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AEMC® Instruments Appoints Daryl Cain to South Central District Sales Engineer Position



AEMC® Instruments announces the appointment of Daryl Cain to the new position of South Central District Sales Engineer. He will be responsible for sales covering the south central territory (LA, AR, OK and TX). He will be based out of the Lantana, Texas area and will report directly to Tim Cowgill, Western Regional Sales Manager.

Daryl joins AEMC® with over 30 years' technical experience as a field applications engineer as well as a territory manager with rental distribution experience. He holds a Bachelor of Science degree in Electrical Engineering.

AEMC® is excited to have Daryl join their growing company.

AEMC® Instruments manufactures professional electrical test and measurement instruments for the industrial, commercial and utility marketplace.

www.aemc.com

Western Specialty Contractors Promotes Ben Grandbois to Dallas Branch Manager



Western Specialty Contractors, formerly named Western Waterproofing Company, has promoted Ben Grandbois of Roanoke, TX to Branch Manager of its Dallas, TX office.

Western Specialty Contractors provides the following commercial specialty services: building cleaning, concrete restoration, EIFS restoration/recoating, epoxy and chemical grout injection, expansion joint systems, exterior wall coatings, masonry restoration, parking deck restoration, plaza deck restoration, sealant repairs and waterproofing.

Grandbois has 15 years of construction experience, having worked for Western since 2010 in sales and as a project manager at the Minneapolis, MN and Dallas, TX branch offices. Prior to working for Western, Grandbois was a field engineer at Western Summit Constructors in Denver, CO; a masonry laborer/operator at Haugen Masonry in Moorhead, MN; and as a laborer for Classic Concrete in Detroit Lakes, Minnesota.

Grandbois has a BS in Construction Management from Minnesota State University and an AGC Certification. He is a member of the ICRI North Texas Chapter and served on the ICRI Minnesota Chapter Board of Directors for two years. Grandbois is also involved in Habitat for Humanity.

www.westernspecialtycontractors.com

Falcon Steel Expanding Transmission Pole Production Capacity

Falcon Steel is expanding its in-house transmission pole production capacity to meet increasing demand for steel pole structures in power delivery applications.

According to Jim Taylor, Falcon Steel CEO, the company has added five additional pole section fitting and welding stations at its Haltom City facility, and launched a process-improvement program to increase the facility's output by 30 percent. In addition to investing in new equipment and human resources, Falcon Steel repurposed the facility's seam welders, welding and fitting rollers, welding stations and other handling equipment to allot more capacity for pole production.

The company-wide initiative reduces delivery times, adds additional production personnel, and ensures scalability to meet future demand, Taylor said.

In addition to its Texas facilities in Euless, Fort Worth and Kaufman, Falcon Steel has developed exclusive partnership agreements with qualified steel fabricators across the United States. This extra capacity allows the company to produce an additional 20,000 tons annually in their current product lines.

Taylor says the decision to expand the overall production capacity is part of a strategy to establish Falcon as a one-stop resource for power delivery structures in the United States.

www.falconsteel.com

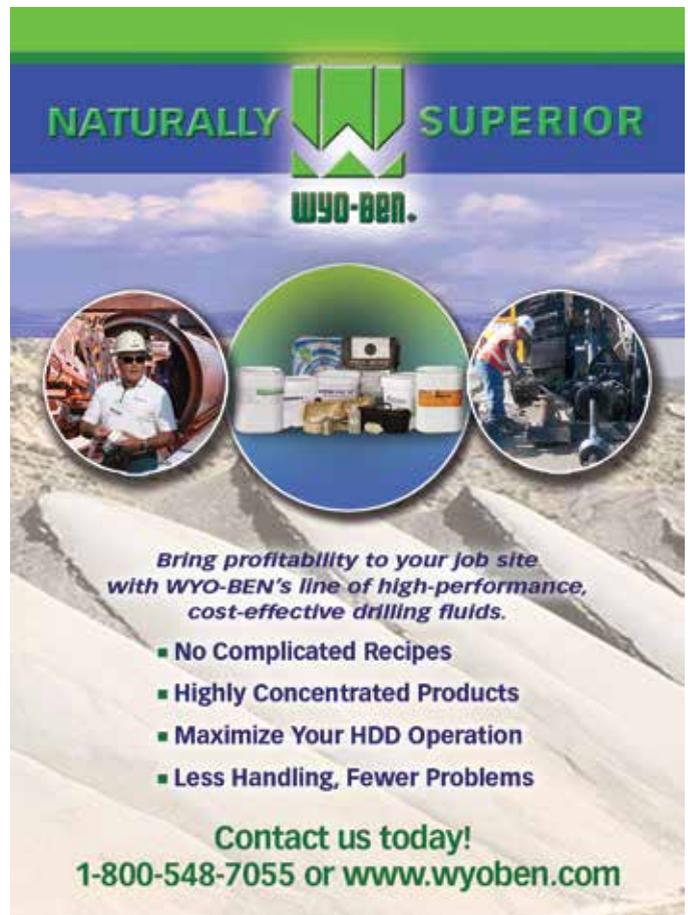
Mack Defense Awarded Indefinite Contract From GSA For Mack® Granite®

Mack Defense announced today it has been awarded an indefinite delivery/indefinite quantity contract from the General Services Administration (GSA) for Mack® Granite® model chassis, which will be modified with wrecker and carrier bodies from a separate agency. Completed vehicles will be supplied to military and federal civilian customers.

The GSA contract extends through Nov. 30, 2015, with option periods for renewal through March 31, 2017. "These wreckers and carriers, some with a capacity of up to 60 tons, face tough, demanding conditions every day," said Ryan Werling, president of Mack Defense. "With its rugged, durable frame and proven power from the Mack MP8® engine, the Mack Granite serves as the perfect foundation for these recovery vehicles."

Mack Defense, LLC, is part of the Volvo Group, one of the world's leading manufacturers of trucks, buses, construction equipment and marine and industrial engines. The Group also provides complete solutions for financing and service. The Volvo Group, which employs about 100,000 people, has production facilities in 19 countries and sells its products in more than 190 markets.

www.mackdefense.com



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NTEA 2016 & 2017 Show Information

NTEA – The Association for the Work Truck Industry, will host The Work Truck Show® 2016 and The Work Truck Show® 2017 in Indianapolis, Indiana. Vocational truck fleet operators of all sizes, manufacturers, truck dealers and equipment distributors can attend North America’s largest work truck event during the following dates:

The Work Truck Show 2016

March 2–4, 2016

Indiana Convention Center, Indianapolis, Indiana

Educational programming, including the Green Truck Summit, begins March 1

The Work Truck Show 2017

March 15–17, 2017

Indiana Convention Center, Indianapolis, Indiana

Educational programming, including the Green Truck Summit, begins March 14

The Work Truck Show features the newest vocational trucks, vans, vehicle components and equipment on a trade show floor covering more than 500,000 square feet. The event includes a robust educational conference with more than 60 sessions designed to help attendees improve their operations.

Registration for The Work Truck Show 2016 opens in October.

www.worktruckshow.com

Terex Appoints New Sales Territory Managers

Terex Utilities is pleased to announce the appointment of Justin Pinkalla to the position of Strategic Account Manager for the Northern sales territory and the additions of Dennis Nelson and Tyler Walford as Territory Account Managers to the field sales team for the Western and Southern sales regions respectively. These gentlemen will support all Terex Utilities products and services to a wide-range of customers, including investor-owned utilities, electric cooperatives, municipalities and utility contractors. They will work with existing customers to meet their specific needs and develop new customer opportunities

“We are pleased to welcome Dennis, Justin and Tyler to the sales team,” says Vice President of Sales and Marketing, Jim Lohan. “As we continue to offer products, services and programs to meet the growing needs of our customers, our sales force plays an extremely valuable role in finding, developing and maintaining these relationships. These gentlemen’s unique skill sets and experiences will add to and complement the wealth of industry expertise and knowledge already in place within our sales team.”

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MB America, Inc. is now providing customers with a two-year Gold 24 warranty on all products.

In the past, MB customers received the one-year original parts warranty with the purchase of their products. The Gold 24 warranty was previously offered for an additional cost. Customers can count on years of reliability when they purchase quality products from the company. Shifting from one-year to two-year will give customers a financial peace of mind when purchasing MB equipment.

“We want to exceed the expectations of our customers. Expanding from a one-year to a two-year warranty shows our continuing commitment to customer service and delivering a quality product,” said Max Ravazzolo, C.E.O. of MB America. “Our customers are our main focus when it comes to our business and products.”

MB’s attachments use the hydraulic system on excavators, skid steers and backhoes, allowing businesses to reuse materials immediately at the job site and providing a greener option in recycling waste materials. Businesses can save time and money in getting the job done, while reducing waste and trucking.

www.mbamerica.com •



ISOLATED PROTECTION TO PREVENT GROUND LOOPS



The Lind Isolated Power Adapters provide a regulated, isolated DC output to power laptops, thin clients, monitors and other devices from a DC voltage source. Output and input DC returns are isolated, allowing the prevention of possible electrical noise caused by ground loops.

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

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



POWER SPECIALISTS FOR
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Atlas Copco Training

Atlas Copco Construction Equipment's product and service training programs help build dealers' reputations as solution providers and their customers' satisfaction. The programs are part of Atlas Copco's comprehensive training package and include equipment training and demonstrations as well as hands-on service and maintenance training.

"We have a long-term commitment to the success of dealers and their customers," said Alan Kurus, Atlas Copco vice president, sales. "This is why we take a comprehensive approach to our training programs. From sales to maintenance, everyone receives the tools they need to be successful."

With the training, dealers can better serve their customers and provide high-quality maintenance and repairs in minimal time. That leads to high customer satisfaction while positioning the dealers as experts.

Atlas Copco offers its training programs to all of its dealers, including those that add new equipment, sales representatives and service employees.

During the product training, attendees develop an in-depth understanding about the equipment through product demonstrations and overviews of features and benefits. After learning about the equipment, attendees see how to boost their sales using Atlas Copco's marketing and sales tools, including brochures, the co-op program and displays. This portion of the training also covers the in-house financing program, which allows dealers to offer contractors a quick and hassle-free way to finance Atlas Copco or another manufacturers' equipment.

Atlas Copco's service training program shows technicians how to troubleshoot operating issues as well as complete in-depth repairs and equipment maintenance for Atlas Copco equipment, includ-



aining Program



ing Tier 4 models. This helps ensure high-quality, timely service as Tier 4 equipment becomes more prevalent.

In addition to product and service training, dealers also get an overview of Atlas Copco's Shop Online program, which is a one-stop-shop for placing and tracking parts orders, looking up product information and manuals, and submitting warranty claims.

The system gives users real-time inventory information and exploded views of equipment to easily locate and identify which parts are needed, enhancing order accuracy. Parts ship from Atlas Copco's distribution center in Charlotte, North Carolina, and can arrive as soon as the next day, if needed.

"Ordering the wrong part can mean costly downtime to customers whose equipment is out of commission," said Matt Huntsman, Atlas Copco business development manager for parts and services. "Ensuring dealers have the right part to begin with saves a lot of time, headache and money for themselves and their customers."

Dealers can use Shop Online 24/7 in any location so they can quickly and easily serve customers, contributing to high customer satisfaction. The program is available for download on Android smartphones as well as Android and Apple tablets from the App Store and Google Play using the keyword DocuMobile. Dealers request a password by contacting Atlas Copco's customer service.

Once training is completed, dealers can contact Atlas Copco's customer and technical service teams for ongoing support or to schedule a new training session.

www.atlascopco.com •



MB America Live Demonstration



MB America, Inc. and Barker Enterprises hosted a live demonstration of crushing and screening attachments for excavators and skid steers, on Aug. 28 and 29 in Sumner, Washington at Corliss Resources, Inc.

The demonstration featured the BF90 and BF60 crusher buckets for excavators, the S14 screening bucket for excavators and the MB-L160 crusher bucket for skid steers. Attendees watched the crusher buckets crush through hollow core walls, reinforced and normal concrete, river rock, natural stone and asphalt, and the screening bucket sift 2-inch minus river rocks. MB also had the largest bucket in the world, the BF150.10, was on display.



The displayed bucket garnered so much interest by attendees that it called for another demonstration from a few significant companies. This time, the largest bucket will be the only one featured.

The BF150.10 weighs over 23,000 pounds and is designed for excavators exceeding 154,000 pounds. MB America, Inc. and Barker Enterprises will be working with Rhine Equipment to host a private showing of the BF150.10 through appointment only.

“We will be working closely with Rhine Equipment to showcase the BF150. It truly is a unique piece of technology!” said Max Ravazzolo, CEO of MB America.

MB’s attachments allow businesses to reuse the materials immediately at the job site and provide a greener option in recycling waste materials, which often sit for months before businesses can transport them to a crushing plant or to bring one in. The process can take weeks to get rid of waste and cost businesses thousands of dollars. With the crushing and screening attachments, businesses can save time and money to get the job done, while reducing waste and trucking.

MB offers crushing and screening attachments, grapples, universal quick couplings and iron separators for a wide scope of work that includes demolition and excavation, road work, quarries, mines, pipeline work and environmental reclamation projects.

For information, visit MB America’s website at www.mbamerica.com, or contact the company at 855- 622-7874.

www.mbamerica.com •



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NTEA Recognizes 21 New And Requalified Member Verification Program Companies



NTEA – The Association for the Work Truck Industry recognizes 10 organizations that have distinguished themselves as Member Verification Program (MVP) companies during the quarter ending September 2015. In addition, 11 companies have requalified for MVP this quarter.

During its 10-year existence, MVP has recognized hundreds of companies for successfully implementing specific business standards and processes, and for taking the necessary steps to comply with applicable government regulations. Suppliers and upfitters with MVP status are identifiable to fleet managers and truck dealers as having achieved a higher commitment to excellence by their effective use of safety and quality standards.

Program criteria can involve liability insurance, warranty programs, vehicle and employee certification, safety policies and quality assurance — factors important to dealers, fleets and OEMs.

As of Sept. 30, 2015:

The newest MVP companies are:

- American Eagle Accessories Group (Garner, IA)
- American Equipment & Trailer Inc. (Lubbock, TX)
- Aspen Equipment Co. (Omaha, NE)
- Casper's Truck Equipment (Appleton, WI)
- Lee Transport Equipment Inc. (Columbia, SC)
- Leggett & Platt CVP (Taylor, MI)
- Leggett & Platt CVP (Wentzville, MO)
- Power-Packer (Menomonee Falls, WI)
- Vac-Con (Green Cove Springs, FL)
- Whiting Door Mfg. Corp. (Akron, NY)

MVP companies must re-verify every three years. Companies that have successfully qualified to renew their MVP statuses are:

- Dejana Truck & Utility of New England (Smithfield, RI)
- Fiber-Tech Industries Inc. (Spokane, WA)
- Goodall Mfg. LLC (Eden Prairie, MN)
- Intercon Truck Equipment Inc. (Joppa, MD)
- Kansas Truck Equipment Co. Inc. (Wichita, KS)
- Knapheide Truck Equipment Southeast (Orlando, FL)
- Ox Bodies Inc. (Fayette, AL)
- Rockport Commercial Vehicles (Elkhart, IN)
- Scelzi Enterprises Inc. (Fresno, CA)
- Switch-N-Go (Hadley, PA)
- VMAC (Nanaimo, British Columbia)

To learn more about MVP, including qualification criteria, visit ntea.com/mvp. •

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THE RETRIEVER by VERSATRAN INC.

A User Review



The Raven Hybrid Riding Lawnmower

In the early summer of 2015, I got a Raven Hybrid Riding Lawnmower. The only assembly required was installing the steering wheel, seat, pull bar and the flap on the deck. The mower cuts great! With a 46" deck, five gallon tank, super tight turn radius and 17mph speed, I can get done a lot faster than my previous machine. Its deck has four wheels where my other mower only had two. Mowing in reverse is extremely easy. I recommend using the cruise to save gas when cutting. Taking the deck out is easy also. You lower it all the way, unplug it from the machine and remove the three pins. Then you have a 4-wheeler with a generator.

The hybrid is an MPV (Multi-Purpose Vehicle) not an ATV, so be careful around puddles, since it's pretty much all electric. The shocks are great for small bumps. I was afraid the bed on the mower would be too small to come in handy but that was not the case. I am now able to pick up around the yard before I mow without having to use the pull-cart. When I need to use the pull-cart I can haul a lot more. With its 550 pound towing capacity and the hole on the bar, it's bigger than on my other riding mower. I can use my 5x8 trailer if need be. Having a generator on the mower is tremendously handy. I am now able to clear behind my back fence with a 30'. I use a 10" electric chain saw and being able to use a shorter chord, I can do it a lot faster. To operate the generator, the machine must be running and in generator mode. You cannot drive the machine in generator mode. Maintenance on this machine is vastly simple. Being able to take the deck out will make sharpening the blades a lot easier. Plus the machine rolls easily.

Since I've had this machine there have been minimal issues, but the tech came out quickly, and had the parts with him and repaired it in a timely manner. I can accomplish more tasks in a smaller amount of time. This machine would do great in a country or residential setting. Bottom line, I would recommend this to a friend if they have the money to spend.

-Review by Steven Hobson

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Landoll Introduces The H.O.S.S. Package

After over a year of development, this July marks the arrival of the Next Generation Landoll Trailer. The Landoll Trailer Line is taking a huge leap forward with the introduction of the all new hydraulic operating systems, nicknamed H.O.S.S., and High Visibility Lighting package. The 440 and 455 "A" Series Traveling Axle trailers will be the first models with these added standard features.

H.O.S.S. cuts the overall operational time in half. The axle traveling forward has increased by 36% and moving back by 58%. Tilt deck positioning has increased to nearly 63%, while winch in and out speeds are closer to 66%. This improvement will allow for more loads to take place.

"The speed will be the most noticeable change, but the long term value will be in the damage and downtime prevention," explained Gary Dwerlkotte, Landoll Trailer Sales Coordinator. Restrictors in the system have been removed to eliminate much of the back pressure, leading to cooler operational temperatures and noise reduction.

www.landoll.com •

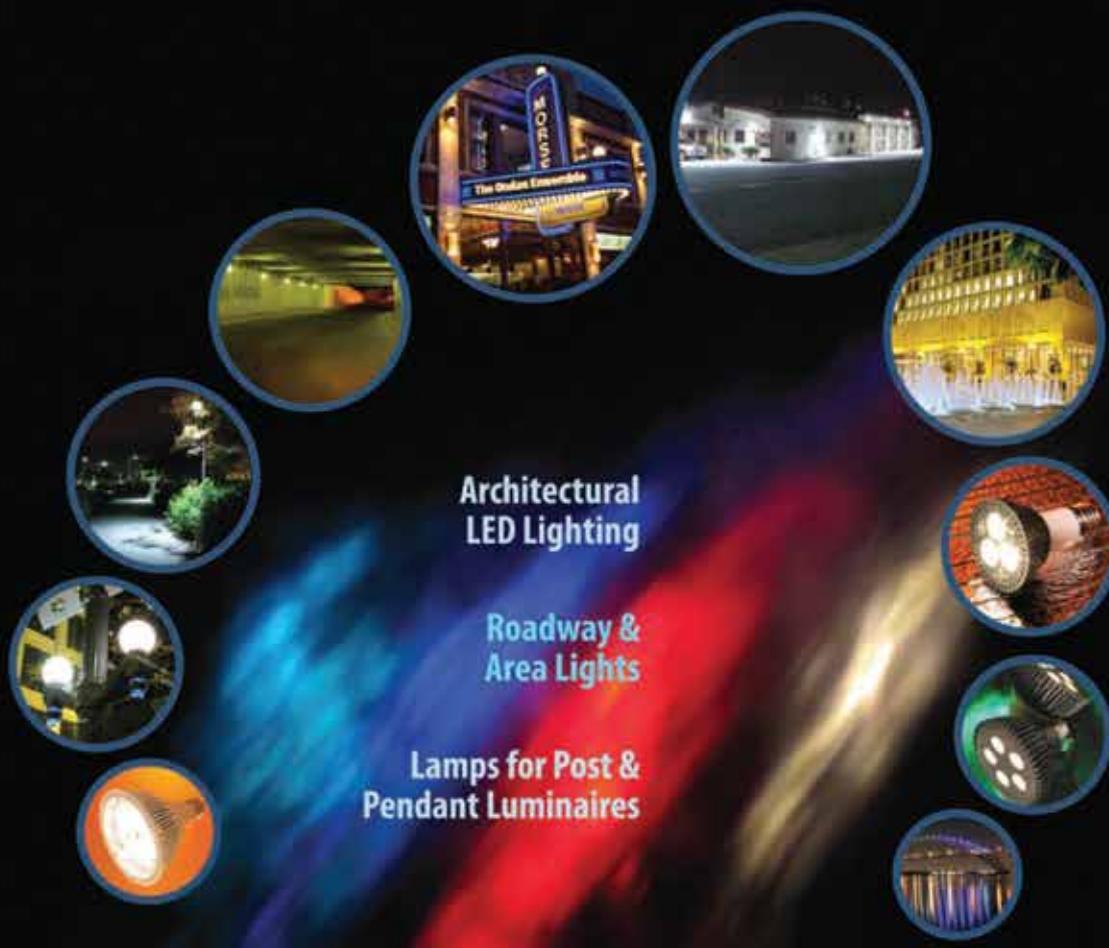
Anderson Power Product Now Offering Environmental Boots



Anderson Power Product® (APP), a leader in high power interconnect solutions, now offers Environmental Boots to protect their dual pole SB® 50, SB® 120 and SB® 175 connectors from water, dirt, chemicals and UV. The IP64 rated, durable soft sided Environmental Boots' shield the SB® connectors from water and dirt in both the mated and unmated condition.

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Milwaukee Tool & Uponor Introduces The First Expandable 3" PEX

Milwaukee Tool and Uponor® will begin transforming Commercial Jobsites this fall with the introduction of the industry's first expandable 3" PEX and the only tool on the market that can expand it, the M18™ FORCELOGIC™ 2"-3" ProPEX® Expansion Tool. Joining Milwaukee's current line of award-winning ProPEX® Expansion Tools, the new tool will be part of a complete solution to provide the industry's most consistent commercial installations.

"Always on the lookout for solutions that provide a competitive advantage in their market, Pros turn to PEX in residential applications due to its cost savings in material and install," says Corey Dickert, Director of Product Marketing for Milwaukee Tool. "Until now, its use in commercial has been limited due to tubing size and installation tooling. We are proud to partner with Uponor® to deliver a solution that will make larger diameter ProPEX® a compelling solution for commercial system installations."



www.milwaukeetool.com

Klein Tools Enhances Their Holemaking Product Line

Klein Tools, for professionals since 1857, announces the expansion and enhancement of their holemaking product line. The new products include Bi-Metal Hole Saws, Double-Fluted Step Drill Bits and Wood Boring Bits. These new tools, along with existing products such as Carbide Hole Cutters, Ship-Auger Bits, Knockout Punches and Flex Drill Bits, provide a complete, high performance line of holemaking equipment for steel, wood, drywall, plastic, tile and other materials.

The updated Klein holemaking line is made from heavy-duty steel for fast, superior cutting, while engineered for longer-lasting performance and higher durability than previous models. The robust products cut holes quicker, cleaner and easier making them more productive on the job.

www.kleintools.com

ZipWall Introduces ZipFast Reusable Barrier Panels

ZipWall® has just introduced ZipFast™ Reusable Barrier Panels for use with their spring-loaded poles and accessories. Machine-washable ZipFast™ panels are made of tough opaque nylon and feature sewn-in, heavy-duty zippers. Unlike plastic, ZipFast™ panels require no measuring or cutting, so they quickly and easily zip together, allowing the construction of a dust barrier up to 12' high and as wide as needed. Serving as a green alternative to disposable plastic sheeting, they save money, too, paying for themselves in fewer than seven uses.



ZipFast™ panels come in Multi-Packs which include three 5' wide panels, one 2.5' panel that can serve as an entryway, and a carry bag. Panels also come in single packs. A Class A flame retardant version is available. The non-flame-retardant panels have a 10-year limited warranty.

The ZipWall® system is specifically designed to let one person erect a dust barrier in minutes with no tape, no ladders, and no damage. The spring-loaded, twist-locking poles are remarkably easy to use. The clever head and plate design makes attaching ZipFast™ panels to the top of the poles a snap.

www.zipwall.com

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Crysteel Manufacturing Unveils Redesigned A-Tipper Aluminum Dump Body

Crysteel Manufacturing recently unveiled the newly redesigned A-Tipper Aluminum dump body. The Crysteel A-Tipper has been redesigned with minimum welds, innovative features, and a modern aerodynamic design.

The new Crysteel A-Tipper comes with the all-new, exclusive tailgate design from Crysteel.

This new design features independent tailgate latching, minimal welds and 3/8-inch stainless steel handle. The positive independent locking latches allow users to easily drop the tailgate, spread-through, or simply remove.

All Crysteel A-Tippers come standard with 3/16-inch aluminum construction, rigid sides with single panel reverse bend, tarp mounting provisions and integrated receivers, 6-inch board pockets, and LED lighting with one-piece wiring harness.

www.crysteel.com

The New HammerHead Trenchless Equipment Sidewalker

Installing short utility runs beneath landscaping, driveways and sidewalks can be done even more efficiently – and faster – with newly redesigned Sidewalker earth-piercing tools by HammerHead Trenchless Equipment. Both 2 1/2- and 3-inch Sidewalker models received upgrades, which include the patented HammerHead quarter-turn Power Port® Reverse feature and patented Debris Free Tailcone.

The 3-inch Sidewalker now has a uniform profile along its entire length, increasing striker size and boosting impact power.

As with other HammerHead models, the Power Port feature not only makes reversing the tool easier but also boosts impact power by up to 25 percent.

www.hammerheadtrenchless.com



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