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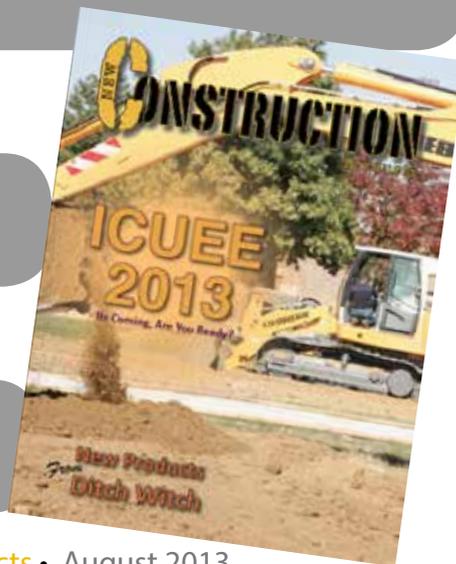
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BUSINESS COORDINATOR

Jim Barnhill
205-733-1343

jim@theelectriccurrent.com

DIRECTOR OF MARKETING

Hank Underwood
205-733-1341

hank@theelectriccurrent.com

USED EQUIPMENT MANAGER

Kristy Wynn
205-733-2025

kristy@handfmedia.net

NATIONAL SALES MANAGER

Sandy Hays
205-733-1324
sandy@handfmedia.net

EDITOR

Brandon Greenhill
205-733-4343
brandon@tipsmag.net

CREATIVE DIRECTOR

Jacklyn Greenhill
jacklyn@handfmedia.net

WEB DESIGNER

Danny Thompson
danny@handfmedia.net

FACILITATOR

Steven Hobson
steven@tipsmag.net

V.P. OF SALES

Bart Beason
205-733-1342
bart@tipsmag.net

CEO

Christy Hobson

PRESIDENT

Glen Hobson



Executive and Advertising Offices

**2070 Valleydale Rd, Suite # 6
Hoover AL 35244**

toll free: 866.981.4511

phone: 1-855-591-6971 fax: 1-855-662-2172

www.newconstructionproducts.com • glen@tipsmag.net

New Construction Products™ is published six times a year on a monthly basis by H&F Media, Inc., 2070 Valleydale Rd, Hoover AL 35244 USA. New Construction Products™ is distributed free to qualified subscribers. Non-qualified subscription rates are \$57.00 per year in the U.S. and Canada and \$84.00 per year for foreign subscribers (surface mail). U.S. Postage paid at Birmingham, Alabama and additional mailing offices.

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Birmingham, Alabama 35238-2315

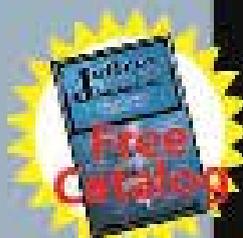
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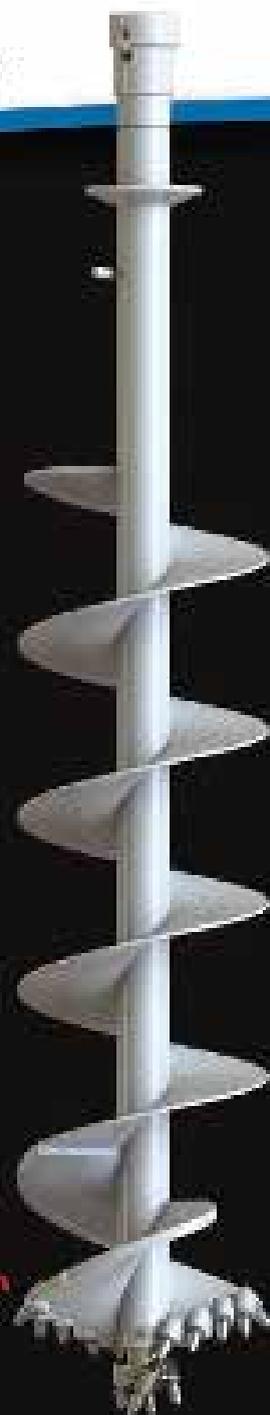
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“The Tru-Level Pedestal System allows operators to save time during the set-up process by being able to situate the truck on terrain that is outside of

the recommended degree of slope without having to either ‘dig out’ or ‘build up’ for proper leveling,” says Jon Promersberger, Terex project engineer. “And it’s easy to use — operators simply need to park, set the truck and activate.”

To effectively use an aerial device equipped with the Terex Tru-Level Pedestal System, operators need to position the front of the truck pointing directly downhill, and then set the parking brake and place wheel chocks on all wheels. Next, operators should release the parking brake to allow the chassis to roll into the wheel chocks and then reset the parking brake and engage the PTO. Note, operators must verify that they are operating on a side slope of five degrees or less. Once the slope is established, use the lower controls to raise the upper boom about two feet, and then tilt the Tru-Level pedestal to level position front to back (longitudinally) using the indicator mounted on the pedestal. Finally, operators will lower the upper boom to the basket rest or set platform for ground access, select the upper controls and then safely enter the basket and secure their safety harness.

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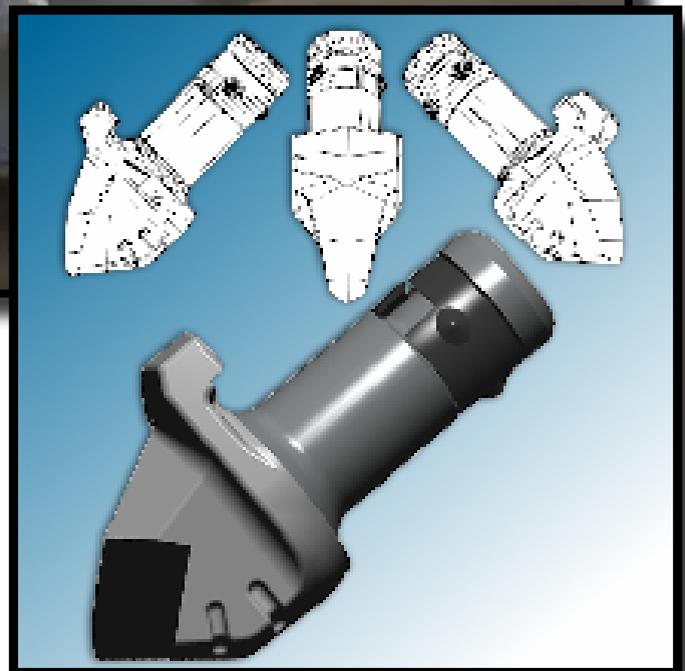
Please feel free to call with questions or concerns and we will help you in every way that we can.

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Jeffrey Machine Dragon Tooth

Okay, so you have a job that requires boring holes for some utility poles. Tight time frame, but you've got a good team and good equipment. The day's going well, you've got three holes drilled already and the auger's spinning on the fourth when it hits something hard and won't go any further. Hard rock. Pull it out, unbolt the dirt teeth from your bolt on auger, bolt on the rock teeth and rock pilot. An hour later and maybe two inches deeper and the day's not looking quite as happy. Okay, so pull it out and try the bullet auger. Nada. No better. What do you do at this point? You can bring in a bigger machine with a pressure rock auger, but even it might not work on what you've run into. Other options would be to bring in a trackhoe with a rock breaker followed by a vacuum truck like they commonly use in Canada. Your mind



sees the visual of dollars flying into the sky. What do you do? Doesn't anyone have a cost effective solution?

This is a type of scenario that happens frequently throughout the world. Fortunately, Jeffrey Machine, based out of Birmingham, Alabama has developed something that provides contractors with an extra edge against rock. The idea came from one of their customers. They work closely with contractors and one of them asked Jeffrey Machine to hard weld some non-rotating shark's teeth into

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a tool for them. It was something they were using in the mining industry and it was doing a bang up job cutting rock. Jeffrey Machine built the tool and sure enough, it tore up the rock. Bad thing was that when the tooth wore out it had to be cut out and re-welded. This set Jeffrey Machine to the task of trying to recreate that non-rotating tooth so it would fit in a standard bullet tooth holder to allow for easy tooth replacement when necessary. Took several years, but they finally created the Dragon's Tooth. Although it uses the same size round shank as a standard bullet tooth, it does require a proprietary holder. The holder will accept a Dragon Tooth or a standard bullet. Effective? You bet. In one instance, it cut 2500% faster than bullet teeth that were being chewed up by the bucketfuls. No significant wear on the Dragons either. In another case a contractor has cut over 1400 holes and the teeth are still going strong. So, how's it work? Well, a bullet tooth has a small piece of really hard carbide in the tip of this bullet shaped tooth. It's made to rotate in the round holder as the auger turns. This is supposed to keep the tooth from wearing out on one side. It works kind of like a pencil sharpener and it's been the standard rock cutting tooth for years. The Dragon doesn't turn. Kind of hard to describe, but essentially it has a lip on the tooth that fits into a slot in the holder that keeps it from turning. It has a faceted surface and huge piece of sharp carbide along the cutting edge. All the wear is on the carbide and the carbide is

harder than most rock. Because high grade carbide is very expensive, the tooth costs more up front, but typically costs less over the long haul. Additionally, because it cuts rock so much faster, there's less wear and tear on the machinery and less money paying for workers to be standing around. It's available in .875 and .990 sizes.

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Understanding the Growth Potential within the Building Technologies Market

A new study was recently released via reportlinker.com, which looked in great depth at the growth potential of numerous building technologies markets.

Overall, the main objective of this study was to identify levels of familiarity with 12 building technologies, measure their usage rates and evaluate the impact that one has on the other. Moreover, the following research attempts to determine which building technologies have the highest and the lowest growth potentials, based on the current usage and likelihood of adoption rates. Lastly, it identifies factors that are most important in the decision making processes and evaluates brand usage, uncovering areas of

market fragmentation and brand dominance. A Web-based survey was utilized to survey 154 facility managers, directors, and executives distributed across nine different industries from June to July 2012.

The Relationship between Familiarity and Current Usage

Overall, among these highly experienced facility decision makers, familiarity with the technologies is high—with the exception of biosolids and sludge. While familiarity and current usage rates are related directional—in that those technologies that have higher levels of familiarity, also



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have higher levels of current uptake rates—there are significant gaps between current usage and familiarity across all technologies. Despite that facility decision makers know of these building technologies, they are not highly using them. Potentially, changing messaging that focuses on facilities' needs may increase uptake—specifically, leveraging the top factor that facility decision makers find important in their decision process: high reliability.

Potential for Growth Opportunities

Of the facility decision makers who are currently not using the various building technologies, the majority are likely to adopt within the next two years—categorized as the late majority. Cloud-based systems for security management have the greatest growth potential. Many other building technologies are projected to have very strong growth rates over the next two years—even biosolids and sludge, according to surveyed facility decision makers. Yet, the building technologies that currently have the highest usage

rates—fire suppression and detection, air purification, remote monitoring, and wireless controls/monitoring systems—have lower potential growth rates.

Market Fragmentation or Sole Brand Dominance?

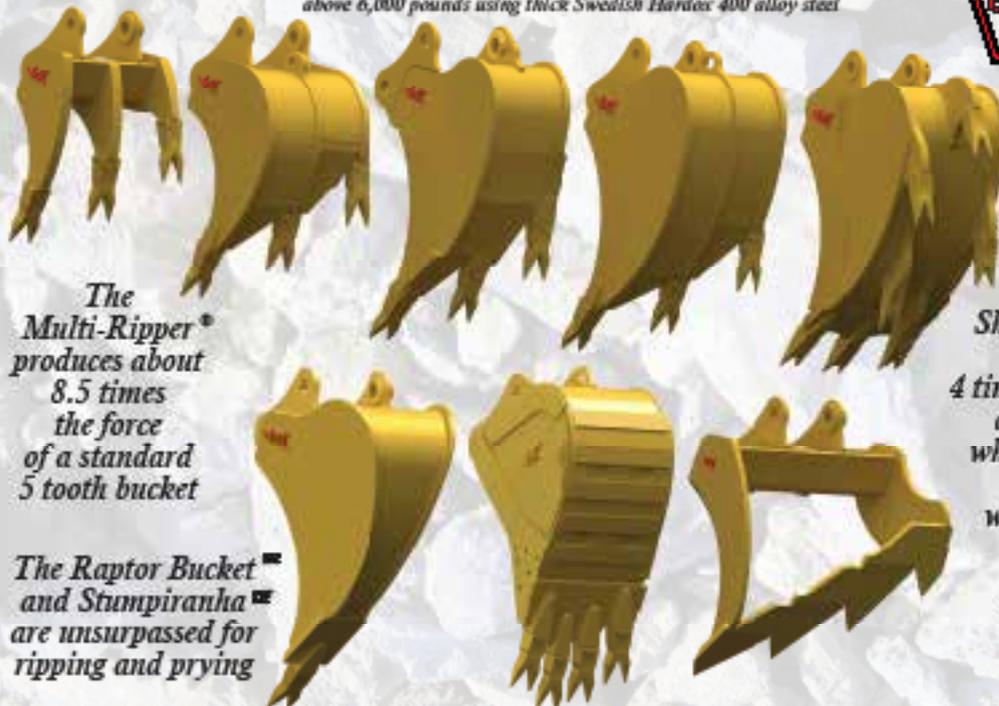
Overall, across all building technologies there is only a six percentage point gap between the most prevalently used brand and the runner-up brand. Furthermore, the top used brand for the majority of the technologies is only used by a modest percentage of surveyed facility decision makers' organizations. In conclusion, the building technologies market is moderately fragmented. Water and wastewater treatment technologies is the only technology area where the most prevalently used brand has a gap of ten percentage points or greater over the runner-up brand. But, within fragmented markets there are opportunities. Brands will likely have to fight many to take the lead, yet, the lead is available for the taking.

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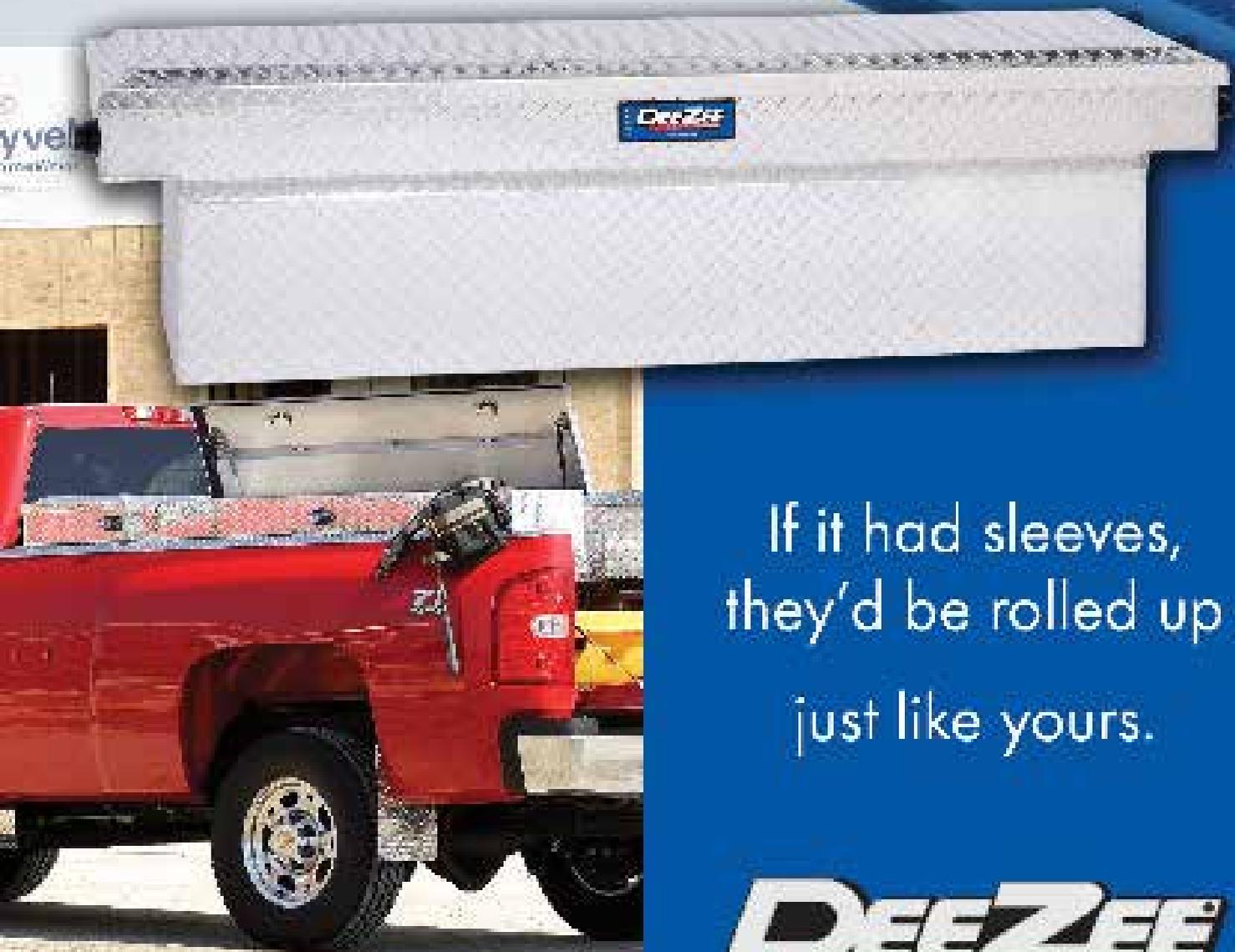
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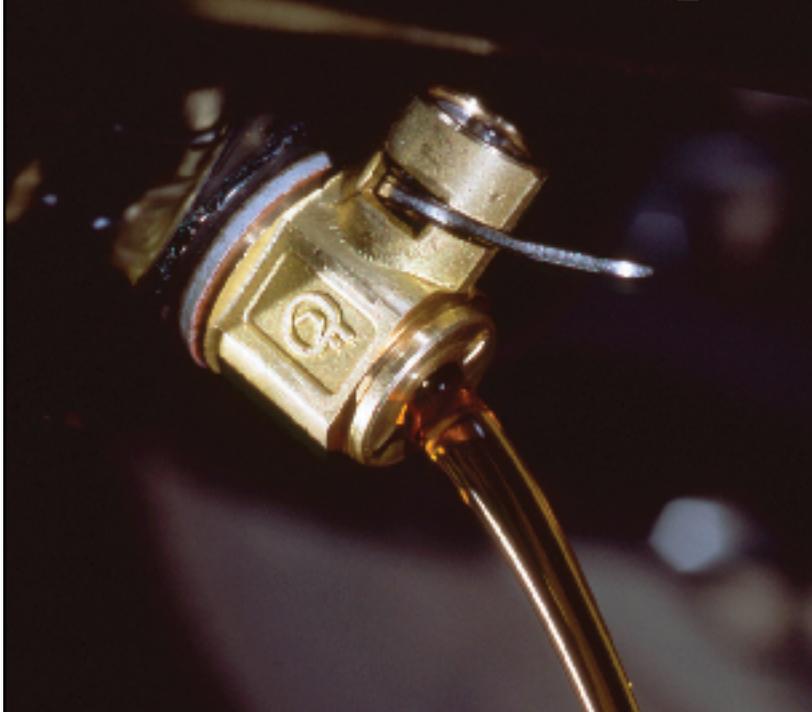
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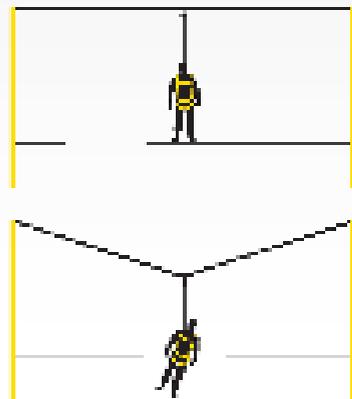
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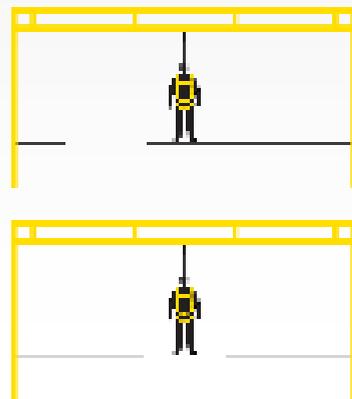
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Introduced**

The Ditch Witch organization introduces the RT120 Quad, a utility tractor with the power, heavy-duty frame and traction necessary for long installations of large-diameter pipe on the most challenging jobsites.

The sturdy Ditch Witch RT120 Quad is built around an exceptionally heavy-duty undercarriage designed to withstand punishing ground conditions and provide years of reliable service. The frame is engineered to tilt, enabling the RT120 Quad to dig a vertical trench on uneven ground.

The machine rides on a robust Quad Track System that provides outstanding stability and traction. Each track frame weighs 1,500 pounds (680.4 kg) each (including track), giving the RT120 Quad a lower center of gravity for increased stability and drawbar, while the chevron-pattern tracks provide maximum traction in wet conditions and on slopes. The RT120 Quad also features a best-in-class ground clearance of 15.5 inches (394 mm), enabling the machine to be more productive around bar ditches, creek beds and uneven terrain.

Powering everything is a Deutz diesel engine that adds to the machine's long-term productivity. The four-wheel-drive RT120 Quad is equipped with a three-speed, shift-on-the fly transmission that enables the operator to quickly adjust to changing ground conditions, and standard rear steering that gives the RT120 Quad a tighter turn radius, resulting in better jobsite maneuverability.

The RT120 Quad is as versatile as it is powerful, offering several attachments for a range of underground construction tasks, including a combination trencher/plow attachment, an individual plow, a backhoe, a reel carrier, two types of saw, and two types of trencher attachments.

For more information about the RT120 Quad, please call 800-654-6481 or visit www.ditchwitch.com.



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About ICUEE

Official Show Name

International Construction and Utility Equipment Exposition

Purpose

The International Construction and Utility Equipment Exposition is also known as ICUEE and as The Demo Expo. The event features hands-on demonstrations of construction and utility equipment where attendees can operate the equipment themselves and explore the newest industry products and innovations. The broad spectrum of equipment available to operate is the ultimate in competitive comparisons. An extensive education program complements displays of the latest equipment technology and product innovations.

Dates and Location – Next Show

Held every two years, the next ICUEE is set for Tuesday, October 1 through Thursday, October 3, 2013 at the Kentucky Exposition Center in Louisville, Kentucky, USA.

Providing added value is co-location of the National Rural Water Association's (NRWA) H2O-XPO, targeting water and wastewater utility equipment and products (and NRWA's annual conference). This co-location provides a broader spectrum of attendee-exhibitor networking and learning opportunities as well as increased efficiencies for all participants.

Attendees

ICUEE attracts persons involved in the electric, phone/cable, sewer/water, gas, general construction, landscaping and public works segments.

Exhibits and Live Equipment Demonstrations

ICUEE covers more than one million net square feet of indoor and outdoor exhibits of equipment including, but not limited to: all-terrain carriers, attachments, components, earthmoving, environmental, light, overhead and maintenance, material handling, recycling, safety, testing, transportation, trenching, trenchless, trucks and utility materials/supplies. Machinery is exhibited in job-like conditions and attendees can experience first-hand equipment in action, working at ground level, underground and overhead.

Education

ICUEE education features extensive learning opportunities with leading industry experts on the latest safety, regulatory, operational and technological issues affecting the utility and construction industry.

Show Owner and Producer

Association of Equipment Manufacturers (AEM) is the show owner and producer.

Background

The field demonstration concept was developed in 1964 to help solve an equipment evaluation and communications problem. Illinois Bell invited 12 trencher manufacturers to demonstrate equipment in the same field, on the same day in the summer of 1966. The show was recreated on a more formal basis and continued to grow in 1969 and 1972. Manufacturers of many kinds of equipment from across the country were invited to turn the farmland near Elburn, Illinois into a productive 3-day utility equipment show. The event moved to DuPage County Fairgrounds for 1975 and 1977. The show grew to such a level that Illinois Bell could no longer manage it. The show was turned over to a professional management firm in 1978 and moved to Kansas City for the 1979 show, and then to Louisville, Kentucky starting in 1987. AEM had provided industry direction and in the late 1980s became the show owner and producer.

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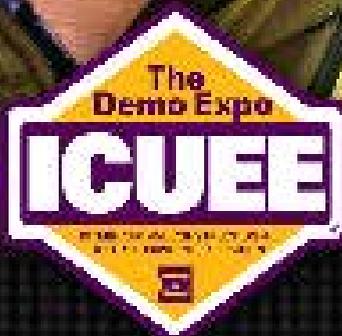
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ICUEE News



ICUEE 2013-AEMP Scholarship Now Available -

Sharpen your fleet management skills with quality education, access to latest equipment innovations

Heavy equipment industry professionals can apply now for a new scholarship that helps them sharpen their fleet management skills, courtesy of ICUEE – The Demo Expo and AEMP – Association of Equipment Management Professionals. Deadline to apply is August 19.

The AEMP Foundation and ICUEE 2013 have partnered to extend financial assistance for one adult to attend the 2013 AEMP Asset Management Symposium, co-located at the 2013 ICUEE exposition. The recipient also receives access to the show, featuring more than 25 acres of exhibits of the latest equipment innovations and hands-on product demonstrations.

ICUEE 2013 will be held October 1-3, 2013 at the Kentucky Exposition Center in Louisville, Kentucky. The AEMP symposium runs October 1-2.

Applicants do not have to be AEMP members. More information is online at the AEMP website www.aemp.org, and here is direct link to the online application form. For more information, contact AEMP's Sara Sanderman at 970-925-3405.

The AEMP symposium is the premier event for fleet asset management professionals to network and share experiences and expertise on current fleet asset issues and management tactics.

"AEMP is dedicated to the professional advancement of fleet managers, providing career-development knowledge to help them and their companies keep their edge to succeed," stated Sara Sanderman, AEMP vice president, program development.

"ICUEE is a perfect complement to the AEMP education co-located with the show – attendees can supplement their classroom learning with direct access to the newest equipment technologies in action," stated Sara Truesdale Mooney, ICUEE show director.

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ICUEE 2013 exhibit space sales, attendee registrations track at record pace-

'Test drive tomorrow' at The Demo Expo, gathering place for utility construction industry

ICUEE 2013 is on track to be one of the best ever: Strong exhibitor demand is pushing exhibit space to capacity; attendee registrations continue to outpace the last two shows; and a new education lineup is attracting near-record ticket sales.

ICUEE 2013, the International Construction and Utility Equipment Exposition, will be held October 1-3, 2013 at the Kentucky Exposition Center in Louisville, Kentucky.

"All signs point to a great show for attendees and exhibitors; our benchmarks indicate that ICUEE 2013 will be one of our best shows since the largest event in 2007," stated Sara Truesdale Mooney, show director.

"We certainly hope these positive ICUEE trends reflect a more sustained construction industry recovery. AEM and many other industry groups are working hard to get beyond government gridlock, for our legislators to make much needed investment in our country's utility and other infrastructure," stated Dennis Slater, president of Association of Equipment Manufacturers (AEM), owner and producer of ICUEE.

Talk to the experts. Test drive the equipment.

ICUEE, known as The Demo Expo, connects utilities and construction contractors with experts from leading manufacturers and service providers to discuss and compare the latest product innovations and to operate the equipment in job-like conditions. Attendees will find more than 25 acres of indoor and outdoor exhibits and product demonstrations.

Expanded, upgraded education programming will give attendees a more comprehensive understanding of key industry areas and segments. A record 10 industry organizations are co-locating events and education sessions at ICUEE 2013. And 16 industry groups have signed on as official "supporting organizations" to promote the show to their members.

"The show's industry support and partnerships increase the networking and scope of what the show offers; the result is a more valuable trade show experience, with maximum results, for all participants," stated Mooney.

Register by September 6 to receive 50 percent off the show registration badge fee. To register and for full show details, visit www.icuee.com.



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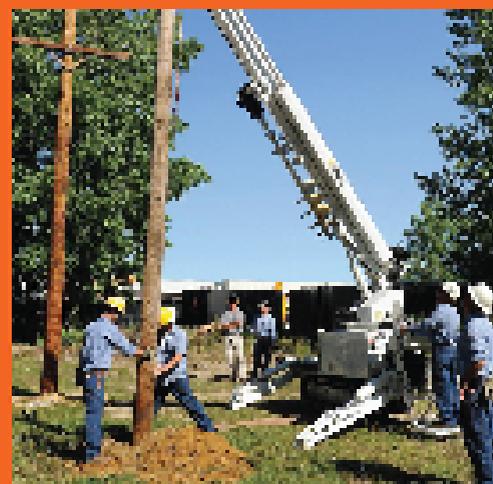
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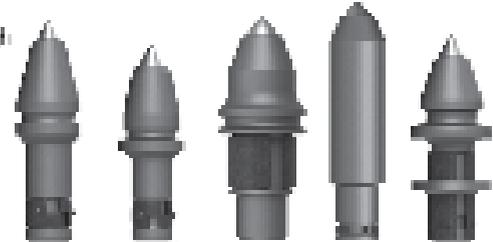
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