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May 2016

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**New LineWise "Hydraulic" Phase Lifter
Safely Increases Productivity of
Raising Energized Lines**

Legacy of Success
Time Versalift



A white utility truck with a bucket lift, held in a person's hand. The truck is a small-scale model, and the bucket lift is extended upwards. The truck is white with a black cab and a white body. The bucket lift is silver and has a black bucket. The truck is being held by a person's hand, which is visible at the bottom of the image.



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VERSALIFT
PHX



VST**7100HD**



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The National NBT45-TU is equipped with a 142 ft five section full power main boom and 55 ft extension, for a maximum tip height of 203 ft. The Prinoth carrier is outfitted using the developed sprocket-track system allowing for superior stability.



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Crane Tech LLC Lifting Operation Supervisors Program

Crane Tech LLC, the industry pioneer in crane safety and training for the materials handling and construction industries, is pleased to announce the launch of a new program for lifting operation supervisors.

Crane Tech has found that supervisors put in a position to oversee lifting operations often don't have the background or training necessary to recognize crane and rigging hazards or fully control lifting operations and safety. This leaves workers exposed to hazards that a more experienced supervisor can properly mitigate. The new Mobile Crane Safety for Managers program addresses operator and management responsibilities and key concerns. Topics will address a practical application of crane regulations, factors that influence safe and unsafe operations, how to read and interpret load rating charts, inspection requirements, evaluating site conditions, proper crane set up, power line safety and lift planning.

This one-day course was created to maximize the time of busy professionals while providing a high-level overview in the areas where Crane Tech typically finds opportunities for improvement.

www.cranetech.com •

Matthew Wilson Named 52nd President of NTEA



Matthew Wilson, chairman & CEO of Switch-N-Go, AmeriDeck & Bucks Divisions of Deist Industries Inc. (Hadley, Pennsylvania), was installed today as 52nd president of NTEA – The Association for the Work Truck Industry. He accepted this position from immediate past president Jeffrey Messer, president of Messer Truck Equipment (Westbrook, Maine), at the President's Breakfast and NTEA Annual Meeting held in conjunction with The Work Truck Show® 2016.

"The time I've spent on NTEA's Board of Trustees has been invaluable," said Matt. "I'm excited to take on the role of Association president and focus on continued development of our offerings to the membership and industry in the coming year."

Matt joined Deist Industries in 2006 as a division manager, becoming general manager three years later. In 2010, he was appointed president, and, later that same year, he and his wife acquired full ownership of the business. He maintained the position of president until 2015 when he transitioned to his current role as chairman & CEO.

www.ntea.com/worktruckshow/ •

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Crane Tech LLC Lifting Operation Supervisors Program

Terex names new branch managers to oversee its Service Center operations. Jeremy Dehnel joins the Terex team as Branch Manager in the Waukesha, Wis., location, and Chad Rudebusch takes over as Branch Manager in the Watertown, S.D., location. As Branch Managers, Dehnel and Rudebusch will support all Terex Utilities products and services to a wide-range of customers, including investor-owned utilities, electric cooperatives, municipalities and utility contractors.



"Both Jeremy and Chad bring unique skill sets and experiences to the Branch Manager role," says Terex Director of Operations, Richard Gunderman. "As we continue to develop innovative product offerings, services and programs to meet the growing needs of utility customers, Jeremy and Chad will both play an extremely important role in growing our opportunities in the marketplace."



www.terex.com/utilities •



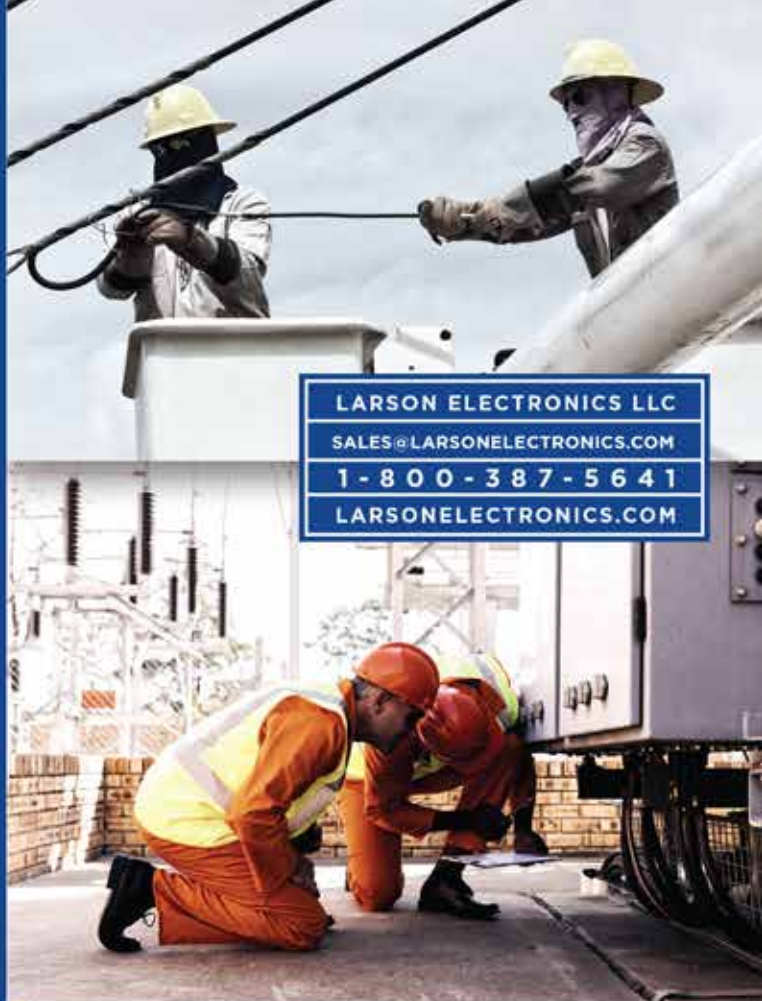
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TUS INDUSTRY NEWS

Utility One Source Now Renting Ring-O-Matic



Owning and renting Ring-O-Matic vacuum-jetting rigs is now easier than ever through a new agreement with Utility One Source. Utility One Source, which provides complete sales, rental and aftermarket services including remanufacturing and customization of industry-leading heavy-equipment brands, will now make the vacuum-jetter rigs available to customers nationwide from its 23 locations.

Brian Metcalf, Ring-O-Matic CEO, said, "We are very pleased to have a partner who is as dedicated to its customers' success as we are ourselves. It truly is a perfect fit, giving customers convenient access to our full line of vacuum excavators throughout North America, with the backing and expertise of Utility One Source."

Ring-O-Matic's high cfm 550- and 850-gallon VacEx vacuum excavators and patented Viper potholing tool are available in trailer- and truck-mount versions.

Ring-O-Matic is a manufacturer of vacuum and vacuum-excavator systems, as well as carwash pit cleaners. Tank capacities range from 150 gal. (600 L) to 3,000 gal. (11,500 L).

www.ring-o-matic.com •

Ranger Design Awarded at The Work Truck Show 2016

The Work Truck Show® 2016 Innovation Award was presented last week to Ranger Design (Ontario, New York) for the company's Max View safety partition. Ranger Design received the award at The Work Truck Show 2016, held March 1-4 at the Indiana Convention Center in Indianapolis, Indiana.

The Work Truck Show Innovation Award goes to the product at the Show deemed "most innovative" by a panel of trade media editors and truck fleet managers. All products entered in The Work Truck Show 2016 New Product Spotlight or New Product Media Guide programs are eligible.

Max View is a safety partition with a top portion molded out of clear thermoformed ABS and polycarbonate to snugly fit Ford® Transit Connect, Ram ProMaster City® and Mercedes-Benz Metris cargo vans. The Max View partition's see-through feature greatly enhances cargo space visibility, reduces blind spots, permits more light into the cab and creates the feeling of a more wide open, less claustrophobic cab space, according to the company.

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New LineWise “Hydraulic” Phase Lifter Safely Increases Productivity of Raising Energized Lines

LineWise introduces its latest breakthrough in utility line equipment, the Hydraulic Phase Lifter, a patent-pending insulated crane attachment that can safely support up to three energized lines at once.

The versatile Phase Lifter allows workers to come in from underneath and hold the conductor, as opposed to over the top with rigging sticks hanging from a crane. This provides a significant advantage in areas where there isn't enough overhead clearance to get outside and above the conductor.

The Phase Lifter also has an impressive 1,500-pound total vertical load and 225-pound side load capacity per conductor. Maximum conductor spacing is 14.5 feet in increments of 6 inches, for a maximum width of 29 feet, which is particularly appealing to large, high-voltage operations.

Because safety is always a concern when dealing with energized lines, the quick-attach insulator is available in industry-standard “Line Post Polymer” or “Sealed Fiberglass”. The arms are sealed fiberglass and include a desiccant canister to absorb moisture and add another layer of protection. Furthermore, the quick-attach insulator requires no tools to install or remove, maximizing simplicity.

To attach the Hydraulic Phase Lifter to a crane, an adapter specific to the type of crane is fitted. A hydraulic cylinder changes the angle of the Phase Lifter. The crane's boom is

angled from 55- to 80-degrees for horizontal and vertical builds. The hydraulic power source for the hydraulic cylinder is provided by a self-contained hydraulic power unit (HPU) on the Phase Lifter or from the crane.

When it comes time for setup, the Phase Lifter's exclusive folding arms are mechanically synchronized to open and close simultaneously. A pin automatically slides into a slot to lock the arms in a working/open position, while a cross pin locks the pin in place. The arms lock together when closed, and the Phase Lifter stows on the side of the crane for easy transport to and from a jobsite.

If you are planning on attending the ICUEE show LineWise will have a NEW Hydraulic Phase Lifter and a NEW Hydraulic Insulated Work Platform mounted to Manitex cranes in Booth#N2019. Also, please stop by our indoor Booth#2452 to see the newest LineWise Utility Products.

LineWise is a division of Diversified Products. The company designs, engineers and manufactures a full line of utility products, including line lifters, insulated work platforms, phase lifters, transmission temporary conductor supports and the Buddy Bushing cross arm reinforcement system. For more information, contact Diversified Product Development, 1001 Webster Avenue, Waco, Texas 76706, phone 254-757-1177, or visit the website at www.diversifiedproduct.com.





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- Meets and/or exceeds all ASTM F-696 Standards for leather protector glove design

In addition to high voltage and low-voltage leather protectors, The Power Gripz also offer a full line of work gloves styles including Unlined, Thinsulate® lined and Kevlar® (category A4 cut-resistant) lined. High and low-voltage sizes 8-12.5, Three-finger mitt sizes 9-11 and work gloves in M, L, XL, XXL

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THE POWER GRIPZ has you covered when it comes to work gloves- there is something for every preference. Linemen need and deserve a better grip on the tools and small parts, as well as all other equipment they use. Test a pair of Power Gripz for yourself and see why The Power Gripz are quickly becoming the leather protector of choice for utilities and power linemen everywhere!

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NoteVault and Cat Phones Partner to Equip Mobile Workforce with Productivity Enhancing Tools

Free NoteVault for four months with every purchase of a Cat® smartphone.

NoteVault, a leading provider of mobile reporting solutions have teamed up with Cat phones to serve the growing segment of the mobile workforce who are looking to increase their productivity by combining rugged smartphones and mobile technology. Launching their Smart Tools for Smart People campaign, all purchases of Cat smartphones from catphones.com will qualify for four months of a NoteVault Premium account, worth \$396, totally free of charge for a limited time only.

“When facing the day to day challenges of working on a construction site we refuse to believe that being rugged means you have to make a compromise. Cat smartphones bring together powerful performance with industry leading tough credentials,” said Peter Stephens, CEO of Bullitt Group, the global licensee of phones and accessories for Caterpillar Inc. “By offering an industry-dedicated app store, including on-site reporting apps like NoteVault, we ensure that our customers are fully equipped when on site with the tools needed to get the job done.”

CCS Insight forecast that in 2016, 18.4 million rugged smartphones will be shipped worldwide. These devices are similar in design and user experience to the consumer-grade smartphone, but offer enterprise-grade levels of ruggedness and additional features for those working in demanding environments, e.g. improved daylight readability and the ability to use the device whilst wearing gloves.

Ken May, Chief Commercial Officer for NoteVault explains, “The NoteVault platform is used by many of the world’s top construction and engineering firms. Much of their workforce operate outdoors where water and dirt impede their ability to use their mobile device and NoteVault apps. Having a rugged Cat smartphone running NoteVault will enable them to keep delivering daily reports. We’re excited to team up with Cat phones to offer our customers a smartphone designed for the environment where they work.”

Through the Smart Tools for Smart People campaign, Cat phones will provide a voucher for four free months of a NoteVault Premium account, for more information visit www.notevault.com/cat

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ATPV rating: 40cal/cm² HAF rating: 94%

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Legacy of Success

Humble Beginnings

In the mid '60s the telecommunications industry was rapidly expanding. Most homes were equipped with telephones and although cable television was in its infancy, interest in this new media platform was growing. As these two technologies developed at an unprecedented rate, local telephone and fledgling cable companies searched for ways to increase their efficiency while providing a safe working environment for their employees.

In 1965 linemen were required to climb poles which was dangerous and physically demanding, particularly to the older employees. Developed in the small Central Texas town of Clifton, Texas by Russell Howard, a mechanical engineer, and Charles Turner, whose family owned an independent telephone company in Palo Pinto County, Texas, TIME MANUFACTURING COMPANY was 'born out of the need' to provide 'Time Saving Equipment' that was maneuverable, safe and a dependable way for telephone linemen to perform tasks at varying heights above ground. The current Waco, Texas location, home to Time Manufacturing, was built in 1972. Today, with two state-of-the-art manufacturing facilities and over 300,000 square feet under one roof, Time is one of the leading premier facilities of its kind.

Aerial lift orders rapidly increased with VERSALIFT's first large sale of multiple units to a Michigan-based telephone company. In the late 70s, the company's customer base stretched globally as we introduced our product to the European market. Product lines, sales, and customer relationships continued to grow, and in 1985, Time Export was established in Farso, Denmark. In the 90s and 2000s, we made international strides with the establishment of VERSALIFT distributor locations in Europe, Africa, Middle and the Far East. Here in the U.S., we were

expanding as well with the addition of VERSALIFT East in Bethlehem, PA., VERSALIFT Southwest in Waco, TX., and VERSALIFT Northwest in Salem, OR.

Although Time Manufacturing is one of the foremost aerial lift manufacturers in the world, throughout the years we've not veered far from our modest, ambitious beginnings. We've grown in both employees and global reach, yet our belief is still the same as our founders: Solutions to your aerial lift needs should always be within the customer's reach.

Although Time Manufacturing is one of the foremost aerial lift manufacturers in the world, throughout the years we've not veered far from our modest, ambitious beginnings. We've grown in both employees and global reach, yet our belief is still the same as our founders: Solutions to your aerial lift needs should always be within the customer's reach.

History of Innovation

How do we keep your needs in mind while offering cutting-edge solutions? VERSALIFT innovations, such as the introduction of our patented TruGuard technology and incorporating the use of high-strength steel, were created with the success of your challenges in mind while pushing the limits of telescopic heights safety. Since the creation of our first aerial lift, Time Manufacturing has been committed to using the key components of technological innovation and customer feedback as a means to meeting customers' aerial lift needs. Even today, cofounder Russell Howard's dedication to his trade continues to inspire both our talented engineering department and experienced manufacturing personnel.

Each of Time Manufacturing's engineers begins their time at VERSALIFT learning the products by working side by side manufacturing. Once they understand the structural mechanics of our products from start to finish, their attention turns

to you. We dedicate time listening to customers explain their lift challenges in the field in order to design equipment specific to your needs. Collaboration with our customers while we build and test the new equipment also helps to ensure that your, as well as industry, safety needs are met while maintaining a standard level of productivity. Utilizing the exceptional skill base of our knowledgeable employees, our mission is to build VERSALIFT products designed to provide you with safe solutions and increase over customer satisfaction.

Future of Versalift

We're excited about what lies ahead for Time Manufacturing and our VERSALIFT product. Using our global manufacturing resources teamed with highly trained employees, the heights for the future are limitless. Time Manufacturing Company's stable ownership, consistent style of management and full production schedule also empower our plans for tomorrow.

Because we keep the customer in mind when planning for the future, VERSALIFT continues to extend fresh product offerings to our customer base, whether by implementing a rental and leasing fleet or cultivating our used equipment business. Though the VERSALIFT presence in our current industries is vast, we continue to look toward what's next, such as aerial lift needs in the emerging wind energy industry. New entry points for lifts in utility processes are also a priority, such as distribution, transmission, contracting, and more.

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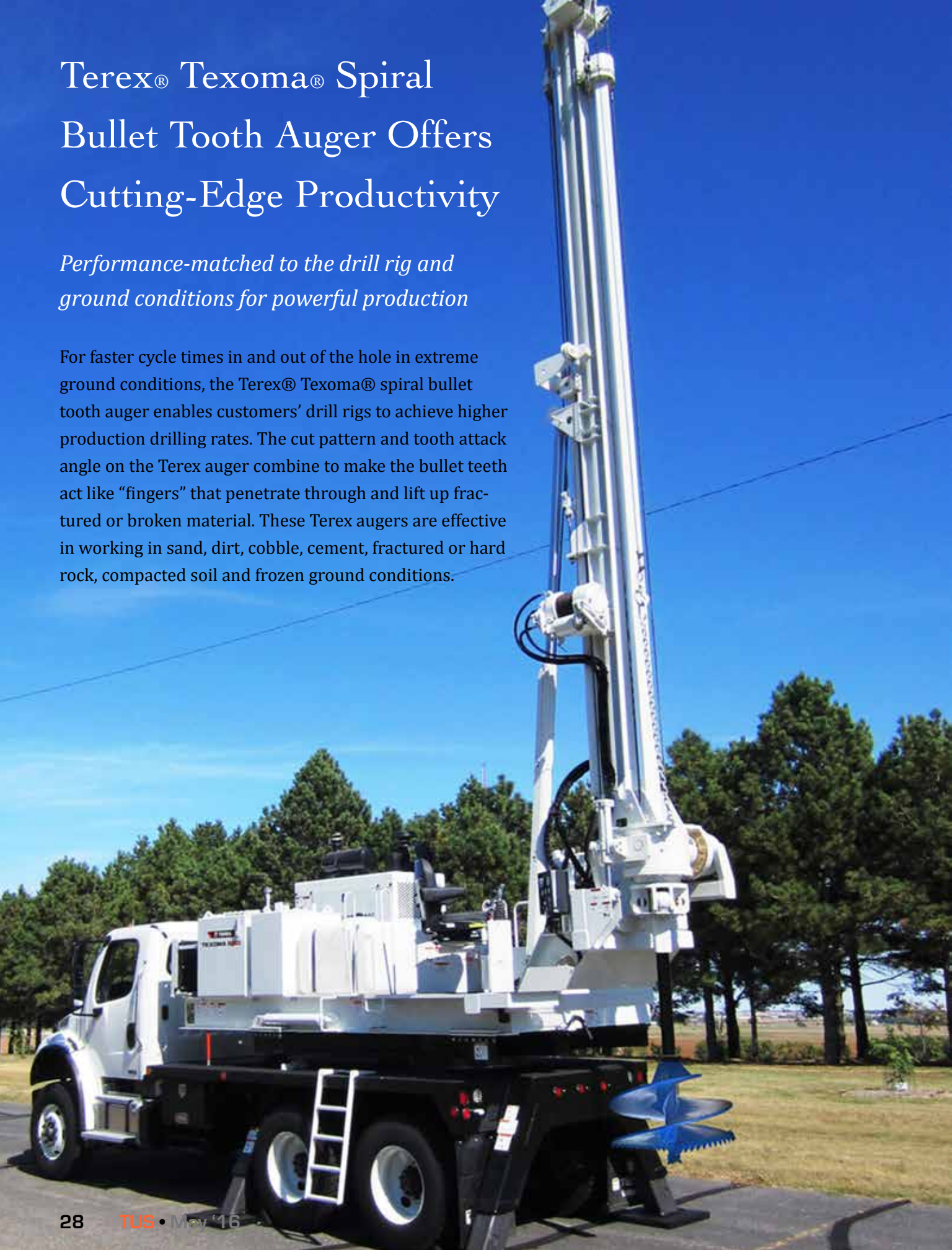
When the power goes out we know we can rely on our nation's linemen to strap on their boots and march into the elements to get our electrical service back online. More often than not, that means battling wind, rain, snow and ice and doing so in the dark. In those conditions, light that can be dynamically directed where it is needed, when it is needed is an essential tool for safety and productivity. In both emergency situations and day to day operations Golight has proven to be a vital tool in extending work hours and increasing productivity. Golight has been a partner to the men and women who keep our lights on for almost 20 years and we are committed to seeing that relationship grow and develop.

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According to Putnam, Terex has specially designed its spiral bullet tooth auger to allow each bullet tooth to cut a small track which increases productivity. With its spiral-shape design and unique tooth pattern that distributes the cutting action evenly, this auger equalizes the work done by each

tooth on the cutting tool, increasing production rates and reducing tooth wear. "The efficiency and effectiveness of a contractor's drill rig is ultimately determined by the type of auger tooling used," says Dale Putnam, Terex Utilities product manager. "The auger tooling a contractor uses should be

performance-matched not only to the drill rig but also to the ground conditions the rig is operating in. Too often, contractors spend a lot of time and effort trying to push an inefficient auger tool into tough ground conditions, resulting in slow production rates and excessive wear and tear on the tool."

With a standard auger tool, says Putnam, one hole could take crews up to eight hours to drill. With the Terex Texoma auger, the same hole may only take them 30 minutes to complete. "And," says Putnam, "the Terex Texoma auger tool fits right on the existing drill rigs so contractors save

An advertisement for California Turbo, Inc. featuring a collage of industrial fans and blowers. The background is a faded image of a power plant. Overlaid on this are several products: a large circular fan, a smaller square fan, a yellow portable blower, a black flexible duct, and a transformer cooling fan. Text labels identify these as 'VAULT BLOWERS and ACCESSORIES', 'TRANSFORMER COOLING FANS and ACCESSORIES', and 'CONFINED SPACE BLOWERS and ACCESSORIES'. At the bottom, the company name 'California Turbo, Inc.' is displayed with a logo, followed by contact information: (800)448-1446 fax: (909)854-2801, 10721 Business Drive, Fontana, CA 92337, www.californiaturbo.com, and e-mail: hank@californiaturbo.com.

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money on equipment acquisition and utilization rates. Basically, if a contractor can get the auger drill to the jobsite, this auger tool can dig almost any hole. Even better, because this tool is designed for drilling in tough conditions it puts less strain on the equipment, which results in less downtime due to unscheduled maintenance and repairs."

The Terex Texoma spiral bullet tooth auger can be used in virtually any ground condition, with all of the standard Terex tooth offerings, and is adaptable to any size of digger derrick truck. Terex offers a variety of flighting thickness and pitch options for this

auger, as well as custom specifications upon request to meet every customer's particular drilling needs and conditions.

"Drilling contractors need to be able to tackle any ground condition with one machine," finishes Putnam, "As productivity directly

correlates to profits, using the right tool maximizes both — auger tooling, engineered for high production drilling in virtually any ground condition, can dramatically improve a rig's drilling performance."

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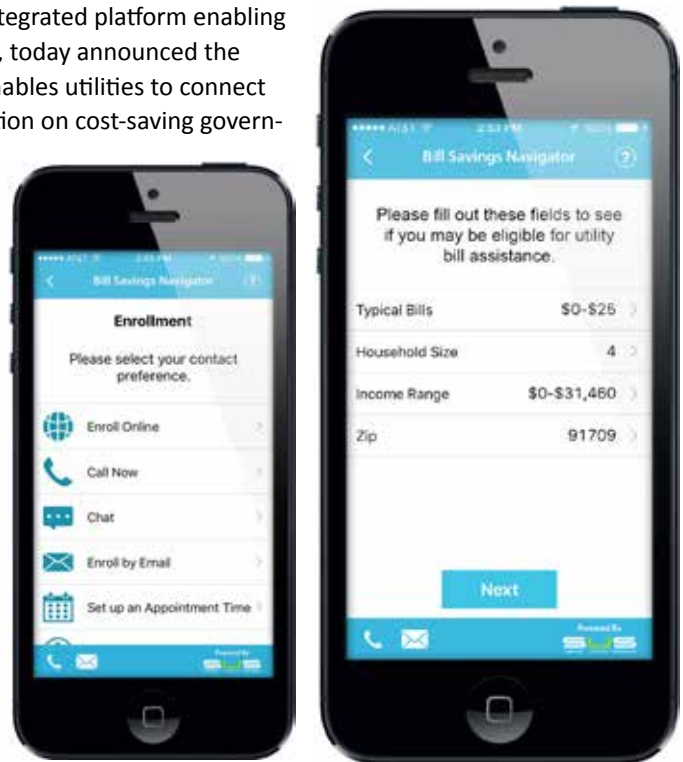
Smart Customer Mobile Launches Bill Savings Navigator

Smart Customer Mobile (SCM®), the award-winning, single integrated platform enabling utility companies to establish superior customer engagement, today announced the launch of SCM® Bill Savings Navigator. The new technology enables utilities to connect directly with income-qualifying customers and share information on cost-saving government-mandated efficiency and rebate programs.

Developed by Smart Utility Systems (SUS) -- a leading provider of cloud-based solutions focused on utility customer engagement and operational efficiency -- the easy-to-use app is the only utility customer engagement solution addressing the needs of both the consumer and utility, while providing a superior 360-degree customer experience.

According to the Bureau of Labor Statistics, there are some 40 million low to mid income households in the U.S. that are spending approximately \$70 billion every year on utilities alone. That reflects an expenditure of up to 14 percent of their total income, a percentage far greater than the average household, which spends just six percent, and high-income households, which only spend approximately three percent of their income on energy each year.

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DICA Patents SafetyTech Outrigger Pads

DICA has added a fourth patent to its SafetyTech® outrigger pads. The most recent U.S. patent, issued in February 2016 (No. 9,254,821) is for C- or U-shaped TuffGrip handles used with any size or shape of SafetyTech pad.

“DICA’s SafetyTech products are designed to be strong and unbreakable, delivering the consistent engineered performance that our customers and their crews rely on every day. We are very happy to have received this new patent, which is reflective of the thinking, design and engineering our team puts into every DICA product,” said Kris Koberg, CEO.

The TuffGrip handle system was introduced in 2011 to help improve the long term durability of DICA outrigger pad products and provide an increased level of ergonomic safety for operators handling SafetyTech outrigger pads. Handle length is a small but important example of the innovative thinking in DICA’s TuffGrip handle design. Handle length is specifically designed to encourage proper lifting that requires bending and lifting with the legs.

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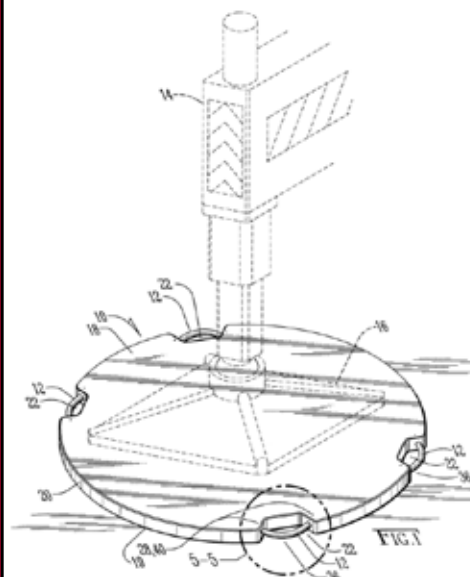
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Larson Electronics Announces the Release of a Portable Power Distribution System- 220 Volts AC to 120 Volts AC

Larson Electronics, a longtime leader in commercial and industrial grade lighting equipment, has announced the release of a portable power distribution system that converts 220 volts AC electrical current to 120 volts AC.

The MGL-220V-10KVA-120V-1X120.25A-1X120.35A portable power distribution system from Larson Electronics provides a safe and reliable way for operators in industrial settings to tap into and utilize power sources independently of the work area. This system provides operators the ability to safely tap into and distribute 220 volts AC power from a variety of sources including generators and direct grid power. The transformer is designed to operate with 220 volts, single phase which is then stepped down to single phase 120 volts AC. Two-hundred feet of Type W line-in power cord is included to connect the substation to a primary 220 volt single phase power supply.

On the primary side, a 60-amp disconnect fused with two 60-amp time delay fuses provides the primary line-in protection and supplies the primary power to the 10 KVA transformer. The secondary current is wired to a 120 volt, single phase 80-amp load center with a main breaker for circuit protection.

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Smart Utility Systems Launches Smart Customer Mobile Express

Smart Utility Systems (SUS) is pleased to announce the launch of Smart Customer Mobile (SCM®) Express, the market's most rapidly deployable, cloud-based, mobile utility customer engagement platform tailored to support small-to-mid-sized utilities, municipalities and cooperatives. As the compact version of SCM®, the #1 customer engagement platform for energy and utility companies, SCM® Express offers many of the same award-winning, cost-saving features and is simple to implement. In addition to real-time, two-way communication with customers, the single integrated platform offers the most intuitive user interface available, while providing superior backend data analytics to deliver more valuable insights to today's utilities.

"We are proud to offer our newest mobile platform to assist electric, water and gas utilities, particularly at a time when concerns regarding energy efficiency and conservation of Earth's natural resources have reached a critical mass," says Deepak Garg, chairman and CEO of SUS, a leading provider of cloud-based solutions focused on customer engagement and operational efficiency.

www.smartusys.com

BLUE STRIPE Heavy Duty Telescopic Hot Stick

Utility Solutions, Inc. has introduced a BLUE STRIPE® Heavy Duty Telescopic Hot Stick that is reported to be stronger than the competition.

Hot line workers using load break tools or operating heavy switches will often exceed the design limitations (pushing, pulling, or twisting) of standard telescopic sticks. Utility Solutions, Inc. specifically designed their new Heavy Duty Telescopic Stick for such applications.

All BLUE STRIPE® Telescopic sticks use an epoxy resin and feature a unique non-woven fiberglass construction process which creates a smooth durable surface that resists water absorption. The patented BLUE STRIPE® feature takes the hassle out of lining up buttons.

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