

THE

August 2017

UTILITYSOURCE

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

**Exhibitor
Support
Pushes
ICUEE
2017
to New
Records!**



**Work-Ready Trailers,
Made EZ**



★
COME SEE
US AT
ICUEE 2017!
BOOTH #2839
★

GET MORE BANG FOR YOUR BUCK...

Because so much rides on a quality upfit.

Transform your fleet the EZ way. Any Fit. Any Configuration.



Proudly manufactured
in the USA

To get your next trailer work ready call Paul Lawrenson
at 630.994.3300 Ext.207 www.ezstak.com





EUFMC SHOWCASE

The world leader in aerial lift production for over 50 years, Versalift is dedicated to developing innovative solutions that meet the ever-changing needs of aerial industries. Last year, we introduced the cutting-edge Phoenix 180-I and Skybird 215-I transmission lifts to our already impressive fleet. The VST-7100-HD and Digger Derrick T & B series add to the diverse capabilities that Time Manufacturing has always been known for.

VERSALIFT
PHX



VST **7100HD**



PG 4	Industry News
PG 8	Cost-Effective Ditch Witch VP30 Vibratory Plow Minimizes Disruption on Residential, Utility-Installation Jobs
PG 12	DICA Will Feature New & Updated Outrigger Pad & Cribbing Products at ICUUE
PG 14	E-Z Drill's Vertical Utility Drill Offers Precision Pinpointing of Gas Leaks
PG 18	Strong Exhibitor Support Pushes ICUUE 2017 to Exhibit Space Record
PG 28	Terex Introduces New Equipment & Technology at ICUUE 2017
PG 34	Work-Ready Trailers, Made EZ
PG 40	New Product News
PG 42	Ad Index

• Cover Art Provided by EZ STAK

Vol. 17- Issue 8

NATIONAL SALES MANAGER

Hank Underwood
205-624-3796
george@handfmedia.net

EDITOR

Annie McGilvray
annie@handfmedia.net

CONTRIBUTING EDITOR

Brandon Greenhill
brandon@tipsmag.net

CREATIVE/ WEB DIRECTOR

Jacklyn Greenhill
jacklyn@handfmedia.net

ADMINISTRATIVE DIRECTOR

Steven Hobson
steven@handfmedia.net

CEO
Christy Hobson

PRESIDENT
Glen Hobson



Executive and Advertising Offices

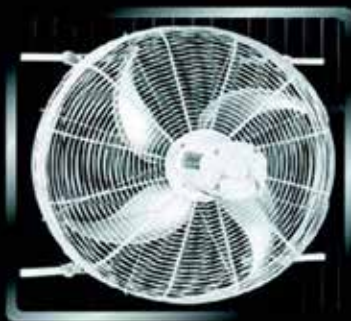
PO Box 1568
Pelham, AL 35124
phone: 205-441-5591 fax: 205-624-3354
www.theutilitysource.net
glen@handfmedia.net

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

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

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

Get Cool!



Extend
transformer
life!

Increase
transformer
capacity up
to 166%!

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



KRENZ-VENT
quality engineered, performance tested

Malta Dynamics, America's Fastest Growing Fall Protection Company, presents the world's most innovative mobile fall protection system...

THE GRABBER®

The Grabber® Mobile Fall Protection System X1250 picks up where the X1240 leaves off by providing more height and reach with a 5' telescoping mast with a single user anchor point. The Grabber® meets OSHA fall protection codes and ANSI Z359.6 design requirements for fall arrest systems, and has been validated by an independent 3rd party ISO 17025 testing laboratory. The versatile Grabber® is designed to be used in either fall arrest or fall restraint and features a one-of-a-kind adjustable mast that can be positioned anywhere between 2' and the **unprecedented maximum height of 34'**.



Highway
Follow All
Posted Signs
Rated



SCAN: Find videos, manuals, and more about this product on our website.



Visit us online to see our full offering of PPE products.
www.MaltaDynamics.com



Self-Retracting Lifelines & Lanyards



Full Body Construction Harnesses



Concrete Anchors



Beam Walkers



MaltaDynamics.com // (800) 494-1840

Visit us online or give us a call today to request our catalog.

Terex Utilities Holds Annual Service School

More than 65 mechanics and service technicians from 20 U.S. and Canadian utilities and co-ops participated in Terex Utilities' annual service school in June. Also participating were a Terex rental partner and distributor. Instruction covered technical topics, including boom and rotation hydraulic overload protection, dielectric testing, hydraulic leveling, side load protection, controls, and more.

During the three-day event in Watertown, S.D., participants rotated through a series of stations that incorporate Terex utility equipment and training aids to educate attendees on the most current maintenance, troubleshooting and repair procedures for the company's digger derricks and aerial devices.

"This in-depth training gives customers the skills and confidence to perform necessary maintenance to keep their Terex equipment operating safely and at peak performance," said Jason Julius, Technical Support and Training for Terex Utilities. About 75% of the participants were first-time attendees. For this reason, Terex keeps group size small. "Mechanics and technicians are able to get one-on-one instruction, forging personal relationships with our trainers," said Julius. The staff of instructors includes Terex field service technicians, engineers and national service technicians, many of whom have more than 20 years of experience with Terex Utilities equipment.

www.terex.com/utilities/en/service-support/training/index.htm •

Takeuchi-US Adds Ditch Witch of Georgia to Dealer Network

Takeuchi-US, an innovative global leader in compact equipment, has added Ditch Witch of Georgia to its dealer network. The company serves the trenching, grading, city and county governments, utility, directional drilling, locate electronics, water/sewer and landscaping markets, among others throughout Georgia.



Established over 55 years ago, the full-service dealer in Albany, Georgia now offers the full lineup of Takeuchi equipment — excavators, skid steer loaders, track loaders and wheel loaders.

"There is a reason Ditch Witch of Georgia has been around for over a half-century backed by strong customer service and continually expanding its portfolio," said Kim Robinson, director of sales at Takeuchi-US.

"There is a great demand for compact equipment in our area and Takeuchi machines will fill that need," said Ricky McCrary, branch manager, Ditch Witch of Georgia - Albany. "Not only does Takeuchi offer well-performing machines, but they are also a local manufacturer and just a few hours up the road from us. The brand carries a strong reputation around here and we are excited to showcase their products."

www.takeuchi-us.com •





Unitrex XS

The leading alternative to hard-line!!!

- Light weight
- Contains Spectra® by Honeywell high-tech fiber
- Corrosion free
- Strength & durability of wire without the conductivity
- Low maintenance

Bring your stringing methodology *FORWARD*.

Unitrex XS makes stringing line easier, safer, and faster!!!



YALE CORDAGE
When there's a lot on the line

P: (207) 282-3396 • F: (207) 282-4620 • www.yalecordage.com
77 Industrial Park Road, Saco, ME 04072

DDIN[®]

TRANSFORMER SLINGS

MANUFACTURED, PROOF TESTED AND TAGGED
BY CERTIFIED ROPE SPECIALISTS



TS58
ADJUSTABLE
TRANSFORMER SLING



TS34PM-4-HD
HEAVY DUTY
THREE PHASE PAD MOUNT



TS12PM-2
SINGLE PHASE
PAD MOUNT

*For More
Information*

Phone: 877-860-5666
International: 630-860-5666
Español: 630-694-5853
www.tallmanequipment.com



WE HAVE THE ROPE TO GET THE JOB DONE.



800-358-767

www.bucrope.com

TUS INDUSTRY NEWS

Crane Industry Services LLC Announces Successful Completion of NCCER Audits of Two Crane Training Companies

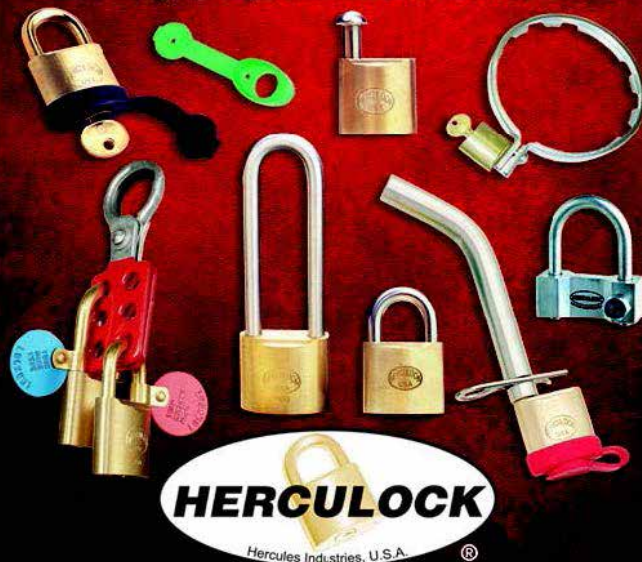
Crane Industry Services LLC (CIS) announces successful completion of NCCER audits for two crane training companies in the northeast. New England Crane School in New Hampshire and Cranes101 in Massachusetts are now approved as NCCER Accredited Training and Assessment Centers (ATS/AAC), under the sponsorship and support of Crane Industry Services. CIS conducted initial instructor certification training and assessments, following the NCCER protocols and curriculum, and will provide annual audits and administrative services to meet NCCER requirements. CIS became an accredited NCCER training sponsor in 2015.

"Currently New England Crane School is offering crane operator certifications, qualified signal person, and basic rigging certifications to our customers, but we plan to eventually branch into other trade areas," said Anna DeBattiste, President, NECS. NCCER offers dozens of construction craft programs and credentials from boilermaking to welding. "We are pleased with NCCER's customer service and the availability of a comprehensive curriculum beyond just crane operator certification," said DeBattiste.

www.centeredonsafety.com •

Weather Resistant Solid Brass Padlocks

Made to your specifications in the U.S.A.



HERCULES INDUSTRIES, INC.
Manufacturer of HERCULOCK Padlocks
P.O. Box 197 • Prospect, Ohio 43342
Toll Free: 1-800-345-2590
Fax: (740) 494-2274
www.HERCULOCK.com



The only leather protectors ***"Designed by Linemen and Used by Linemen"***. The Power Gripz are the only gloves on the market scientifically tested and proven to be superior for grip, arc protection, heat penetration and all-weather dexterity. What makes The Power Gripz over all other leather protectors are the proprietary patented silicone ribbed fingertips and palm grip pads, which provide unmatched adhesion and control.

Ordinary leather protector gloves were not designed for the lineman's high-in-the-air, all-kinds-of-weather world. It's dangerous and demanding work that makes ordinary gloves slick from wear and oily residue and wind up being maddeningly slippery in foul weather. Power linemen need and deserve a better grip on the tools, small parts and apparatus they use to work more efficiently, keep drop zones safer and get the job done, no matter what conditions.

Why Were the Power Gripz Developed?

Linemen, who must wear both rubber and leather gloves most every day, have found that leather protector gloves currently supplied are not totally designed to meet the demanding aspects of linemen's duties. Every day, and especially during inclement weather,



linemen rely on a good grip to get their jobs done safely and effectively. Whether they are working with small objects, such as nuts and bolts, wrenching on small line apparatus or using hand or power tools aloft, a secure grip is essential. Before the invention of The Power Gripz, linemen had a difficult time

performing these routine tasks using standard leather protectors over their rubber gloves.

The Solution is - Patented Silicone-ribbed Grip Pads: By adding the proprietary scientifically blended silicone-ribbed grip pads to the fingers, palm and thumb areas of the glove, where they do not obstruct bending and flexibility, linemen wearing THE POWER GRIPZ can confidently complete all tasks and handle parts, pieces and tools of their trade, without any slippage.

The Power Gripz Design:

These new leather protectors have been designed by a team of linemen who were concerned that the leather protectors on the market today did not meet the needs and the everyday issues that arise in line work. So, the team came up with the ideal SOLUTION: **THE POWER GRIPZ**. These leather protectors were designed, tested and perfected by linemen themselves! While following the ASTM F-696 (ASTM F-2675) standard on the leather glove protectors, The Power Gripz meet and exceed all present specifications for leather glove protectors.

The Power Gripz have been endorsed by Hugh Hoagland, founder and senior consultant to ArcWear.

- The highest leather protector glove ATPV rating in the industry: 40cal/CM2
- Blocks fully 94% of heat penetration in EBT testing.
- Meets and/or exceeds all ASTM F-696 and ASTM-F2675 Standards for leather protector glove design.
- Proprietary grip pads (patent pending) provide unparalleled grip without compromising hand dexterity and safety in all weather conditions.



Order Online at www.ThePowerGripz.com

Cost-Effective Ditch Witch VP30 Vibratory Plow Minimizes Disruption on Residential, Utility-Installation Jobs



Ditch Witch, a Charles Machine Works Company, has released the new, compact VP30 vibratory plow to help operators efficiently install a variety of residential utility products in tight spaces and with minimal surface disruption. From fiber to small irrigation pipe, the unit is the ideal, cost-effective solution for product installation beneath residential properties.

The VP30 is powered by a 31-hp (23-kw) Briggs and Stratton® engine for optimal performance, making the compact machine the most powerful in its size class. The vibratory plow also features a variable flow control—a first to the underground construction industry. This helps utilize power more effectively for outstanding productivity, allowing



operators to precisely control the flow to the shaker box or empowering them to adjust ground drive speed to meet a variety of ground conditions. The VP30 has a maximum 12-in (304.8-mm) plow depth and a 4.1-psi (0.28-bar) ground pressure for minimal lawn disruptions and reduced restoration work. This makes the machine a great solution for residential, fiber drop work and small irrigation pipe installation up to 1 in (25.4 mm) in diameter.

“The increasing demand for residential fiber installation puts pressure on operators to find an effective and efficient machine that keeps costs to a minimum,” said Chris Thompson, Ditch Witch product manager, compact equipment. “The new VP30 vibratory plow is our cost-effective solution for compact, residential installation projects. The machine



keeps surface disruption to a minimum while featuring a low-maintenance design to keep operators profitable and productive.”

Leveraging the same reliable and proven pivot design featured on the Ditch Witch CX-Series walk-behind trenchers, the VP30 is maintenance-free, keeping the machine on the job and out of the shop for increased uptime and utilizes greaseless, sealed bearings that help extend track-assembly life.

Operators will also benefit from the vibratory plow’s hydrostatic, skid steer-style steering for easier operation and easy-touch controls that reduce operator fatigue and enhance machine responsiveness.

The VP30 is equipped with two new adjustable blades—the pull blade and feed blade—which can be adjusted between 6 in (152.4 mm) and 12 in (304.8 mm) to meet fiber installation depth requirements in various areas. Other options include four Ditch Witch plow blades, which are heavy-duty and longer-lasting than other competitive blades on the market. An optional reel carrier is also available that allows for easy cable and fiber installation, while an available RotoWitch® boring attachment results in fewer disturbances, less labor and less restoration work.

www.ditchwitch.com/trenchers/vibratory-plows/vp30 •

Material Handling Equipment

Your One Source For All Your Material Handling Needs

- Storage Products (Steel Cabinets, Shelving & Lockers)
- Loading Dock Equipment
- Conveyors
- Pallet Racks
- Mezzanines
- Carts & Trucks
- Containers & Bins
- Safety Equipment
- Drum Handling Equipment
- Hoppers
- Wire Partitions
- Lift Tables
- In-Plant Buildings
- Cranes (Jib & Bridge)
- Hoists & Trolleys



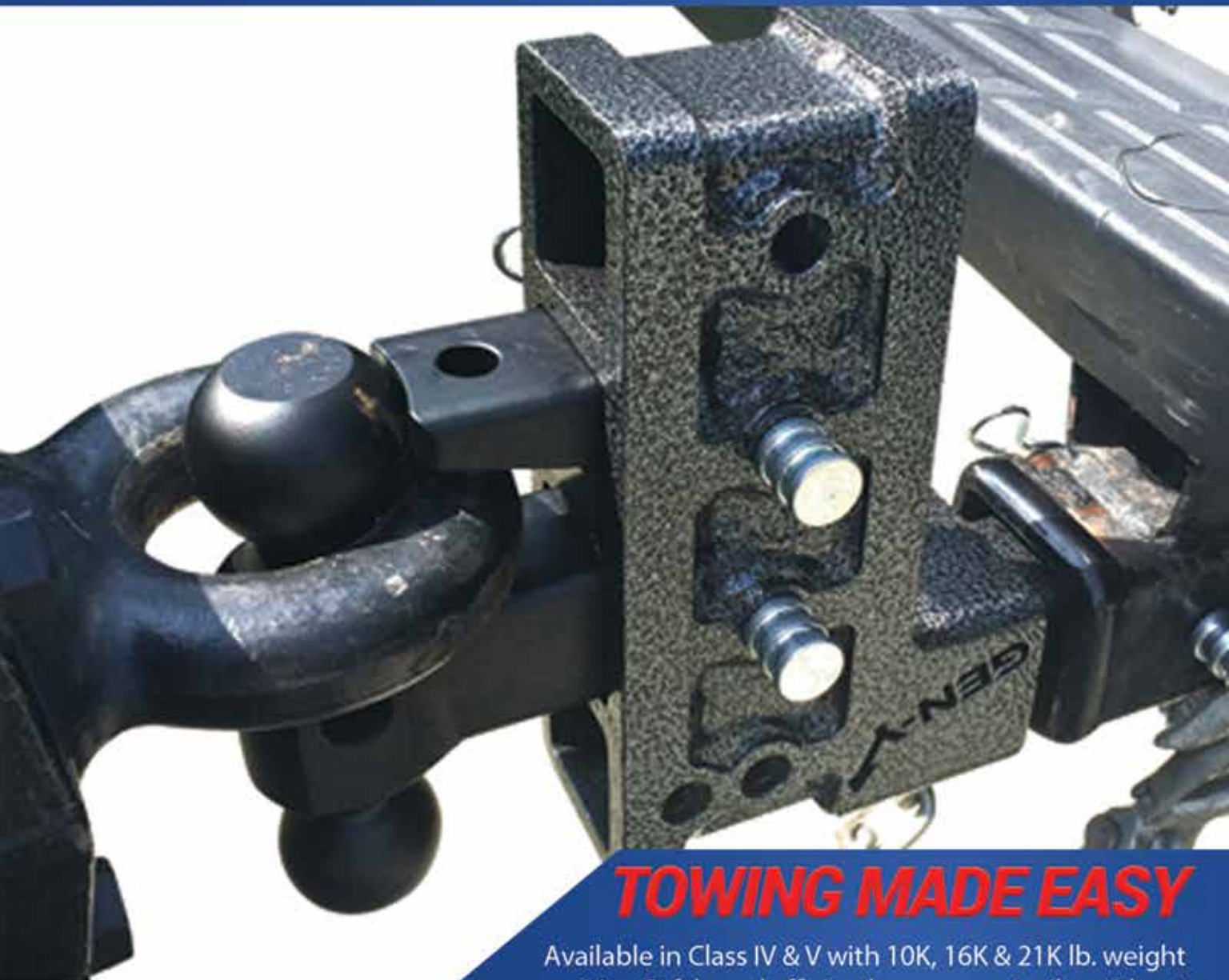
1-800-239-3434



**WAREHOUSE EQUIPMENT
AND SUPPLY CO.®**

116 West Park Drive • P.O. Box 19808
Birmingham, AL 35219
Email: sales@warehouseequipment.com
Web: www.warehouseequipment.com

CAN ONE HITCH TAKE CARE OF ALL YOUR TOWING NEEDS?



TOWING MADE EASY

Available in Class IV & V with 10K, 16K & 21K lb. weight capacities. Safely and efficiently move any trailer without having to swap out hitches.

GEN-Y[↑]HITCH

BY GENY INDUSTRIES

574-218-6363

www.GenyHitch.com

Made in the USA



DICA Will Feature New & Updated Outrigger Pad & Cribbing Products at ICUEE

DICA will introduce Cavity Pad Plus outrigger pads and show design updates to ProStack™ interlocking cribbing from Booth 3551 at the International Construction & Utility Equipment Expo (ICUEE), to be held Oct. 3-5 in Louisville, Ky.

The Cavity Pad Plus model joins the company's SafetyTech® Outrigger Pad product line. SafetyTech Outrigger Pads provide a strong, rigid, and easy to use foundation for a wide variety of outrigger enabled equipment, including mobile cranes, digger derricks, hi-lift aerials and concrete pumps. Cavity Pad Plus features a 1" high footbrake with an interior beveled edge. The inverted bevel design traps the outrigger foot which prevents it from sliding off of the outrigger pad. "This is a significant improvement in the design of our original Cavity Pad," said Kris Koberg, CEO. "The inverted beveled design creates a higher level of safety. In addition, the new design contributed to reductions in manufacturing costs enabling us to pass savings onto our customers," he said.

Constructed of a proprietary engineered thermoplastic ma-

terial, SafetyTech pads have crush ratings up to 750 psi and rated capacities up to 325,000 lbs. At the show, DICA will also feature SafetyTech Hi-Viz Outrigger Pads available in yellow or orange. "Hi-Viz SafetyTech Outrigger Pads are a common safety department request from many utility companies," said Koberg. Made from DICA's proprietary engineered thermoplastic material, yellow and orange D1818 (18"x18"x1") and D2424 (24"x24"x1") pads are designed for stabilizer enabled equipment frequently used in electric utility applications.

Look for additional product announcements from DICA at the show, as well as examples of outrigger pads, cribbing, and training products in action at many OEM equipment displays. SafetyTech® outrigger pads will be displayed with Altec, Dur-A-Lift, Elliott, Hiab, Manitowoc, Skylift, Spiradrill, Terex, and TIME/Versalift equipment. Altec will also show ProStack cribbing and the TrainSmart™ Pole Barrier System.

www.dicausa.com •

NESCO

SUPERIOR

**CUSTOMER
SERVICE**

RESPONSIVENESS AND SUPPORT SECOND TO NONE

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



Visit our website, build a quote, outfit your vehicles and get to work.

(800) 252-0043 | www.nescorentals.com



E-Z Drill's Vertical Utility Drill Offers Precision Pinpointing of Gas Leaks

Known for its lines of concrete drilling and doweling equipment, E-Z Drill offers a vertical drill tailored to gas utility companies. The Model 20 UTL saves valuable time and money by allowing companies to pinpoint the site of a gas leak without tearing out a significant stretch of roadway.

By using the Model 20 UTL, utility companies can drill through the road surface in periodic intervals to check for gas. This enables workers to narrow the potential leak area to a stretch between holes that would need to be removed for repair work, rather than destroying a much longer length of road. While it is specialized for the gas industry, the Model 20 UTL can handle nearly any type of vertical drilling application.

The standard 18-inch drill depth can be significantly modified based on needs, with depths customized to several feet. Bit diameters range from 5/8 of an inch to 2½ inches. A minimum of 100 cfm compressed air is required for operating the drill.

Quick coupler air fittings make short work of repairs, and a quick-release bit guide also saves time. The Model 20 UTL is designed for ultimate maneuverability, weighs just 207 pounds and is supported by a 29-inch wheelbase. Since the frame absorbs vibrations, it reduces hand, arm and back injuries typically associated with handheld rock drills.

About E-Z Drill

E-Z Drill offers contractors equipment for concrete drilling and doweling that is faster, more accurate and safer than handheld rock drills. The company was established in 1987 and manufactures slab rider, on-grade and equipment-mounted drills with as many as five gangs as well as vertical utility models and concrete drilling accessories, such as dust-collection systems. E-Z Drill also can custom design and build automatic drill systems for specific jobs. For more information: E-Z Drill, 610 Cedar St., Perry, OK 73077; 800-272-0121; sales@ezdrill.com; www.ezdrill.com; Facebook; YouTube; LinkedIn and Google+.

www.ezdrill.com •



A NEW GENERATION OF CRANE

Venturo service cranes will be reaching new heights in 2017. With the addition of van cranes, enclosed service body cranes, new designs, new upfit options and added features on existing cranes, Venco Venturo Industries will be innovating like never before.

Stay tuned throughout 2017 for new and exciting changes with Venturo service cranes!



12110 Best Place | Cincinnati, Ohio 45241
800-226-2238 | VENTURO.COM



Your Trusted Partner.

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

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



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



ELLIOTT

ELLIOTT


VAN AIR.
MOBILE POWER SOLUTIONS™

The Industry's Most
Comprehensive Product Line

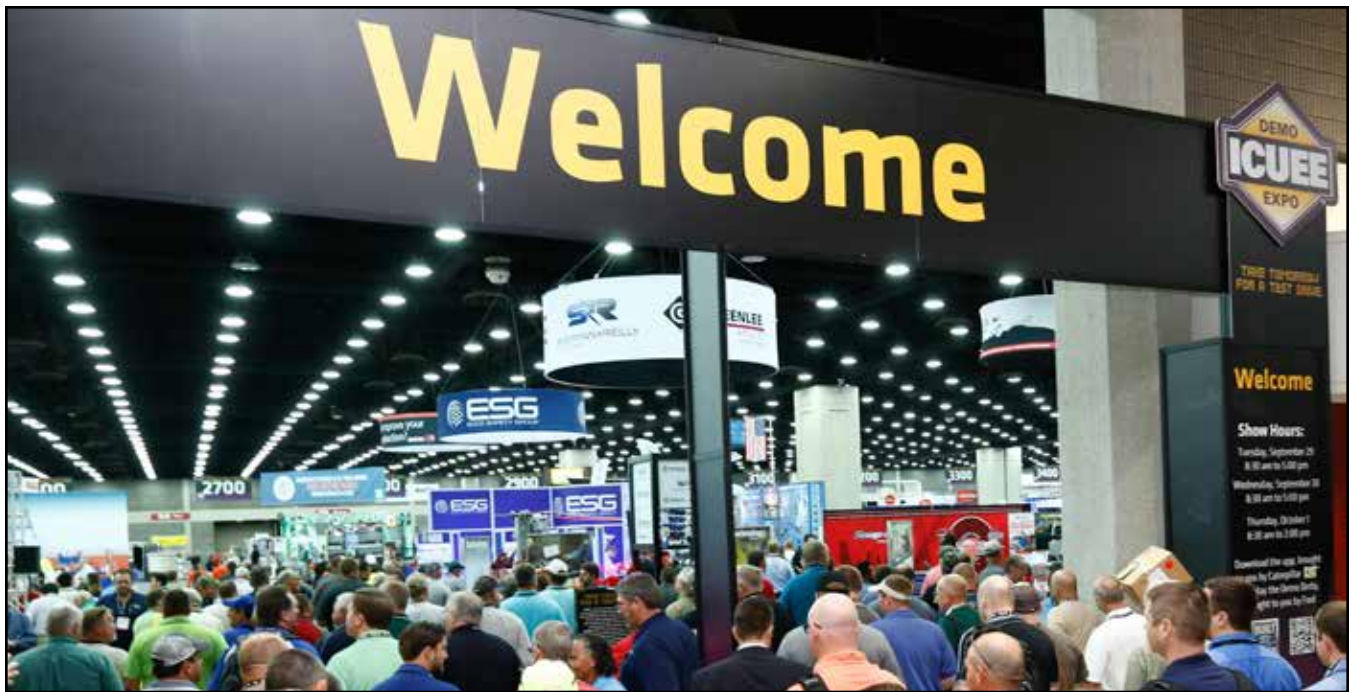
Air Compressors
Generators
Welders
Hydraulics
Chargers/Boosters


VAN AIR.
MOBILE POWER SOLUTIONS™
The Industry's Most
Comprehensive Product Line
Air Compressors
Generators
Welders
Hydraulics
Chargers/Boosters
LOOKING FOR SERVICE HELP?
CALL 1-800-555-1234

Strong Exhibitor Support Pushes ICUEE 2017 to Exhibit Space Record

More New Products & Technologies to Test Drive & Compare at 'The Demo Expo'





Strong exhibitor support has pushed ICUEE, The Demo Expo to record size with 28 acres of the latest utility and construction equipment, products and technologies for attendees to explore, from more than 900 exhibitors (20-plus percent new to the show!).

ICUEE 2017 will feature specialized exhibit pavilions for fleet management, safety and green utilities, China and Korean exhibit pavilions, and the Lift Safety Zone from the National Commission for the Certification of Crane Operators (NCCCO).

A 2-mile Test Drive Zone highlights on-road equipment and technologies, and the indoor Demo Stage features interactive product demonstrations to complement extensive in-booth product demos.

"ICUEE comes around only once every two years, and record exhibit space translates to more product innovations on the show floor, so don't miss out," said Show Director Tricia Mallett. "We've got plenty of transportation to get attendees around all the lots, a streamlined layout and plenty of rest areas!"

Attendees can operate the equipment in job-like conditions and discuss product capabilities with company technical experts to compare and choose what best meets their project needs. Targeted industry education and quality networking events round out the show experience.

ICUEE, the International Construction and Utility Equipment Exposition, is set for October 3-5, 2017 at the Kentucky Exposition Center in Louisville, Kentucky.

The event focuses on the business and professional needs of utilities and utility contractors in the electric, telecommunications/cable, natural gas, water and wastewater sectors.

Get Organized with ICUEE Mobile App, Show Planner

Attendees can preplan their ICUEE visit using the online show planner and the ICUEE Mobile App presented by John Deere to create a personalized agenda of exhibits, education sessions and networking meetings.

The online exhibitor directory, with floor plans, is searchable by company name, type of product or market area, booth number and location on the show floor, and includes a New Products and Technologies preview section.

The mobile app will continuously synch to the show planner agenda, and attendees can receive show updates to further maximize their time onsite. Attendees can also play the ICUEE mobile app game for a chance to win prizes in daily and grand-prize drawings.

Visit www.icuee.com for the latest show information and to register. •

PIONEER OF TOMORROW'S INNOVATIONS.

Solutions for electric utilities focusing on power delivery systems



INTERNATIONAL
CONSTRUCTION &
UTILITY EQUIPMENT
EXPOSITION

See us at ICUEE 2017
Booth L316



History speaks for itself. Terex Utilities has a legacy of innovative solutions that have changed the industry – from the first hydraulic digger derrick to our recent launch of the Terex® Load Alert™ system. We provide game-changing solutions that work for our customers and plan to continue well into the future. Terex Works for You™ by listening and taking action. We are here to help solve your challenges and provide innovative, high quality products and services that fit your needs.

www.terex.com/utilities



TEREX®



WORKS FOR YOU.™

COME PLAY IN OUR SANDBOX.



ICUEE 2017 | Louisville, Kentucky | October 3-5

There's only one place you can play with all the new toys in the construction and utility industry before you buy them — ICUEE, North America's Premier Utility Demo Expo. Come get your hands dirty on our 2-mile outdoor test track. Or while exploring 25 acres of exhibits. And learn about the newest technology at our indoor demo stage. Every other year we gather over 950 of the leading manufacturers. So you can come play in our sandbox.

REGISTER AT ICUEE.COM TODAY. STILL TIME TO SAVE.



Utility Pole Puller



Eliminates Need
for Drilling Holes
Around Poles

- Saves Time & Money
- Operate with a Skid Steer or Derricks Truck

Professional Grade-
Power &
Performance

- Telespar Square Tubing Puller
- Operates using Sign Truck Bed Hydraulics, Skid Steer or Tractor Hydraulics

SIGN POST PULLER



Rugged Dependability

STANDARD IN EVERY MACHINE WE BUILD!

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



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



HOGG & DAVIS, Inc.

HOGG & DAVIS, INC.

3800 EAGLE LOOP • ODELL, OR 97044

TEL 541.354.1001 • FAX 541.354.1080

WWW.HOGGDAVIS.COM



A Woman Owned Small Business

"From the simplest to the complex, Jesco does it best!"



DIAMOND WIRE MESH ENCLOSURES

Time tested diamond mesh partitions have been pre-engineered for easy installation, give an unrestricted view into the cage, total air circulation, low initial cost and maintenance. Send us the footprint of your project and allow our engineers to assist you on your next project!



SELF DUMPING HOPPERS - 50+ Sizes and Specials!

All welded self dumping hoppers are available in more than 50 different sizes that will fit to your application. All units are engineered to return to an upright position and have a positive locking latch. Safety retaining chain and trip rope assembly is standard on all our units. Open-sided, low profile, narrow, extra wide, and 10,000# capacity units are all within our product line. Casters available on standard units up to the 2½ cubic yard size.



WIRE MESH INFILL PANELS

We will custom fabricate these infill panels to meet your specific requirements. Just send us your specs!

Available in diamond, rectangular and square mesh, with or without standoffs. Frames available in 1" x ½" channel or with a hemmed edge. Other size framing materials and mesh are available, specify weld pattern and types of weld finish desired. Division 5,8 and 10.



EEZY STAK® Enclosures

2" x 1" Rectangular Mesh EEZY STAK® Enclosures are designed and engineered to save time and money on your project installation. Woven wire mesh panels welded into an angle frame; frames secured to the posts. No wire ties or unheard of specialty clips. Just nuts, bolts, and standard hand tools are required. Dark Gray painted panels allow for full visibility into enclosure.

Visit www.JescoOnline.com



Jesco Industries, Inc.
PO Box 388
Litchfield, MI 49252-0388

Call 800-529-6697

Tel: 517-542-2903
Fax: 517-542-2501
E-mail: Jesco@JescoOnline.com

Shoo-pin™

Flex-Cable Adapters

PT-FX Series adapters are designed to terminate high-strand flex-cable (locomotive, mining, welding) to machinery, panels, and transformers. The pins fit mechanical set-screw type connectors and are sized for the current carrying capacity of the cable. These adapters feature the Greaves flared Shoo-in™ barrel-opening design for easy cable insertion. Insulating covers are provided.

Wherever flex-cable terminates in a set-screw lug:

- Telecommunications
- Construction Sites
- Drilling Platforms
- Theme Parks
- Locomotive
- Welding
- Marine
- Mining



GREAVES

www.greaves-usa.com

800-243-1130

NEW

Applicability Wizard



RegScanONE

One World, One Platform

Streamlined,
Simplified,
Legal Registers
& Audit Protocols



Terex Introduces New Equipment & Technology at ICUEE 2017



Terex Utilities will launch several new products and announce innovative technologies during the International Construction & Utility Equipment Expo that increase reliability, are easier to operate, and are more productive at work sites. At least 24 pieces of equipment from the company's aerial devices, digger derricks, auger drills, and cranes product lines will be on display at Booth L316 during the biennial show in Louisville, Ky., Oct. 3-5.

Making its debut is the Optima Series of aerial devices, featuring lower travel height, better ground access, and improved boom speeds. Featuring greater reliability, efficiency and simplified operation and maintenance, the 50- to 60-foot class of Hi-Ranger over-center and non-over-center aerial devices have been engineered to improve performance. Four models from the Optima aerial series will be on display.



In addition, the company will announce significant enhancements to the Terex auger drills product line that will make the equipment easier to operate. The new auger drills will be simpler to maintain, contributing to improved life cycle costs. The Terex Auger 330 and Terex Auger 650 will be on display.

Terex demonstrations at The Demo Expo

“ICUEE is the premier expo event for the utility industry and we are setup to exceed expectations with visitors to the show,” said Joe Caywood, Director of Marketing. “Twice daily demos of innovative technologies and our Ask-A-Tech kiosk are intended to help fleet managers find progressive solutions with tangible returns on investment over the life of the equipment,” he said.

Demonstrations will include the HyPower IM idle mitigation management system and the Load Alert aerial device monitoring system. “The utility industry has been chasing the promise of increased electrification of our fleets for many years. HyPower IM is the first system that balances simplicity with a real payback for fleet owners,” said Ted Barron, Vertical Market Product Manager.

Load Alert was the first of its kind load sensing technology for the insulated aerial device market when it was introduced last year. “At ICUEE 2017, we will demonstrate new capabilities of the system which further support safe work practices of aerial devices,” said Caywood. Demonstrations of the new Optima aerial device and auger drill are also scheduled.

At the Ask-a-Tech kiosk, visitors can get answers to technical services questions from mechanics, field technicians, and service center team members. Terex Services offers a wide range of service solutions, including training, repairs, safety inspections, preventative maintenance, custom up-fits, and rebuilds so make sure to bring your questions to Terex.

“Utilities are looking for solutions that support safe work practices, are reliable and cost-effective throughout the life of the equipment. Terex is responding by delivering new technologies that do just that,” said Caywood. For more info about Terex Utilities products and events scheduled for ICUEE, visit www.info.terex.com/icuee2017. •



GREENMACHINE

CLEAN. QUIET.
ALL ELECTRIC
PULLING AND
TENSIONING.



THE NEWLY DESIGNED DPT40E IS POWERED BY A REGENERATIVE ELECTRIC MOTOR, ELIMINATING THE NEED FOR DIESEL AND HYDRAULIC OIL.

FOR SALES INQUIRIES, PLEASE EMAIL US AT SALES@TSE-INTERNATIONAL.COM

U.S. PATENT NOS. 8,322,689 B2 AND 9,178,340 B2

TSE
INTERNATIONAL, INC.
1-800-825-2402



GOLIGHT

Revolutionary Lighting Solutions



Durable...Versatile...Powerful...GUARANTEED



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.

◀ KOOZIES... BANDANNAS... DECALS... Send an email to media@golight.com and let us know you saw our ad in "THE UTILITY SOURCE" and we will send you some Lineman branded merchandise!

**NOBODY SAID IT
WOULD BE EASY.**

UNTIL NOW.



ROLL JACKS 3072



VISIT US AT
BOOTH 1540

LOUISVILLE, KY
OCTOBER 4-6, 2017

iTOOLco.

INNOVATIVE TOOLS FOR PROFESSIONAL ELECTRICIANS & CONTRACTORS

iTOOLco.com 865-670-3713

The image shows the interior of a custom-built work trailer. On the left, a large white door is open, revealing the interior. A built-in workbench with a wooden top runs along the right side. Below the counter are several metal drawers and a lower storage compartment. Above the counter, there are metal cabinets and a sink area. The floor is made of corrugated metal. The ceiling has fluorescent lights. The trailer is parked in a workshop or garage, with various tools and equipment visible in the background.

Work-Ready Trailers, Made EZ



How EZ STAK takes the stress out of designing and building mobile workspaces

When it comes time for a utility company to replace a mobile support trailer, there are really two options. Option one: they can buy an empty trailer and then take it to three or four different upfitters to install what they think they need in it. Or option two: they can go with one upfitter who will not only supply the trailer but also everything that goes inside, from the storage to the HVAC to the electrical to the power supply.

The problems with option one are that all of those separate components might not work together as seamlessly as hoped, and if there is ever an issue with those components, each upfitter will often point at the other as the culprit. With option two, however, those problems don't typically come into play because there's just one upfitter working on the project.

Surprisingly, though, there are only a handful of one-stop-shop trailer upfitters out there, and EZ STAK is one of them. Based in Schaumburg, Illinois, and Kingston, Ontario, EZ STAK has been around since 1998, and almost since day one they've been upfitting trailers for a wide range of companies in the U.S. and Canada, including ComEd, National Grid, Laclede Gas, Hydro One and Saskatchewan Power.

One of the big reasons why they've been so successful in this niche market is the company's consultative process, says Paul Lawrenson, EZ STAK's director of business development. "Fleet managers usually know they need a trailer, but there are usually a lot of moving parts to the process," he says. "So from there, we roll up our sleeves and get in there. We take the time to understand what it's going to be used for, who's going to use it and what it's going to be car-

rying. We think about weight capacities, power capacities and tool requirements. We also think about what kind of vehicle is going to be towing it and what kind of climate it's going to be working in. And we put a lot of thought into ergonomics and safety."

Two companies that recently went with EZ STAK to upfit their logistics support trailers were K-Line Group, which is an Ontario-based group of companies that work on a range of power projects, and Spire Energy, which provides natural gas utilities to 1.7 million customers in Missouri, Mississippi and Alabama.



K-Line Group: One trailer, many moving parts

In the summer of 2016, K-Line was ready to convert a 22-foot trailer into a mobile workshop, but they ran head-on into one of the problems of option one above: the annoyance of trying to buy components from different suppliers and make them fit seamlessly together inside a single trailer.

"They were going to try to piece together their own trailer with toolboxes, shelves, a workbench, etcetera, from one of these industrial catalogues," says Lawrenson. "And when I met with them, they were getting kind of frustrated and didn't know how they were going to lay it out." So, he offered to take the dimensions of the trailer, along with all of the users' input, and come back with a three-dimensional concept of what he'd recommend. Which is exactly what he did.

And what he came back with was a concept of a trailer with fully-insulated and polyurethaned walls and ceilings, an electrical panel and shore power capabilities, and a long maple work-

bench where K-Line could mount a drill press and a vice. It also had drawer units, overhead cabinets, closets with perforated doors and even a whiteboard in the office area near the front.

According to K-Line's fleet manager, K. Wetzel, they really liked what they saw. "So I said, 'Look, we don't want to just provide the design and the cabinets, we want to do the job, too,'" says Lawrenson. "'We want to take delivery of the trailer, do the work, and send it back to you ready to put to work in exactly the way you need it.' And they thought that was a good idea."

But first, Lawrenson reviewed K-Line's needs again with Wetzel and the different user groups at K-Line to ensure they'd all be happy with the final trailer. They came back with a few minor tweaks that included the addition of a couple of doors and a change to the depth of the drawers to accommodate all of their tools. They also added racks in the back to secure tanks, fuel cans and a generator.

Final design in hand, the EZ STAK crew got to work at the company's facility on the outskirts of Kingston. As with all of their projects, they used EZ STAK's own standardized products, including cabinets and drawers made of lightweight and high-grade aluminum. Those drawers also come with heavy-duty ball bearing drawer slides and the company's EZ Latch mechanism, which allows technicians to easily open a drawer with one hand.

Ten days later, the trailer was ready for delivery to K-Line. Wetzel and his team couldn't have been happier with the final result. In a written statement, Wetzel said, "We weren't sure how we would design the layout of our mobile work trailer, but EZ STAK helped us lay out and utilize every inch of space. We were amazed and ultimately very pleased with the quality and workmanship of their modular interior storage solutions. Would we recommend EZ STAK? Absolutely."

It was a successful project for a number of different reasons, says Lawrenson. "We worked well with the customer and were adaptable, especially with the user-supplied trailer — which always means you have to be a little bit more nimble than if we were to supply the trailer. It also showed that we can hit tight deadlines. Ten days is pretty quick, but we had a lot of the stuff ready to go ahead of time, so it wasn't too much of an issue."

CLEANMOTION
MORE WITH LESS

**THE POWER
TO BE FIRST.
THE ENERGY
TO STAY THERE.**



PANTHER T16 NOW WITH
RUBBER TRACKS OPTION.

POWER & TECHNOLOGY MADE PRINOTH A LEADER.

PRINOTH's PANTHER tracked vehicles have set the standards for performance, design and quality for all types of power utility applications. We continue to develop, together with power utility industry leaders, the tools to reach, the tools to power.

For more information:
growwithprinoth@prinoth.com

Visit us at:

EUFMC
WILLIAMSBURG, VA
EST. 1960

prinoth.com

Prinoth

Spire Energy: 20 trailers in less than three months

The Spire Energy project had an even tougher deadline: 20 trailers in about two-and-a-half months this summer. And though each trailer had the same design, the work would be even more detailed than the K-Line project.

“This one came about after we sold our cabinets to Spire, which they really like because of their durability and good design,” says Lawrenson. “So they had three trailers that they were buying cabinets for, and I said, ‘Look, the next time you buy trailers, let’s talk, because I want to offer them to you fully work-ready.’”

A few months later Spire did just that, and in February this year they sat down with Lawrenson, telling him they had 20 trailers that had to be converted into mobile offices and workshops by the middle of September. Like they did with K-Line, Lawrenson and his team talked to the people who’d be using these trailers at Spire to find out how and where they’d be used, and then presented a digital 3D representation of a customized design.

Not unexpectedly, there was a significant amount of back and forth before a final design was set. “Their old trailers were pretty old and generic, so with these new 20-footer trailers we had to ask a lot of questions,” says Lawrenson. “There were a lot of tool measurements, for instance, and we had to know all of the

power requirements, how much draw will be on the tools and heaters, and more. But it was a good opportunity for them to get it just the way they wanted it.”

By June, that final design was in place, and while it had a similar storage configuration as the K-Line project, there were some major differences. The biggest was the power requirement. Spire needed a 5,500-watt onboard generator and shore power capability as well as custom electrical hookups to power a large cable splicer. They also needed a roof-mounted air conditioner, a heater fueled from the same tank as the generator, and a divider in the middle of the trailer to separate the office area and workspace. Another big difference was the installation of benches near the front of the trailer where crews could take a break and get warmed up by the small furnace nearby.

The EZ STAK team started work on the trailers in Kingston at the end of June, and though they weren’t quite finished at the time of writing, Lawrenson fully expects they’ll meet that mid-September deadline. “It’ll be a bit of a nail-biter, but we’ll get it done, and we’ll be proud of it for lots of different reasons,” he says. “It’s a big project for one, and Spire is a big player. It’s also a complex project with a lot of different requirements, but like the K-Line job, I think we’ve done a great job finding a happy medium so that all of the user groups are happy.”

www.EZSTAK.com •



LIQUID TRANSFER TANKS

THE SAFE AND CONVENIENT
WAY TO TRANSPORT
NON-FLAMMABLE
LIQUIDS

RADIUS BENDS eliminates welded pressure points

INTERNAL BAFFLES controls movement of the liquids

LOCKABLE CAP breathable to reduce pressure

RADIUS BENDS eliminates welded pressure points

STEEL or ALUMINUM 14 gauge or Brite-Tread

PROTECTIVE COATING NRT™ plus powder coat



DZ91747



DZ91753S



DZ91752SB



Stay up to date at
www.facebook.com/DeeZeeTruckAccessories

DEEZEE
The Quality Truck Accessory People

www.deezee.com

GSSI Announces the Release of the Utility-Scan[®] HS

GSSI, the world's leading manufacturer of ground penetrating radar (GPR) equipment, announces the release of the Utility-Scan[®] HS, the newest product in its popular UtilityScan GPR system line. The UtilityScan line is the industry standard for efficiently identifying and marking the location and depth of sub-surface utilities, including gas, sewer, and communication lines. The newly released UtilityScan HS model incorporates the 350 HS antenna, a state-of-the-art digital antenna designed with features GSSI's patented HyperStacking[™] technology. HyperStacking technology greatly improves the depth and data resolution performance over traditional RTS technologies.

HyperStacking is a revolutionary real-time sampling (RTS) technique patented by GSSI, which greatly improves the receive performance of a GPR system while maintaining the measurement speed and radiated emission limits. By incorporating the 350 HS antenna, the UtilityScan HS deliver higher data resolution, better RF noise immunity, and better depth penetration than traditional GPR antennas. The 350 HS can reach depths of up to 12 meters (40 feet). The UtilityScan HS also provides advanced signal processing tools such as stacking, signal floor tracking and background removal.



www.geophysical.com •

HD Electric Company New DoubleVision[™] Dual Display Phasing Voltmeter

HD Electric Company, a Textron Inc. company, continues to drive innovation with the new DoubleVision[™] Dual Display Phasing Voltmeter. The DDPM-40 is a compact, high accuracy wireless voltmeter and phasing set with capacitive test point mode and peak hold capability. The DDPM-40 will show the leading or lagging phase as well as the phase angle during wireless phasing operations.

The DDPM-40 measures voltage from 5V to 43kV and can be used in both overhead and underground applications. The DDPM-40 is accurate and repeatable to within 1 percent. The voltage is displayed on the two large bright LED displays that are synchronized wirelessly to make voltage measurements and phase identification easy, especially when working over a distance across switches. The DDPM-40 has a single button interface that controls all modes including: line to line measurements; line to ground measurements; capacitive test point; and real time & peak hold reporting.

The wireless phasing voltmeter is lightweight and its weather-resistant construction is ideal for use in tight work environments with minimum approach distances or with storm duty during disaster relief.

www.HDElectricCompany.com •

Emerson Targets Different Industries with 4QSS Liquidtight Fittings



Emerson is targeting the food, beverage and pharmaceutical industries with the new 4QSS liquidtight fittings featuring 316 stainless steel for dependable performance that will last decades in wet, corrosive locations.

Engineered for applications where sanitation is a critical concern, the UL Listed fittings securely connect flexible metallic electrical conduit while completely sealing off liquids, vapors and solids. A nickel-plated ferrule provides maximum surface contact with longer, more pronounced threads to ensure pull-out protection and prevention of tight bend conduit "pop-out" to help minimize costly replacements and service calls.

"The 4QSS delivers a host of advantages that our competition simply can't match," said Rick Jones, Product Manager at Emerson. "For one, we've used super-bright 316 stainless steel instead of the less rugged 304 stainless steel found in our competition's fittings. And two, we offer better value by including a sealing ring and locknut with the package, eliminating the need for separate purchases. Finally, we are offering the fittings in the most popular sizes and configurations to meet market needs."

www.emerson.com •

AERIAL TOOL BIN®

ORGANIZE FOR SAFETY

"Take Your Tools to a
NEW HEIGHT"



Save your Company \$6,500
per year PER WORKER with
this Revolutionary Product!

www.aerialtoolbin.com

262-825-6784



PROUDLY
MADE IN
THE USA



- Made of reinforced, nonconductive, UV protected polypropylene orange plastic.
- Light, durable, and nearly as strong as steel.
- Attaches to square or rounded 90 degree corners — secured to the railings with two locking bolts.
- Triangular shaped to provide maximum working area and freedom from clutter.
- Three compartments with removable partition walls.
- The movable parts tray is magnetic and attaches to the metal strips on top of the bin. (Included for a limited time while supplies last)
- Your tool belt is safely secured to the front of the bin.

**Save Time
Money &
BACK PAIN!**

Company	Pg.	Website
Aerial Tool Bin	41	www.aerialtoolbin.com
Buccaneer Rope	6	www.bucrope.com
Dee Zee	39	www.deezee.com
EZ STAK	IFC	www.EZSTAK.com
Geny Hitch	11	www.genyhitch.com
GoLight	32	www.golight.com
GPS Insight	44	www.gpsinsight.com
Greaves	26	www.greaves-usa.com
Herculock	6	www.herculock.com
Hogg & Davis	24	www.hoggdavis.com
ICUEE	22	www.icuee.com
iToolCo	33	www.itoolco.com
Jesco Industries	25	www.jesconline.com
Krenz Vent	2	www.krenzvent.com
Malta Dynamics	3	www.maltadynamics.com
Morooka	42	www.morookacarriers.com
MSA Safety	43	www.msasafety.com
Nesco Rentals	13	www.nescorentals.com
Prinoth	37	www.prinoth.com
Rayco	BC	www.raycomfg.com
Regscan	27	www.regscan.com
Ring Power	17	www.utility.ringpower.com
Shaver Mfg	23	www.shavermfg.com
Tallman Equipment	5	www.tallmanequipment.com
Terex	21	www.terex.com
The Power Gripz	7	www.thepowergripz.com
Time Versalift	1	www.versalift.com
TSE	31	www.tse-international.com
Venco Venturo	16	www.venturo.com
Warehouse Equipment	10	www.warehouseequipment.com
Yale Cordage	4	www.yalecordage.com
Youngstown Glove	IBC	www.ytgloves.com

MOROOKA

KEEPING AMERICA ON TRACK

PRODUCT ATTACHMENT APPLICATIONS:

- Digger Derricks
- Field Service Equipment
- Telescopic Buckets
- Boom Cranes
- Personnel Carrier

MADE IN THE USA



Visit us at
Booth #2883
in the Gold Lot

To locate a dealer near you, call 877-667-6652
or visit us at morookacarriers.com

MOROOKA



Safety **SPACE** in any

MSA XTIRPA™ Manhole Guard System for Confined Space Entry

To learn more about MSA's complete line of safety solutions
or request a FREE, no obligation safety evaluation,
visit MSAsafety.com/safetyevaluation.

WE KNOW WHAT'S AT STAKE.

MSA
The Safety Company

GPS INSIGHT FLEET & ASSET TRACKING SOLUTION



Your helping hand in fleet management.

The Premier TRACKING SOFTWARE FOR YOUR FLEET



866-477-4321

gpsinsight.com

CUT & PUNCTURE RESISTANT

Offering 12 Styles of Kevlar® Lined Work Gloves



**TITAN IMPACT RESISTANT
LINED WITH KEVLAR®**
mfg# 09-9083-10



**GENERAL UTILITY LINED
WITH KEVLAR®**
mfg# 05-3080-70



**FR LEATHER LINED WITH
KEVLAR® WIDE-CUFF**
mfg# 12-3275-60



Kevlar.



TAKE SAFETY INTO YOUR OWN HANDS

Contact Us About Wear Trials

info@ytgloves.com

www.ytgloves.com

800-680-7177



#1 IN DURABILITY



MECHANICAL TRIMMER



RAYCO EXCLUSIVE FEATURES

- Compact, non-articulated design
- 3-mode steering, (front axle, 4-wheel, and crab steer)
- Machine leveling
- Comfortable operator cabin



CALL - 800.392.2686

VISIT - RAYCOMFG.COM