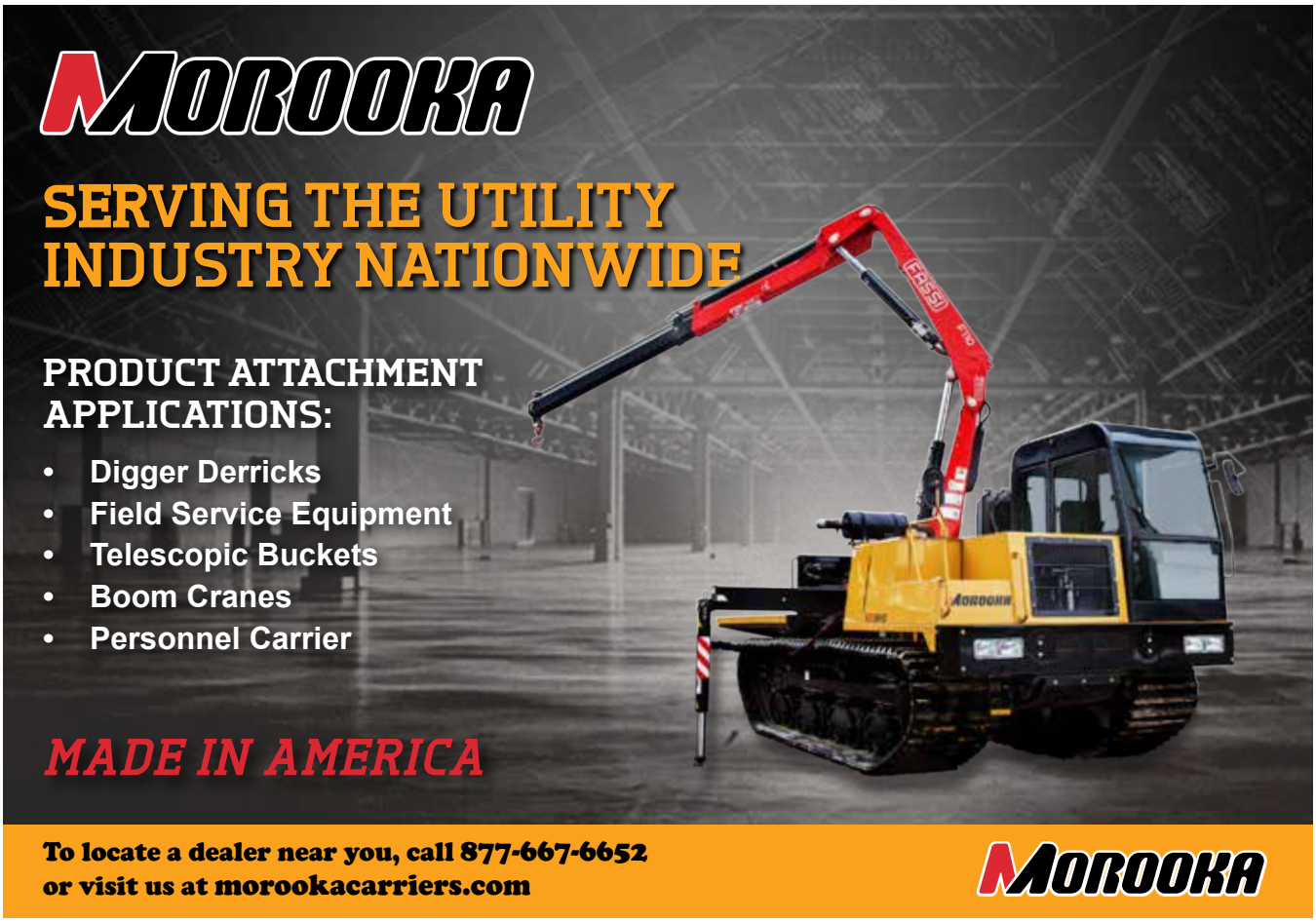
New Position Will Direct Sales Teams And Expansion Into New Markets

Hydra-Flex, Inc., manufacturer of innovative fluid handling equipment, has named Tim Loughrey its new Director of Sales.

Tim brings over 20 years of sales and sales management experience from the chemical, paper, equipment, and food processing industries. Most recently, Tim was a Sr. Corporate Account Manager at Ecolab in their Food & Beverage division. Tim holds a bachelor's degree in business management from Hamline University. He will be based out of Hydra-Flex's corporate headquarters in Burnsville, MN.

"I'm very excited to announce that Tim will be filling the new role of Director of Sales," says Jaime Harris, Hydra-Flex CEO. "This is a critical role at Hydra-Flex, and we feel that Tim has the leadership skills and expertise to drive the growth and profitability of the organization."



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Utilities' Mobile Workers Finally Becoming Mobile

By Bob Ashenbrenner,
Solutions Architect,
Xplore Technologies

Why Feedback from the Field Is the Key to Future-Proofing

Almost any worker that supports the utility industry – whether a utility employee or contractor – will agree they are a mobile worker. They spend most of their time away from a traditional office either setting up, managing, maintaining or repairing assets all across their territory. That could include laying fiber in a small rural county, climbing a telephone pole, installing a satellite dish on a home or even inspecting pipelines that span an entire state. Oftentimes, field service technicians' capabilities are tested most after disasters when they learn quickly whether they have the right tech in place to respond immediately, communicate immediately and make decisions immediately to get assets back up and running. Regardless of their specific job, though, utility industry workers are without doubt mobile workers.

When speaking about mobility today, the ultimate goal is to get the right technician sent to the right location with the right tools – the first time. These guys are in the field more than not, and they need to have a truly mobile platform that allows them to simplify both planned and un-planned fieldwork, whether that work is an inspection, repair or maintenance workflow. They also need to be able to streamline safety audits and meet compliance requirements; extend the lifecycle of assets and improve customer service; and even have a solution that allows them to integrate inventory management and asset tracking from a single device no matter where they are working.

That being said, if utilities don't understand and respect the very clear distinction between "portable" and truly "mobile" computing solutions, then expectations of both field workers and IT will never be met. While seemingly synonymous, mobility and portability are not the same. Just as the mobility of rugged tablets and rugged laptops aren't comparable.

Portable computers and "pen and paper" can be moved in the field, but aren't truly mobile

One of our Canadian utility customers has it all – city and rural customers, heavy demand for services, and challenging weather. They needed to support their workers with mobile technologies that would make them more effective. But as this utility can attest, simply equipping workers with a rugged "mobile" device that is no more than a glorified "portable" computer" – whether too heavy, too slow or just not automated properly – is no better than the original pen and paper methods they've spent so much money trying to eliminate. A "mobile" device that can't be used out of the truck, or one that automates only some of the work steps, means the device's maximum mobility potential is wasted.

That's also why giving your workers just any mobile device – such as a laptop versus a tablet – won't cut it and why utilities have had to look beyond BYOD strategies.

As we've also learned with many of our other utility customers over the past decade or so, the vehicle must be a direct extension of the field technician's office if you want to close tickets quickly and accurately. But the vehicle isn't the ultimate end-game for utilities' computing goals: Any and all mission-critical workflows must also be extended outside of the vehicle via a mobile platform that can reach 5 feet underground, 50 feet in the air or 500 miles down a pipeline.

Today's truly mobile computers provide everything that portable devices do, but they also add important benefits, like allowing for easy access in and out of the vehicle, and the ability to use while standing. Many workers carry their devices everywhere – like they used to with a clipboard – to run programs for inspection, work order retrieval, etc. If the device is big and bulky, or takes a lot of time to connect/disconnect, they are less likely to use technology and that will slow productivity.

In fact, one particular utility customer learned this fact the hard way during a managed two-year trial period.

Back in the office, Canadian utility learned to look beyond the needs of back office

A few years back, the Canadian utility customer I previously mentioned realized that they were wasting literally millions of dollars by processing their nearly 90,000 service orders each year via pen and paper methods. Storing these 180,000 pages created annually cost even more. That didn't even factor in the cost of slower ticket completion times, errors or record loss. So as their newly-created e-Mobile group began evaluating mobility solutions for the utility's Metering group, they realized that the only way to make their mobile workers truly mobile was by investing in a rugged tablet PC that would combine the full computing experience with a built-in barcode scanner, camera and Wi-Fi capability to streamline data collection and service order completion. They even invested in secure in-vehicle docks that made the tablets easy to use in and out of the vehicle.

They were savvy in the rollout, knowing that the first set of capabilities at rollout wouldn't cover every scenario in the field. As their techs started using the tablet, they started carefully watching the workflows of their field service technicians and recognized their mobile devices hadn't given them true mobility…yet.

For almost two years after, the utility's leadership team would stop every field worker they found returning to the office and ask them one simple question: "Why are you here?" After all, they finally had the tools to be fully mobile, right?

Eventually, yes.

Over time, they discovered every gap in capabilities between the expectations of their mobile device platform and the actual end-user experience. In the spirit of perfecting their mobile processes, this utility's leadership responded to every single reason the technicians gave for being back in the office and automated those functions for the mobile device. Soon, their IT team had extended inventory planning, expense form completion and service order sign off functions, for example, to the mobile device and those mobile workers found themselves in the field full time, without the need to go back to the office for anything.

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investment saved this single Canadian utility $1 million the first year alone. Beyond the astronomical savings achieved by reducing paper storage requirements, they found that techs were taking fewer trips back and forth between the field and office, which led to significant efficiency gains in work order clearances every day and unexpected productivity and gas savings.

Why rugged Is right for utilities right now

However, finding the perfect workflow process isn't the only mobile computing challenges utilities have today. While tablet PCs bridge the gap between portability and mobility and expand the value a device can bring to a worker that spends most of their time out of the office, it still has to have many of the characteristics of more traditional portable devices.

It has to be rugged and resistant to water, chemicals and extreme weather elements often faced by utility environments, and workers should be able to view the screen outside. The device should have long battery life, but it should also be light enough that it is easy for a worker to handle comfortably for long periods of time. Excellent wireless performance is also crucial. Diverse and flexible connectivity solutions — like the utility vehicle as a hotspot — also enable mobility. Workers are no longer constrained by an antenna that is connected to only one device; mobile gateways can now be installed in vehicles to improve connectivity in the most remote locations. This allows a worker to connect all of his or her IP devices through a single gateway and a single cellular contract, which is also more cost efficient.

Perhaps this is why, during the second half of 2014, all rugged mobile form factors tracked by VDC Research posted significant year-over-year (YOY) growth – particularly in Q4. The rugged tablet market is the one consistent growth segment with quarterly growth upwards of 20% for the past two years. VDC anticipates that the rugged tablet market will top $500 million in 2014-2015, with much of the opportunity for rugged devices driven by utilities.

Make mobility about more than the device alone

However, while adoption of rugged solutions in the mobile environment is becoming the norm, it is also likely to offer a challenge to many utilities this year. Partially because of budget restrictions. More so, though, because utilities focus too much on the device itself instead of giving consideration to the entire workflow that the utility worker is faced with.

The technology exists today to achieve the full mobile experience we've been waiting to deploy for years. Not necessarily in more consumer-built devices because they can't sustain the expanding mobility demands of business processes.

However, utilities that select more rugged and purpose-built devices – or that have some already deployed – will likely have the majority of the infrastructure in place to power mission-critical workflows for years to come.

But if utilities forget to invest – or choose not to invest – in the development of applications that match the mobile work environment and workflows that your users are faced with, then you are again back to a glorified pen and paper predicament.

Applications that were designed to be used in the office, in the vehicle and in the field can vary widely in their presentation, their input requirements and their connectivity requirements. If they require constant connectivity, require significant keyboarding, and have complex mobile unfriendly user interfaces, they will not be adopted successfully in the field regardless of the device they are put on. So it is very important to map these elements out and supply a solution that satisfies the user requirements throughout the workflow.

Bottomline: If you choose the right rugged mobile device, arm it with the right applications and accessibility and, perhaps most importantly, embrace the feedback from your field technicians about what's working and what's not, then you will be able to perfect and protect your mobile future just as this Canadian utility customer has done so successfully these last several years.

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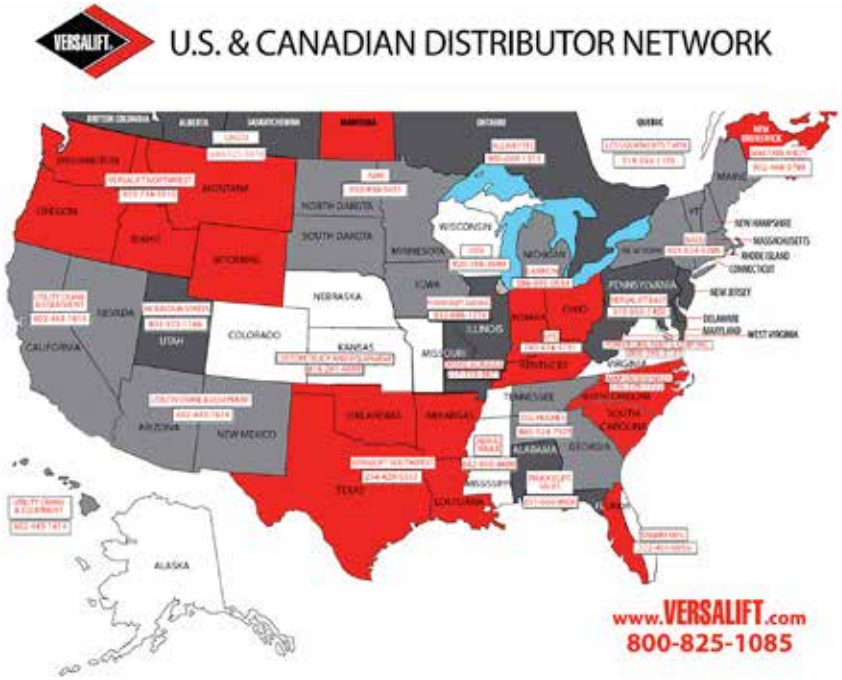

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Practical Containment of Secondary Oil Spills

United States Environmental Protection Agency (EPA) Spill Prevention, Control, and Countermeasure (SPCC) guidelines and in compliance with The Canadian Environmental Protection Act (CEPA) require that facilities that store large quantities of petroleum (products) must have a plan in place to contain a spill. The purpose of the SPCC rule is to establish requirements for facilities to prevent a discharge of oil into navigable waters or adjoining shorelines. These regulations for Secondary Spill Oil Containment have created a growing need for practical, effective Secondary Spill Oil Containment and Oil Leak Management systems containment in the unlikely event that the transformer encounters an oil leak to protect the surrounding environment. As costs for soil remediation increase, current industrial alternatives remain cost prohibitive or fail to provide adequate protection. Innovative SorbWeb™ Plus technology from Albarrie and a major Canadian electrical utility firm, enables efficient management of oil spill risk—with lower capital outlays and a near perfect elimination of maintenance costs.

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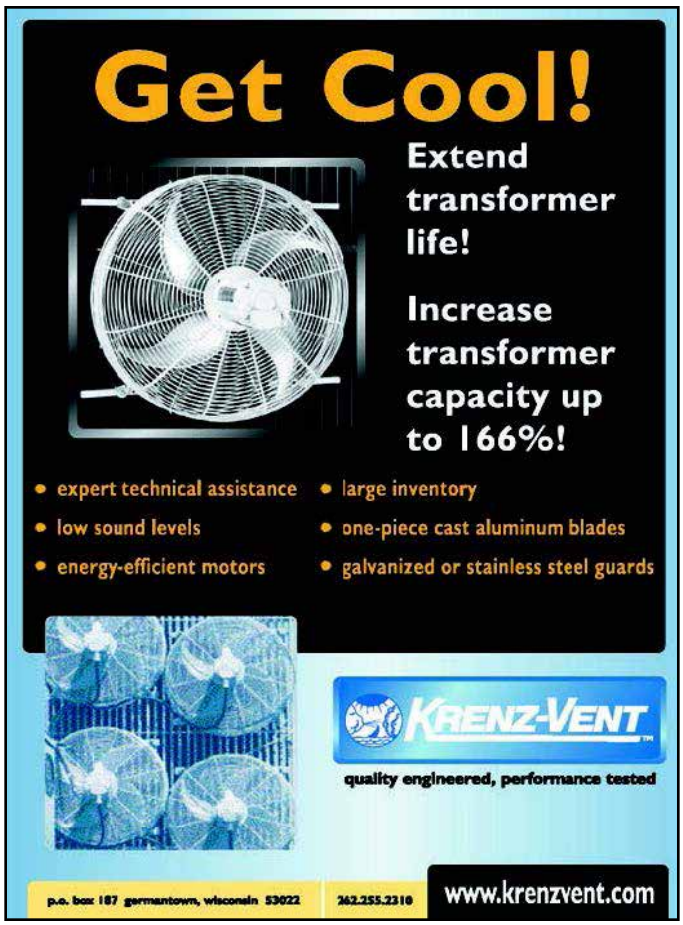

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In 1991 Precision Sales & Service, Inc. was started as a service company for forklifts and fleet trucks. Since about 75% of all forklifts ran on clean burning propane it was a common occurrence to be working on an alternate fueled vehicle. After picking up a fleet customer using propane powered pick up trucks for deliveries, it was discovered that no shop existed that specialized in conversions or service of propane or natural gas powered vehicles. Since then hundreds of vehicles have been converted to bi-fuel or dedicated propane or cng service saving the owners thousands of dollars in annual fuel costs or existing ones serviced to continue running. Buddy Gamel(owner) states, "We specialize in alternative fuel conversions, mainly propane but we do some cng conversions as well since the fuels are both forms of natural gas and I have some customers that request cng. But our main line is propane. We have customers from New Mexico to Nassau running our conversions."

Having been in the conversion business for 24 years now has lead to conversions on numerous types of vehicles and equipment ranging from go karts to drill rigs. Presently the Alabama Department of Corrections is adding 54 more propane powered prisoner transfer vans to their fleet to make it a total of 64 units. They have been running 10 units in a pilot project for one year and averaged saving over eight cents per mile. That equates to an average of $6,000.00 per vehicle or over $60,000.00 of tax payer money saved in one year! Another benefit is the engine oil stays cleaner and can be changed less often.

Always trying to demonstrate the usefulness of propane, in 2011 Precision outfitted a P30 Chevrolet step van and got some attention by driving it from Birmingham to Indianapolis for the National Work Truck Show with out refueling. The truck is equipped with 88 gallons propane capacity and reached its destination with fuel to spare. The truck also has gasoline capabilities creating a 900 mile fuel range between both fuels.

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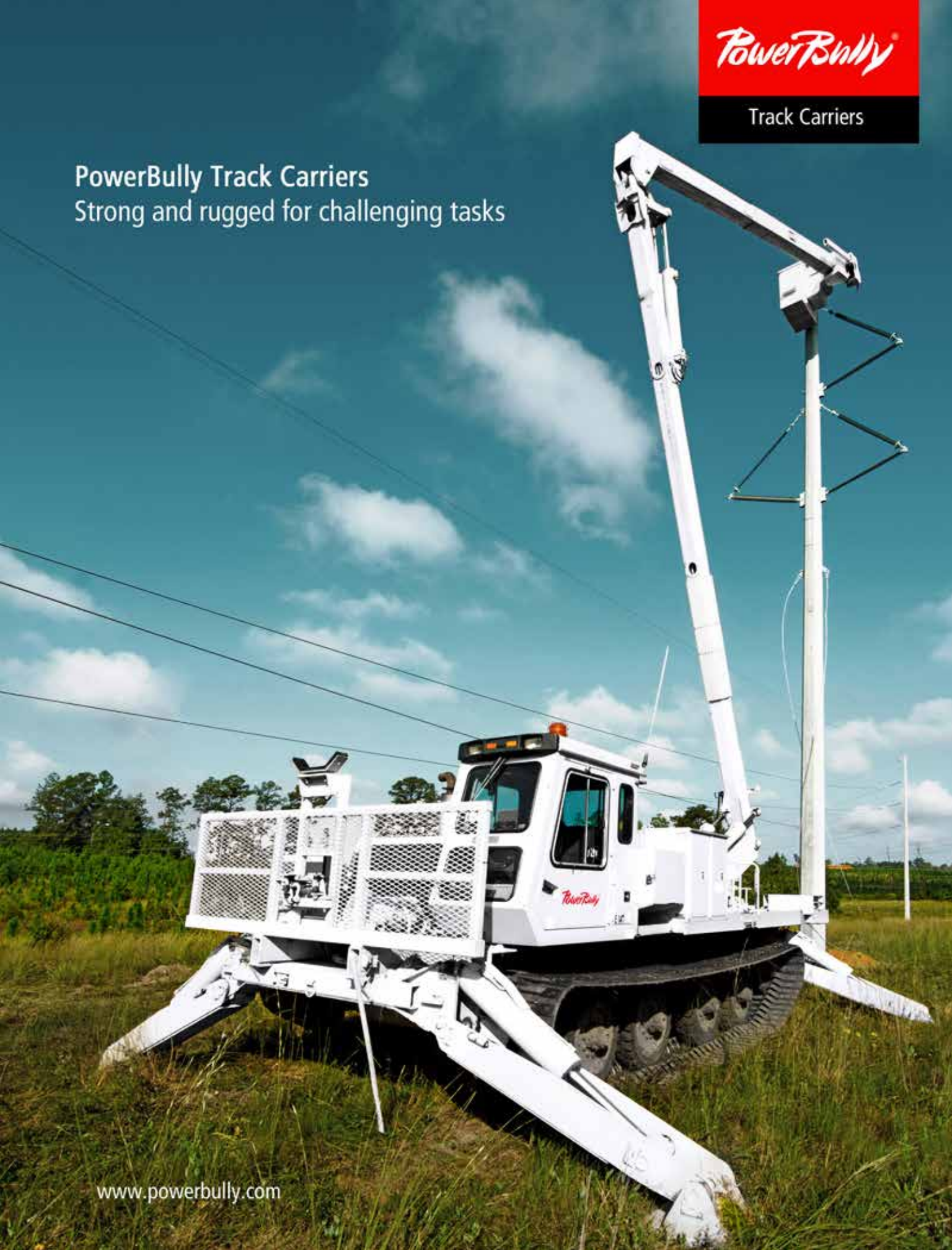

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PowerBully®

It's the Right Name for a New Class of Heavy Payload Track Carriers

PowerBully. It's the right name for a new class of heavy payload track carriers. Built rugged and strong these are the perfect mobile platforms for digger derricks, cranes, man lifts, knuckle booms and other attachments. Payload capacities range from 6,000 lbs up to 35,000 lbs.

There is a story behind PowerBully. Kässbohrer All Terrain Vehicles, Inc. recently acquired Soft Track Supply, Inc. , a producer of track carriers in southeastern United States. The first units were introduced in the early 1990's. Soft Track specialized in custom built units with special emphasis on carriers purpose built for fire fighting.

Enter Kässbohrer All Terrain Vehicles, Inc. It is the worldwide market leader in oversnow tracked vehicles and special purpose utility vehicles. These vehicles are in operation in over 65 countries and such far off lands as Greenland, Iceland and Antarctica. A passion for engines, machines and technology is inextricably linked to the Kässbohrer

organization. Known for producing high horsepower, low weight over snow vehicles (up to 490 hp) capable of climbing steep slopes while pushing large quantities of snow, Kässbohrer is well versed in the art of low ground pressure and power to weight ratios. These vehicles are diesel hydrostatic and have been since their first introduction in 1969. Kässbohrer is a leader in trend setting vehicle technologies. Examples include electronic drive control (first introduced in 1976), advanced hydraulic control valves with Can Bus, self contained winches and on board telemetry systems for remote diagnostics and troubleshooting. Kässbohrer expertise is not limited to just vehicles. SNOWsat is a wholly owned subsidiary that is completely devoted to development and design of GPS based fleet management systems.

Kässbohrer now leverages its 45 years of experience into the heavy payload side of the utility market. PowerBully is the beneficiary of significant investment in engineering and facility as well as manufacturing processes and quality control. PowerBully has two manufacturing facilities: Reno, Nevada where the corporate headquarters for North America are located and Cartersville, Georgia. In combination with a North American network of eleven factory authorized locations, PowerBully can offer full support in all areas of parts, service and technical expertise.

PowerBully has three models in the current product mix with more models soon to follow. The PowerBully 15T is the workhorse of the fleet. With payload capacity of up to 35,000 lbs. it is capable of handling almost any heavy task.

The PowerBully 10T has a payload capacity up to 25,000 lbs. This is a popular model for customized application. It can be built to carry a 750 gallon water tank and pull tow behind plows for cutting fire lines. Two options are available in the transmission: mechanical and hydrostatic.

The PowerBully 5T rounds out the offering. With a payload capacity of 16,000 lbs. the 5T is the ideal track carrier for quick transport to the job site for power pole replacement or line repair.

All PowerBully are designed with heavy duty framework made from high strength steel, walking beam suspension and Cummins turbocharged diesel engines. With a wide range of track options and track widths and its ability to exert extremely low ground pressures, PowerBully can be put to work on practically any pressure sensitive surface where wheeled vehicles would be left standing. Reliability on the terrain and flexibility in use are the top priority

The strength of Kässbohrer lies in the close partnership we have with our customers. Personal contact and close communication are key ingredients. PowerBully promises a strong commitment to service, customer assistance and spare parts supply. All with the goal of better serving the customer by offering a new and exciting alternative in track carriers.

For more information visit www.powerbully.com and www.pistenbullyusa.com •

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MSA's premium EVOTECH® Arc Flash-Rated Harness provides outstanding arc flash protection* for utility company employees and contractors who work at heights. Its rugged design looks good on the job and is 30% lighter than comparable harnesses. Made from 100% Kevlar webbing, the EVOTECH Harness is fire-resistant, so it maintains its performance in the event of a fall after an arc flash.

MSA's Workman® Arc Flash-Rated Harness provides excellent arc flash protection* in a sleek, black design that's lightweight and comfortable. The high-strength nylon is designed to maintain its integrity after exposure to an arc flash and in the event of a fall. The Workman Arc Flash harness is a cost-effective option for safety managers and contractors who need to be compliant to the latest electrical requirements without breaking the budget.

Learn more at MSAsafety.com/ArcFlash

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Atlas Copco launched versatile XATS 400 JD iT4 Hard Hat portable compressor at The Rental Show

The Atlas Copco XATS 400 JD iT4 compressor tackles a wide range of projects with its dependable output and variable pressure capabilities. The compressor moves as much as 400 cubic feet per minute of air at operating pressures from 58 to 150 psi. This allows contractors to use one compressor for a variety of projects, including operating pneumatic tools, pipeline testing, sandblasting and many other applications. Rental centers also can serve a wide range of customers with the compressor, which contributes to its high utilization and ROI.

Atlas Copco designed the XATS 400 with its exclusive HardHat™ canopy, which is made from highly durable, weather-resistant polyethylene. The canopy not only protects the compressor's components but also resists impacts and will not corrode. This minimizes repairs and contributes to its low cost of ownership and high resale value.

The HardHat canopy features dual self-supporting gas struts so contractors and technicians can easily and quickly flip it open to access internal components, such as the air filter and diesel engine. This speeds up maintenance, which minimizes downtime and reduces cost of ownership. In addition, the XATS features a high performance, two-stage air intake filter with a service indicator. The air filter effectively prevents dust and dirt from entering the engine and compressor and has long service intervals – features that contribute to greater efficiency.

Contractors adjust settings of the compressor easily with its intuitive controls found on all Atlas Copco compressors. Like all Atlas Copco compressors, the XATS has one of the largest LCD displays in the industry at 3.5 inches, so operators can easily monitor the compressor's status.

The XATS 400 is equipped with 1 by 1.5-inch and 2 by 3/4-inch ball valves as standard. The unit's Tier 4 Interim John Deere diesel engine delivers 125 horsepower and has a 58-gallon fuel tank. The large fuel tank minimizes the number of refills for enhanced productivity and a minimum of 8.5 hours of running time. The XATS 400 also features a step less fully automatic regulator that constantly varies the engine speed according to air demand to minimize fuel consumption. •

More and more radiators and coolers are being installed in modern industrial machinery.

The problem: Your fans are in tough continuous use. Like vacuum cleaners, the fans quickly plug the coolers and grill screens. This results in additional costs of several thousand dollars per year through increased fuel consumption and downtime.

The solution: Our innovative reversible fans reverse the airflow to powerfully clean out radiators and screens at the operator's convenience. CLEANFIX increases the reliability, productivity, and fuel efficiency of your machine. CLEANFIX is the only fan, which provides a high pressure, high cleaning power reverse airflow.

What this means to you: Using CLEANFIX ensures a relaxed and comfortable work environment. You will never need to exit the cab to clean a radiator or be inconvenienced by reduced air-conditioning performance.

The patented CLEANFIX Reversing Fan system

The blades of the CLEANFIX fan are always optimally aligned to create the maximum air pressure and airflow. In both the cooling and the cleaning modes, the leading edge of the fan blades cut the air and the trailing edge of the fan blades accelerate the air. Only this CLEANFIX patented system results in high-pressure airflow in both fan modes.

To guarantee that the leading edge of the fan is always properly cutting the air and the trailing edge is always accelerating the air in both cooling and cleaning modes, the blades MUST rotate through the cross position.

Other reversing fan systems rely on changing the rotational direction of the fan while the blade profile remains the same. This results in low pressure, low airflow, and highly turbulent reverse flow condition.

www.cleanfix.org •

New: Eplan Design Space Exchange

When integrating control technology into customized control cabinet solutions, it can be challenging to reduce the space needed for machines and installations and condense structure size. The new Eplan Design Space Exchange simplifies the creation of virtual models for electrical and control systems engineers while simultaneously breaking down the barriers between electrical and mechanical design engineering.

The new Eplan Design Space Exchange (DSE) has been unveiled. DSE supports data exchange between mechanical construction and control system technology in control cabinet and switchgear construction. The expansion module for Eplan Pro Panel Professional, developed by Eplan and MCAD specialists at Cideon, is available for the first time with Eplan Platform 2.4 and compatible with Autodesk Inventor 2014 and 2015. "Without the cabinet case, there is no mounting layout, and without the mounting layout, there is no final case design. This dilemma can now be resolved with the Design Space Exchange expansion module," explains Thomas Weichsel, product manager at Eplan. DSE is based on a fully parametric 3D geometric data model of the mechanical design that takes into account the particular requirements for the installation location of the mounting panel or cabinet. DSE accesses the 3D CAD data of the control cabinet case design and makes it available to the Eplan Platform, as the basis for the mounting layout using Eplan Pro Panel. The 3D mounting layout is created within this design space, referencing the automation concept from the electrical design. All electrical equipment intended for installation will be mounted virtually, taking into account spatial conditions and manufacturer specifications regarding minimum clearance.

Wiring on Virtual Prototypes

Installation holes, threads, slots and cutouts are automatically integrated for subsequent assembly. The virtual prototype of the cabinet is the basis for virtual switchgear wiring and for determining optimal wiring paths and appropriate wire lengths, among other things. Once the virtual mounting layout has been completed, Eplan DSE provides data on the necessary installation holes, threads, slots and cutouts for integration into the 3D mechanical engineering model, at the push of a button. DSE then interprets data and objects on the Autodesk Inventor page and creates a consistent product data model for mechanical design including all components, holes and cutouts. The model is fully parametric and is in the form of native Autodesk Inventor geometry data, so that the mechanical design can integrate the manufacturing procedure including processing, BOMs and manufacturing drawings. While the mechanical design lays the foundation for the manufacture of the cases, the electrical designer can compile complete, as-built, project documentation of the final product. For example, the automated assembly of terminal strips and wire bundles, with all the necessary schematics, mounting diagrams, manufacturing drawings, BOMs, device lists, connection lists and data are created. As Weichsel notes in his summary of the advantages: "Interdisciplinary data synchronization reduces potential sources of error and product development costs, saving time while improving quality."

EPLAN Software & Service develops engineering solutions, which accelerate the product development process. Interdisciplinary expert systems assure the highest degree of productivity and data integration. The solution provider develops customer-specific and tailor-made PDM and PLM concepts and provides comprehensive services such as customizing, consulting and training. Innovative development competence, a consistently practical approach, and international presence are the resulting success factors. EPLAN is part of Rittal International and thus of the Friedhelm Loh Group with 11,500 employees worldwide and generated revenues of about 3 billion USD in 2011. EPLAN is therefore synonymous with continuity and investment security. Eight offices in North America and company presence in 50 countries support 45,000 customers with 110,000 installations worldwide. The corporate motto - 'Efficient Engineering' - underlines the proficiency of optimized, efficient processes, which keep companies competitive in the long term.

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TUS NEW PRODUCT NEWS

Foundation Software, developer of America's #1 job cost accounting, project management, and scheduling software for construction, Foundation®, was recently selected as a 2013 World Class Customer Service Award honoree by Smart Business Magazine.

The 2013 World Class Customer Service Award, presented by Smart Business Magazine, recognizes companies who have an outstanding and exceptional customer service repoire and who strive to raise awareness to the quality in which customers are treated. According to the Smart Business website, "This award is to express the importance of great customer service in the business world and to recognize the companies that demonstrate exceptional customer service."

Since its inception in 1985, Foundation Software has been dedicated to making sure their clients know that they have a strong support system behind them. Early on, when Foundation was a one-man company, founder and CEO/Chairman Fred Ode singlehandedly supported each of his clients, going so far as to offer customized programming to fit their needs and personalized phone support all hours of the day. Today, Foundation has a staff of over 100 employees, all of whom share that passion for quality customer service. "We are so fortunate to have such great people working for us, that take the time to put the clients and their needs first," said Fred Ode. "Our employees take pride in helping each of our clients with any issue they might have in any way that they can."

In addition to daily support, Foundation Software also offers ongoing educational opportunities to help contractors harness the power of FOUNDATION and to show them how to use it to its full potential. Monthly webcasts, intensive seminars, and user conferences are held on a regular basis and generate plenty of interest among clients. "We've realized that support isn't restricted to phone calls. Our clients are proactive and want to learn, so we want to give them the opportunity to do so," said Mike Ode, President of Foundation Software. "We're growing and more dedicated than ever to maintaining the exceptional standards that we have set for our support, our company, and our product. We are thrilled to have these efforts recognized by Smart Business and are happy to be named a World Class Customer Service honoree."

The rest of Foundation Software's employees share the sentiment. Representatives Garrett Fuller and Steve Antill attended a VIP reception on April 18th, 2013 where they gave a presentation on Foundation's efforts to provide quality support and create client satisfaction. On June 6th 2013, a banquet was held at the Executive Caterers of Landerhaven for all of the honorees. Several Foundation Software representatives attended.

Foundation will continue to strive to offer exceptional customer support.

Kaeser Compressors, Inc. is proud to announce the SFC 22. This variable speed drive rotary screw compressor delivers best in class performance with an efficiency advantage of up to 26% over the competition.

With a flow range of 36 - 152 cfm at 125 psig, the SFC 22 features the "built-for-a-lifetime" reliability, simple maintenance, and sustainable energy savings you expect from the Kaeser name, as well as the latest in Siemens drive technology.

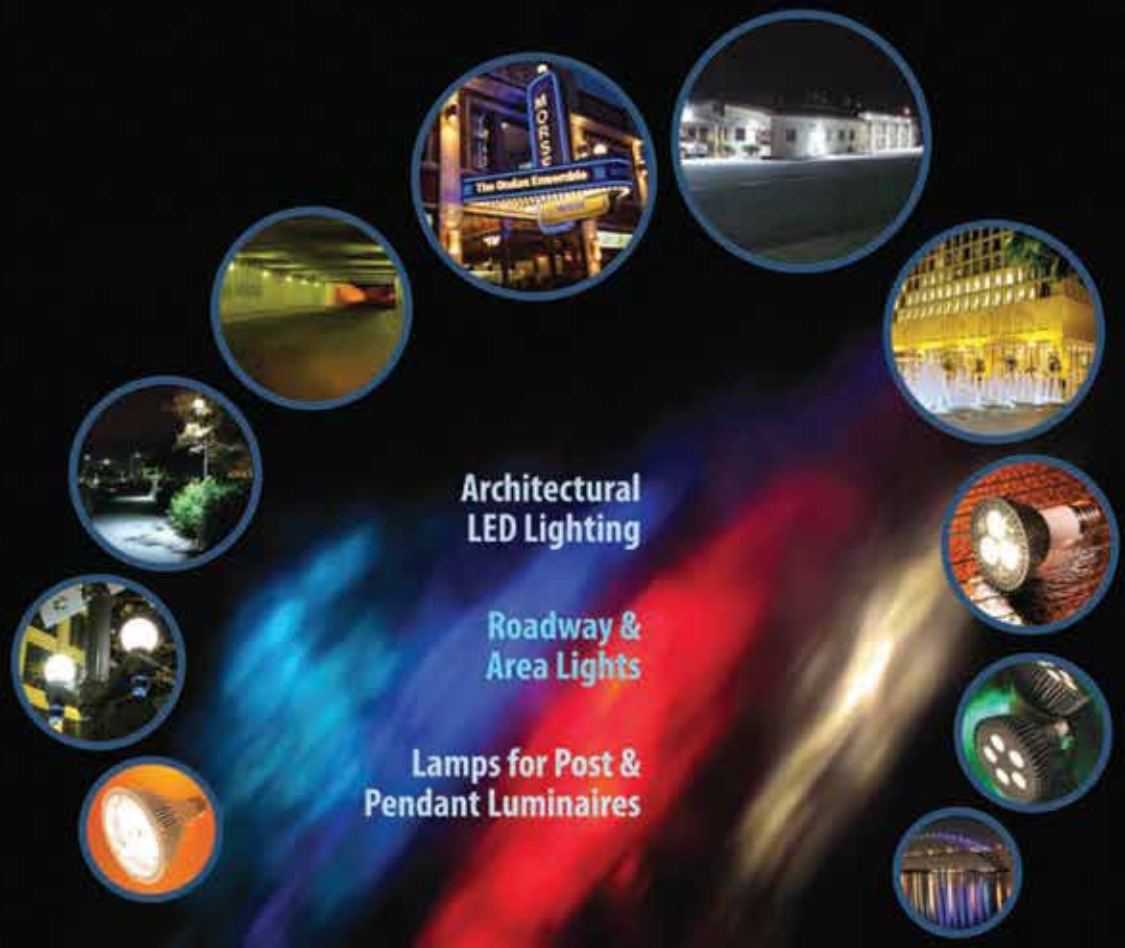
Kaeser has improved the SFC's specific power through a combination of true direct drive design, premium efficiency motors, lower internal pressure differential, and optimized airends. Additional built-in heat recovery options provide even more energy savings potential.

New features include an enhanced cooling design, eco-friendly filter element, integral moisture separator with drain, and an Electronic Thermal Management system. Units also come standard with Sigma Control 2™—an intelligent controller that offers unsurpassed compressor control and monitoring with enhanced communications capabilities for seamless integration into plant control/monitoring systems. The SFC 22 is also available with an integrated dryer for premium compressed air quality.

xTo learn more about the new SFC 22 or to be connected to your local representative for additional information, please call (877) 586-2691. •

Mr. Beams Introduces New NetBright™Motion Sensor Spotlights with Radio Frequency Connectivity

Wireless Environment introduces the new Mr. Beams™ LED Spotlights featuring new Net-



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Bright™ technology that uses radio frequency connectivity to link multiple Spotlights on one network.

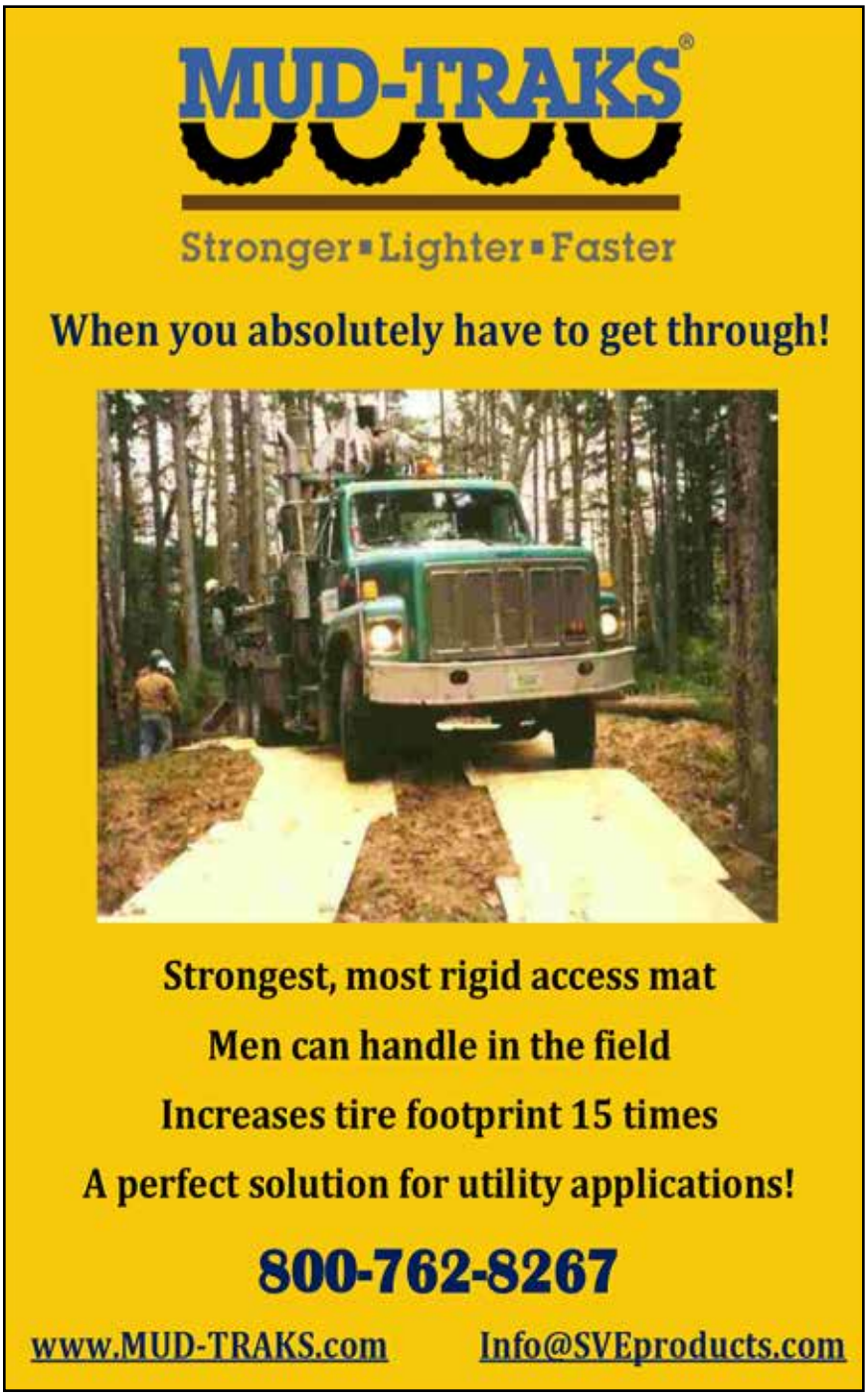
These bright LED wireless motion sensor Net-Bright Spotlights offer a great solution for security and safety applications for home or professional use. The Spotlights utilize super-efficient LEDS, which provide a year or more of outdoor lighting on one set of 3 D-cell batteries.

NetBright technology uses radio frequency transceivers to allow the lights to create a private wireless communication network and operate in coordination with other lights in the system.

When one Mr. Beams™ NetBright Spotlight detects motion, it automatically illuminates and sends an "ON" signal to other spotlights in its network, triggering them to illuminate as well. The last unit to detect motion will turn off after 30 seconds of inactivity and send an "OFF" command to the other units, thus turning all of the lights in a group OFF at the same time.

Each Mr. Beams NetBright Spotlight provides 200 lumens of energy efficient light, with each set of three D-cell batteries providing up to 5000 activations. Each light is equipped with four channels, creating separate networks that, for example, permit spotlights mounted on the rear of a building to operate independently of lights located on the side of the building. Up to 50 spotlights can be connected on each of these 4 channels within one NetBright network, and they can operate at a range of up to 200 feet.
Plus, like all Mr Beams LED Products, the Net-Bright Spotlights are wireless and do not require an electrician for installation. Mounting is simple and takes less than 5 minutes. Place them anywhere you need bright light: on a house, garage, or barn, or even on a tree or post – no wiring needed. The NetBright Spotlights offer the ideal solution for complete perimeter lighting for large areas around the home or office. The Spotlights are designed with tight water resistant seals and UV resistant material for operation in all weather conditions.

For more information on the new NetBright system, visit www.mrbeams.com. •



Venco Venturo Industries LLC announced today the addition of the Venturo ET6K electric crane to their telescopic service crane product line. The addition of this innovative model provides a low-cost, lightweight service crane, exempt from OSHA 1926.1427 operator certification requirements.

The standard configuration for the ET6K includes a manual extension boom from 6'-10' and hydraulic elevation from -5° to +75°. The crane's rating is 6,000 FT-LBS with a maximum lifting capacity of 2,000 LBS – falling below the OSHA requirement for operator certification. The ET6K winch features a high-efficiency, heavy-duty 3-stage electric planetary gear drive, 12V permanent magnet motor and dual braking systems.

The ET6K comes standard with a capacity overload shut-off system, aircraft-quality wire rope, and remote control pendant. Available options include radio remote control, anti two-block system which meets ANSI B30.5 safety standards, mounting pedestals for platform body applications, outriggers and jacklegs for a variety of truck bodies and an adjustable boom rest with a load block storage hook.

The ET6K crane is a lightweight, cost effective choice for a variety of industries and general service applications on any truck with a GVWR of 8,000 LBS or more. Built with the same rugged design and reliable heavy duty components of Venturo's higher capacity models, yet exempt from OSHA operator certification requirements, the ET6K provides a solution anyone can use to add a crane to their truck which was previously cost and regulation prohibitive.

www.venturo.com •

If you would like to see your companies product featured in The Utility Source- New Product News, please contact our editor, Annie McGilvray, annie@handfmedia.net

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The Isolated Power Adapter's electronics are enclosed by an epoxy-sealed case to protect the internal circuits from damage caused by shock and/or vibration. Its durable construction withstands extensive wear and tear in any harsh mobile environment. Snap-in connections make replacing missing or damaged cables from anywhere in the field easy and hassle-free.

Lind's Isolated Power Adapters are built to work with most existing laptop brands and models. These adapters can also be designed for custom applications. Contact Lind to discuss solutions for your exact mobile power needs.

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