

March 2015

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Products



New Kubota Hay Tools

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Software & Hardware
Working Together
for Your Fleet

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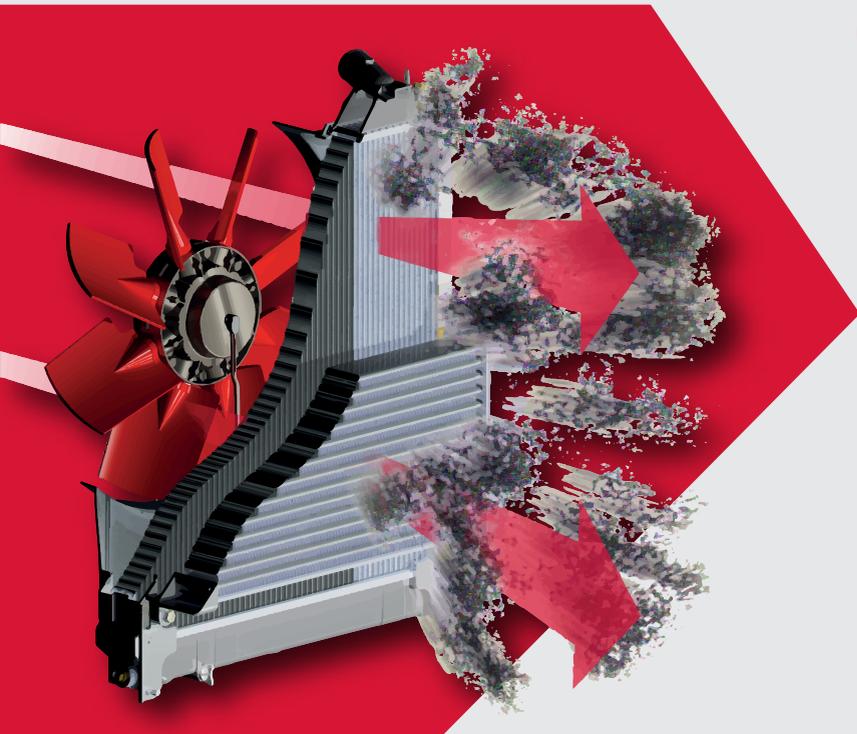
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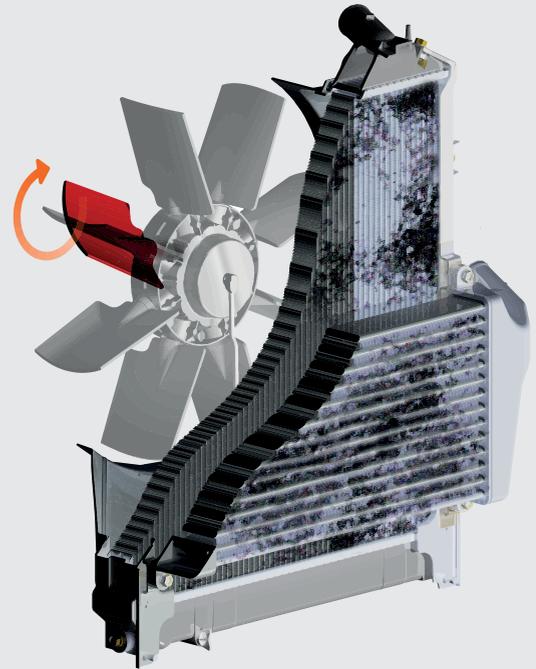
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TEREX®

For 70 years, utility professionals have used Terex® digger derricks on power grid construction and maintenance projects to quickly and efficiently bore holes and set poles in the ground. Established in 1945 with the advent of the Tel-E-lect digger derrick, today the company's state-of-the-art product line, includes the popular Terex Commander 4000, 5000 and 6000 digger derricks, as well as the reputable Terex General 65, 80 and 95 models. Terex digger derricks are ideal for use in electric, utility infrastructure (power line and transmission) and telecommunication applications, including digging holes, hoisting and setting utility poles and lifting other jobsite materials.

"We are truly honored to be celebrating Tel-E-lect's 70th anniversary this year," says Terex Utilities Vice President of Sales and Marketing, Jim Lohan. "Since 1945, the utility industry has seen its share of good and bad times, and through it all, Terex has been right there with its customers, providing the right equipment solutions for their utility jobsite challenges."

Tel-E-lect digger derricks were first engineered and built by Leroy C. Lindquist, owner of the Minnetonka Manufacturing Company which

manufactured parts for the Telephone and Electric (Tel-E-lect) utility markets in Hopkins, Minn. At the time, Lindquist worked with Northwestern Bell Telephone Company to develop a machine run by power take-off (PTO) on a truck's transmission to dig holes for telephone poles. The first Tel-E-lect trucks utilized the truck's differential to mechanically turn an auger, which was suspended from the end of an A-frame boom and was raised and lowered by the truck winch line to drill a hole.

The 1950's and 1960's saw three Tel-E-lect digger derrick product innovations introduced that are still in use today — the Rite-Way auger storage bracket, pole grabbing (PG) winch and the hydraulic collector block. With the hydraulic collector block, digger derricks could, for the first time, rotate continuously and without restriction making them a much more versatile machine. The Telecon (TELElect ECONomy) was introduced allowing a digger to be mounted on a smaller, lighter and more maneuverable chassis. The Commander I Series digger derrick was developed featuring strong box-constructed booms and powerful dual lift cylinders, a configuration so sturdy and reliable that it is still used as the standard today. Also, the company developed

and introduced the first fiberglass third section built to eliminate pin-on third sections.

In the 1970's, Tel-E-lect opened manufacturing facilities in Watertown and Huron, S.D., and by the early 1980's, the company had established its corporate headquarters in Watertown. In 1988, Simon Engineering PLC purchased Tel-E-lect, and the company became known as Simon-Telelect, Inc. The company expanded its product offerings in 1992 with the acquisition of Hi-Ranger aerial devices from Waukesha, Wis. Terex purchased Tel-E-lect from Simon Engineering in 1997, which became the foundation for Terex Utilities, a business unit of Terex Corporation.

"We know that our customers' secret to being successful on any job is to equip crews with the right equipment to match the application. Our products are steeped in the traditions of the people who use our equipment to build the world's power and communication grid — hard-working and inventive," finishes Lohan. "The Terex approach continues to be focused on providing customers with state-of-the-art equipment solutions that help them get each and every project done safely, quickly and at the lowest cost of ownership."

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NCP INDUSTRY NEWS

The Association of Equipment Manufacturers (AEM) initiated the campaign as an industrywide collaborative effort to:

- Promote best practices for jobsite preparation and equipment operation.
- Demonstrate underground utility installation and repair as safe, efficient and effective.

The Underground Utility Damage Prevention Campaign seeks to:

- Dispel common myths and negative perceptions associated with underground utility installation.
- Provide tools for improved worker skills, knowledge, and awareness.

Machinery covered includes horizontal directional drills, vacuum excavators, trenchers and related underground equipment. Several AEM working committees of manufacturer members helped develop campaign ideas and scope.

"We want to involve the widest possible scope of industry groups and stakeholders and work together to educate and promote safe utility installation, repair and maintenance," stated William Bernhard, technical and safety services manager at AEM.

"Stay tuned for more information and content!" Bernhard added. For more information and to get involved, contact AEM's Bernhard (wbernhard@aem.org, tel: 414-298-4106). •

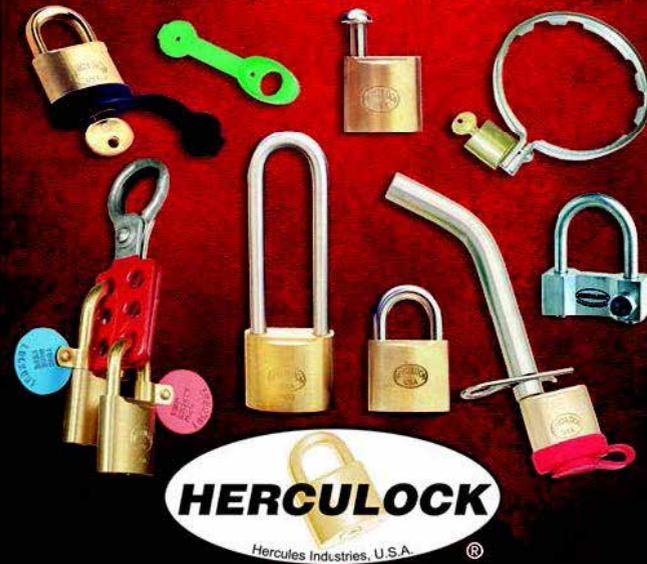
AEMC® Instruments announces the appointment of Chris Glowacki in the new position of Western District Sales Engineer. He will be responsible for sales covering the western territory (CA, WA, OR, ID, AK and western Canada). He will be based out of the Portland, Oregon area and will report directly to Tim Cowgill, Western Regional Sales Manager.

Chris joins AEMC® with over 30 years' technical experience as a Field Applications Engineer. He holds a Bachelor of Science degree in Electrical Engineering. AEMC® is excited to have Chris join their growing company.

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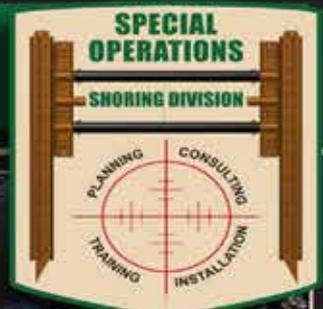
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New Phase of Kubota Hay Tools





**Now Available
at Dealerships**

Kubota Tractor Corporation has announced the availability of its second phase of all-new Kubota Hay Tools in dealerships nationwide. The recently expanded hay tools line brings to market new round balers and turntable bale wrappers; side-mounted and trailed disc mowers; trailed mower conditioners; and a complete range of rotary tedders and rakes.

The new machinery is designed specifically for the U.S. market to further expand Kubota's presence in the larger agricultural product market. "With our extended line of hay tools, we are building on the success of our well-received initial hay tools launch last year and responding to outstanding dealer and customer demand for more high-performing implements from Kubota," said Dave Palmer, senior product manager of Kubota hay tools. "Kubota understands that our customers depend on our equipment's productivity and by providing the right tools, we always deliver. Kubota's hay tools are performance-matched to ideally complement our M-Series tractors and deliver a more comprehensive line of haying solutions for our customers' needs."

Long-Standing Hay Tools Heritage

Kubota completed a full-ownership acquisition of Kverneland

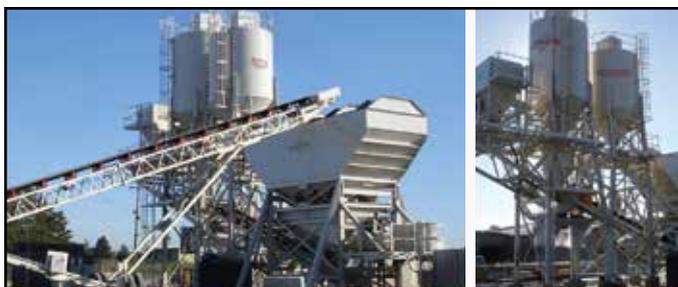
Group in 2013, which helped make the first phase of Kubota hay implements available last year, including five disc mowers, ranging from 5'6" to 10'6", and a rotary rake and tedder, with working widths of 13'9" and 17'1", respectively.

"Our hay tools division was originally founded in 1879 and has greatly contributed to the agricultural industry with an impressive number of product innovations and concepts. This second round of well-engineered hay tools brings us closer to realizing our goals to deliver full-service equipment to our customers," added Palmer.

A Closer Look: Round Balers and Wrappers

The all new Kubota Round Baler Series offers four models – the BV4160 Econo, BV4160 Premium, the BV4180 Premium, and the BV5160. For a classic, can-do model, the BV4160 Econo features efficient twine baling with a 4-foot wide and 5-foot tall bale size, and four bar 67-inch pickup. For the next level up in versatility, the BV4160 Premium provides a 79-inch pickup.

For larger bale production, the BV4180 Premium delivers 4-foot wide and 6-foot tall bales, plus all the features of the BV4160 Premium model. Rounding out the new line is the BV5160,



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Kubota's most feature-laden baler with a drop floor for easy clearance of blockages, a 14-knife chopping system, 4-foot wide and 5-foot tall bale size and five bar 86-inch pickup.

The BV4160 and BV4180 Premium models and BV5160 come with Kubota's own patented PowerBind Net Wrap system, which is one of the fastest net-wrapping solutions available today with superb in-field performance for great-looking bales with more value, time after time.

Kubota Bale Wrappers, models WR1100 and WR1400, offer a three-point mounted turntable and trailed turntable wrapper for superb bale quality at a maximum bale size of 2,650 pounds. The WR1100 is ideal for wrap and stack operations, and the WR1400 model is a pull-type wrapper designed for smaller tractors with a trailed turntable wrapper to ensure consistent bale rotation even in the most difficult conditions. Both wrappers are easy to operate and have fully-automatic control functions from the leading tractor, enabling one operator to manage the whole process of loading, wrapping and stacking.

New Disc Mower Conditioners and Added Disc Mowers

Kubota adds to its disc mower line, the DMC8000- and

DMC8500-Series trailed mower conditioners ranging from 9'2" to 13'1" with left hand or center pivot drawbar options. Kubota's own patented, fully-welded and full-width conditioners set Kubota apart from the competition and are designed for ensuring a high level of durability, low maintenance and quiet operation. With three counter-rotating blades per disc, Kubota mowers are constantly cutting, which allows for one-third less load per blade, an even load on the drive, and smoother power use to produce a neat, clean cut each and every time. With improved overlap even in wet conditions, the counter-rotating cutting discs make sure there are no stripes of uncut forage left in the field.

The DMC8000- and DMC8500-Series are each equipped with gentle roller conditioners for handling fragile crop. They also offer semi-swing conditioning capabilities using centrifugal force for aggressive conditioning with no movement during rotation. This allows for excellent tine protection and virtually no wear and tear on the implement.

Each model offers independent active suspension where the complete mowing section, including the conditioner, is suspended independently from the main chassis, allowing uneven field conditions, including tracks and contours, to be closely



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followed. A simple crank adjusts the whole cutterbar assembly up or down to desired cutting height and can adapt to changing ground conditions 19.7" up and 5.9" down.

Additionally, the Kubota disc mower line now includes two new pull-type disc mower models with the introduction of the DM5000 Series. The DM5032 and DM5040 are new side-mounted disc mowers with a working width ranging from 10'6" to 13'1". The DM5000 models are easy to operate and have low horsepower requirements, making them more versatile for use with smaller tractors, while reducing fuel consumption. The DM1000, DM2000 and DM5000-Series offer three counter-rotating blades per disc and the benefits of independent suspension to adapt to field contours and conditions.

New Rotary Rakes and Tedders

The Kubota line of rakes, the RA1000- and RA2000-Series, offers Proline, Farmline, compact, side- and center-delivery for multiple raking options. All Kubota models have high-capacity curved tine arms for cleaner raking performance and optimized swath formation. The Kubota patented TerraLink system adapts in three dimensions, pivoting the full undercarriage and giving flexibility to the rotors for exceptional ground following and stability on slopes. The RA2071T EVO offers unique 360-degree pivoting tandems that are designed to work

in a variety of hay field conditions.

The Kubota FarmLine and ProLine tedders offer exceptional versatility with working widths ranging from 17'1" to a massive width of 36'1". The five TE-Series models all offer Super C-tine design that leaves airy and evenly spread hay to help speed up the drying process and produce high-quality forage even in challenging weather conditions. Each tedder connects easily to the tractor's drawbar hitch and with a heavy-duty mainframe design, maintenance needs are minimized.

For more product information, please visit the Kubota Hay Tools new product pages on www.kubota.com.

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

Learn more at MSAsafety.com/ArcFlash

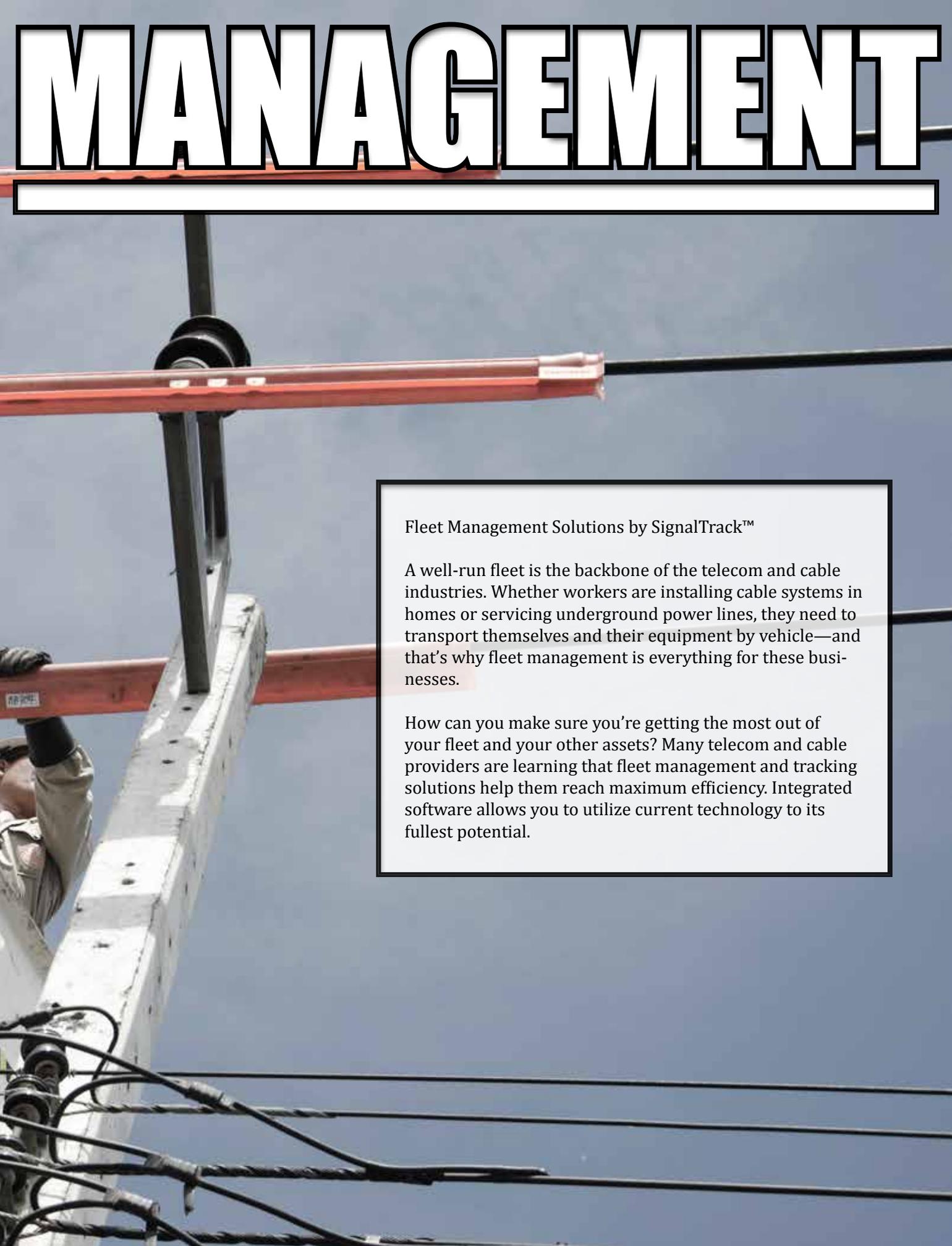
FALL PROTECTION SOLUTIONS



FLEET



MANAGEMENT

A utility worker is visible on the left side of the image, working on a white metal tower. Several red and black power lines are strung across the tower against a clear blue sky. The worker is wearing a light-colored shirt and a dark cap. The overall scene is a high-angle shot of a power line tower.

Fleet Management Solutions by SignalTrack™

A well-run fleet is the backbone of the telecom and cable industries. Whether workers are installing cable systems in homes or servicing underground power lines, they need to transport themselves and their equipment by vehicle—and that's why fleet management is everything for these businesses.

How can you make sure you're getting the most out of your fleet and your other assets? Many telecom and cable providers are learning that fleet management and tracking solutions help them reach maximum efficiency. Integrated software allows you to utilize current technology to its fullest potential.

SignalTrack™: Software & Hardware Working Together for Your Fleet

SignalTrack™ is both a physical device and a software solution. While other GPS trackers on the market consist of clunky and intrusive black boxes, the Smart Antenna® hardware is compact, discreet, and all in one piece. Once you've placed this little device in a vehicle, it begins collecting all the data a fleet manager needs to know. This information is then accessible via the web-based software, which you can log into anywhere you have an internet connection. You can also get updates on-the-go by installing an easy-to-use app to your phone or mobile device.

Information about your vehicles is tracked in real time, and you receive updates about your vehicles whether the ignition is on or off. Meanwhile, your drivers can submit forms from their mobile phones while they are on the job alerting you of their progress. SignalTrack™ software allows you to:

- See exactly where your vehicles are at any time and generate detailed reports on driver activities
- Verify which employee is driving a vehicle using driver IDs
- Map out detailed routes and use multi-stop routing
- Set up alerts to be notified when your drivers are speeding or engaging in other unsafe behaviors
- Set vehicle maintenance reminders so problems can be addressed before it's too late
- Assign and dispatch drivers to jobs

There are many ways to use SignalTrack™ to improve your fleet's operations. Some of the most significant benefits include:

Enhanced Productivity

Productivity is an ongoing concern for every fleet manager. How can your business utilize its resources so work gets done efficiently and you turn a profit? GPS tracking allows you to see where all

your drivers are at all times, so it is easy to dispatch the closest driver to a location where service is needed. No one has to waste time calling drivers to find out where they are. When you can't provide customers with immediate information about your availability, that's just an opportunity for them to call up another company instead.

You can also check the traffic on various routes and figure out the most efficient routes for your drivers, allowing them to get more jobs done in a day! By making sure your drivers are using their time productively, you'll be able to save money on overtime hours.

Reduction of Fuel Expenses

When you're not doing anything to track your drivers, there's no way to know whether they're sticking to their routes or joyriding and doing their errands. Some drivers may be taking the recently lowered fuel costs as an excuse to take liberties with their routes. However, when drivers know you can see where they are and how many miles they've driven, they become a lot more careful. With gas prices so cheap, your business should be saving money. This is one major way that SignalTrack™ users see a significant return on their investment: it costs you more not to use it!

Increased Driver Safety and Accident Reduction

SignalTrack™ knows when your drivers are speeding, and it can also detect when they are accelerating rapidly or braking harshly. All of these reckless behaviors put your drivers at greater risk of getting into accidents. Not only can harm come to your drivers and others on the road, but accidents are costly and also likely to inconvenience customers.

If certain drivers have unsafe driving behaviors, the fleet manager can generate a report summarizing their infractions and address it with them. Using SignalTrack™ encourages drivers to be a lot more careful. And, as a precaution for unavoidable

emergencies or inappropriate driving behavior, the device does come with a Panic Button that allows drivers to send a signal when they are in distress.

Asset Tracking

GPS North America doesn't just help you to protect vehicles. After all, telecom and cable fleets need to track their trailers and other assets as well.

- The TLU 300 asset tracking solution prevents you from needing to manually check that your assets are safe in their lots—and tracking isn't the only service GPS North America provides.
- The AT-3100 GPS Solution acts a container locking device in addition to being a tracker.

When you have GPS tracking for your vehicles and assets, you never have to wonder where they are. You can simply log in to the software and find out.

It Costs You More Not to Have a Fleet Management System

Sometimes, businesses are hesitant to invest in new technologies because they would rather keep doing what they've always done rather than spend money on something new or unfamiliar. However, when fleet managers implement SignalTrack™, businesses discover that they make significant returns on the investment. Fleet management solutions make your business more profitable by cutting overtime and fuel costs and improving your customer service.

When Your Fleet Is On Track, So Is Your Business

Good customer service is the byproduct of a well-managed fleet, and happier customers can only be good for your company's profits. Customers often take time off from their jobs to wait at home for cable or telecom service, and that means they want to give their money to a company that won't waste their time. Additionally, service to underground power lines can create inconveniences for surrounding

homes and businesses, meaning you need to get the job done efficiently so you can be out of the way. Of course, there are plenty of valid reasons why service could be delayed—maybe another job took longer than expected, or maybe there was an accident that made traffic unusually heavy. Fleet management allows you to keep your fleet running smoothly even in the most difficult situations.

Stay Prepared with SignalTrack™

Problems are bound to occur, and your plans have to take into account that conditions won't always be optimal. That way, you don't end up with disgruntled customers or overworked employees.

The benefits of fleet management systems are undeniable when you're working in cable or telecom. If you want your drivers to get to jobs on time and use their hours as efficiently as possible, there's no other way to be sure that they are, and there's no easier way to dispatch drivers where they are urgently needed.

GPS North America takes pride in helping fleets accomplish more. Once you've implemented a fleet management solution, you'll find that every function of the fleet benefits from the system. •

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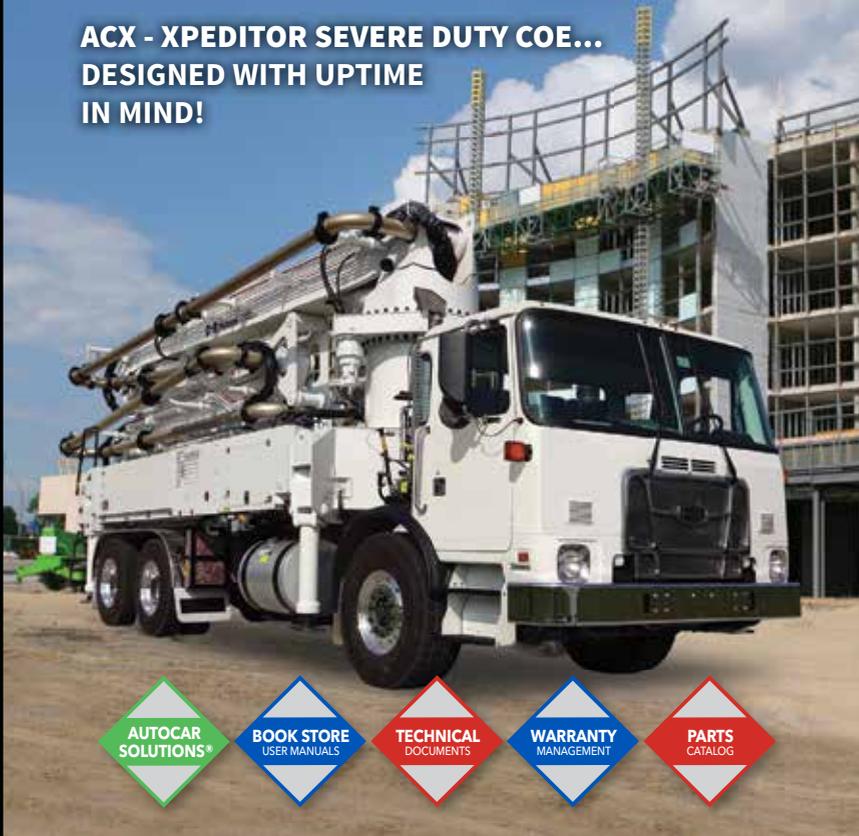
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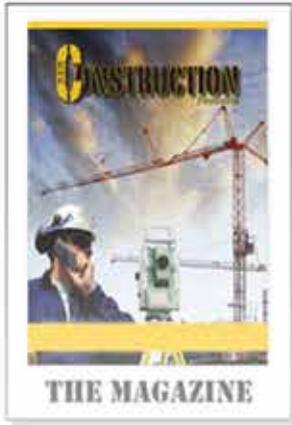




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Atlas Copco recently introduced two new rammers, replacing the LT5004 and LT6004. These new rammers feature ultra-slim bodies, ideal for getting closer to structures and through narrow spaces. Like all Atlas Copco rammers, the new LT5005 and LT6005 provide high centrifugal force and speed for deep and effective compaction.

Atlas Copco featured the rammers during World of Concrete in Las Vegas and The Rental Show (ARA) in New Orleans.

At a mere 6 inches wide, the LT5005 is 3 inches smaller than its predecessor and the LT6005 is 9 inches wide – 2 inches shorter than the previous model. These slim designs enable operators to easily compact cohesive and granular soils in confined spaces, such as small trenches, ditches, backfills and foundations. The smaller size also makes it easy for operators to work close to walls or posts.

Atlas Copco designed the rammers with a rubber isolator on each side of the handle to absorb vibrations that would otherwise be transmitted to the operator. This reduces the risk of injuries, such as carpal tunnel syndrome and hand-arm vibration syndrome. The rammers also feature a single lifting point that allows users to easily move them from hard-to-reach spaces with large machinery, such as a crane.

The rammers are equipped with a Honda GXR120 engine that features an overhead camshaft and timing belt that operate with minimal noise. The oil alert LED indicator on the rammers notifies opera-

tors when the oil level is too low for proper engine lubrication. The rammers also are equipped with a throttle control with three fixed positions, stop, idle and run. This feature eliminates the risk of leaving the throttle half open, which optimizes fuel use.

“The slimmer profile and reduced weight truly improve the machines’ handling in tight spaces, allowing workers to get into areas they couldn’t before,” says Darrell Engle, product development specialist.

Atlas Copco also designed the LT5005 and LT6005 for easy onsite maintenance. Each unit is equipped with a large air filter that users can change without tools. An upgraded air filter indicator is available upon request. It is designed to alert the operator when a filter needs replacing. Users also can equip the units with hour meters to accurately track service intervals.

Operators can use Atlas Copco’s optional trolley to quickly and safely lift and transport the rammers. During lifting and transportation the rammers activate an automatic integral lock, which prevents excessive wear on the shock absorbers. Plus, the fuel tank features an improved seal to prevent fluids from leaking during transportation.



The revolutionary AutoLink II OBD Distance Sensor allows for easy, plug-and-play installation of the RAC Plus I DMI in any vehicle with an On Board Diagnostic (OBD) interface. Simply plug the AutoLink II into the vehicle’s OBD interface, and then use the included cable to connect the AutoLink II to the RAC Plus I’s power port. The AutoLink II determines when the vehicle is moving and sends distance information to the RAC Plus I. The RAC Plus I features a lightweight, high-impact ABS plastic case (7.8”W x 2.3”H x 1.2”D); dual 6-digit LED displays;

four brightness levels; a user-friendly menu; automatic calibration on all vehicles (stores four separate vehicle calibration numbers for multi-vehicle usage); distance measurements accurate to 1 foot per mile; pre-distance if starting at a known point; count up/down or add/subtract distance from current display; count and display hold function; display of distance intervals between points of interest; and distance conversion from feet to miles to kilometers. Includes RAC Plus I instrument, AutoLink II OBD sensor with brackets, and manual. Visit the Forestry Suppliers web site at www.forestry-suppliers.com.



Hino Trucks announced the addition of a Class 4 155 model to its product offering during the NTEA Work Truck Show in Indianapolis. Hino Trucks now offers product ranging from class 4 through class 7.

The 155 model has a GVWR of 14,500 lbs and is powered by Hino’s award winning J05E-TP engine rated at 210 HP. The Class 4 cab-over also comes standard with an industry leading 5-year, 175,000 mile Powertrain warranty, Hino’s 24 hour-7 day a week roadside assistance program HinoWatch, and HinoCare; Hino’s two year or 60,000 miles preventative care program. Hino will also offer a double cab version of the class 4, marketed as the 155-DC model.

With the addition of the 155 and 155-DC, customers in the class 4 market can now experience Hino’s long-term quality and low cost of ownership. “We are very excited to announce the addition of the 155 and 155-DC to our model line-up. We will now be able to better serve the needs of our customers with a wider range of product offerings,” stated Glenn Ellis, VP Marketing, Dealer Operations and Product Planning for Hino Trucks.

The 155 and 155-DC will be available at Hino Trucks dealers in May.

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NCP NEW PRODUCT NEWS



Subaru Industrial Power Products has upgraded its line of commercial-grade SGX generators with larger fuel tanks, no-flat tires and larger mufflers. In addition, the generators feature a new blue and silver look to coordinate with the company's automotive division.

The SGX line, which includes the SGX3500, SGX5000 and the SGX7500E, is packed with high-quality components, uses durable construction, and features technologically advanced Subaru EX Series overhead cam engines. The reliable and rugged generators are suited for anyone from homeowners to professional contractors.

Subaru continues to use 100 percent copper windings, which improve conduction and maximize surge capacities. Stators now come with a full varnish dip for a stronger bond than the previous dripped-on applications. This provides better coverage in all the crevices for better winding protection from movement, moisture and debris.

Subaru also modified its professional-grade control panel, adjusting both the hour meter and the placement of the engine switch.

The upgraded hour meter displays total operating hours even when the unit is not running. The engine on/off switch is now mounted on the control panel for easier access, and a protective cover over the switch protects it.

Low-tone mufflers on the SGX generators are nearly double the size of previous models, so the tonal quality of the unit during operation is smooth and clean. The mufflers also feature the U.S. Forest Service-approved spark arrestors.

Wheel kits with two no-flat tires offer

enhanced portability and save operators time and money by eliminating checking, inflating, repairing or replacing tires.

The SGX line offers Occupational Safety and Health Administration-compliant ground fault circuit interrupter, or GFCI, receptacles, and twist-lock receptacles enhance safety.

All SGX models incorporate an automatic voltage regulator system that provides

precise voltage control output for more sensitive equipment and electronics, a low-oil-level sensor with automatic shut-off to protect the engine from damage, and an easy-to-read fuel gauge.

The SGX3500 delivers a maximum output of 3,500 watts, and it features Subaru's EX21 7-horsepower engine and a 4-gallon fuel tank for a total run time of 8 hours at the rated load. A 9.5-horsepower EX30 engine powers the SGX5000, which

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offers a maximum output of 4,900 watts. Subaru upgraded the SGX5000's fuel tank capacity to 8 gallons for a total continuous run time of 10.7 hours at the rated load. The SGX7500E features a 14-horsepower EX40 engine that provides a maximum output of 7,500 watts. Its 8-gallon fuel tank provides 7 hours of operation at the rated load. This SGX7500E also includes an electric starting system with recoil backup.

The SGX generators are CSA (Canadian Standards Association) certified to meet electrical safety standards. Generators are EPA Phase 3 compliant and are backed by Subaru's industry-leading 5-year warranty on the engine and a 3-year warranty on the generator.

MUD-TRAKS® Strongest, most rigid access mat, light enough for men to handle in the field. It is designed to move heavy vehicles over "wetland" like ground conditions.

Made from solid fiberglass with an internal grid structure that channels tire load over an area more than 5 times larger than a comparable sized poly mat. It is rigid enough to "bridge" a 20-inch span while supporting 10,000 lbs. tire load. Last year it got even better! We've added a thicker fiberglass core that improves rigidity and strength.

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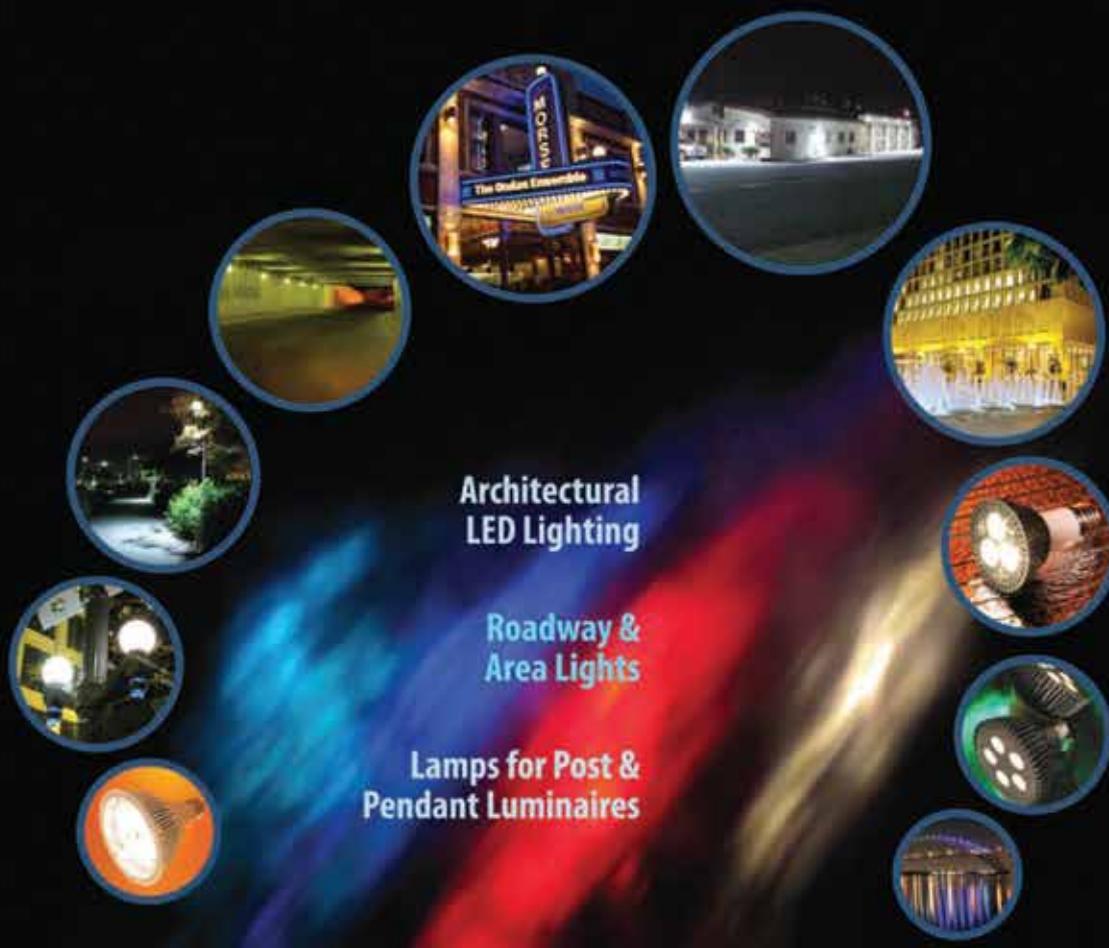
numerous applications in utility, drilling, structure movers, heavy construction industries and more. Not affected by chemicals, temperature, or water. The mats do not conduct electricity, thus are a perfect solution for utility applications.

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