

September 2016

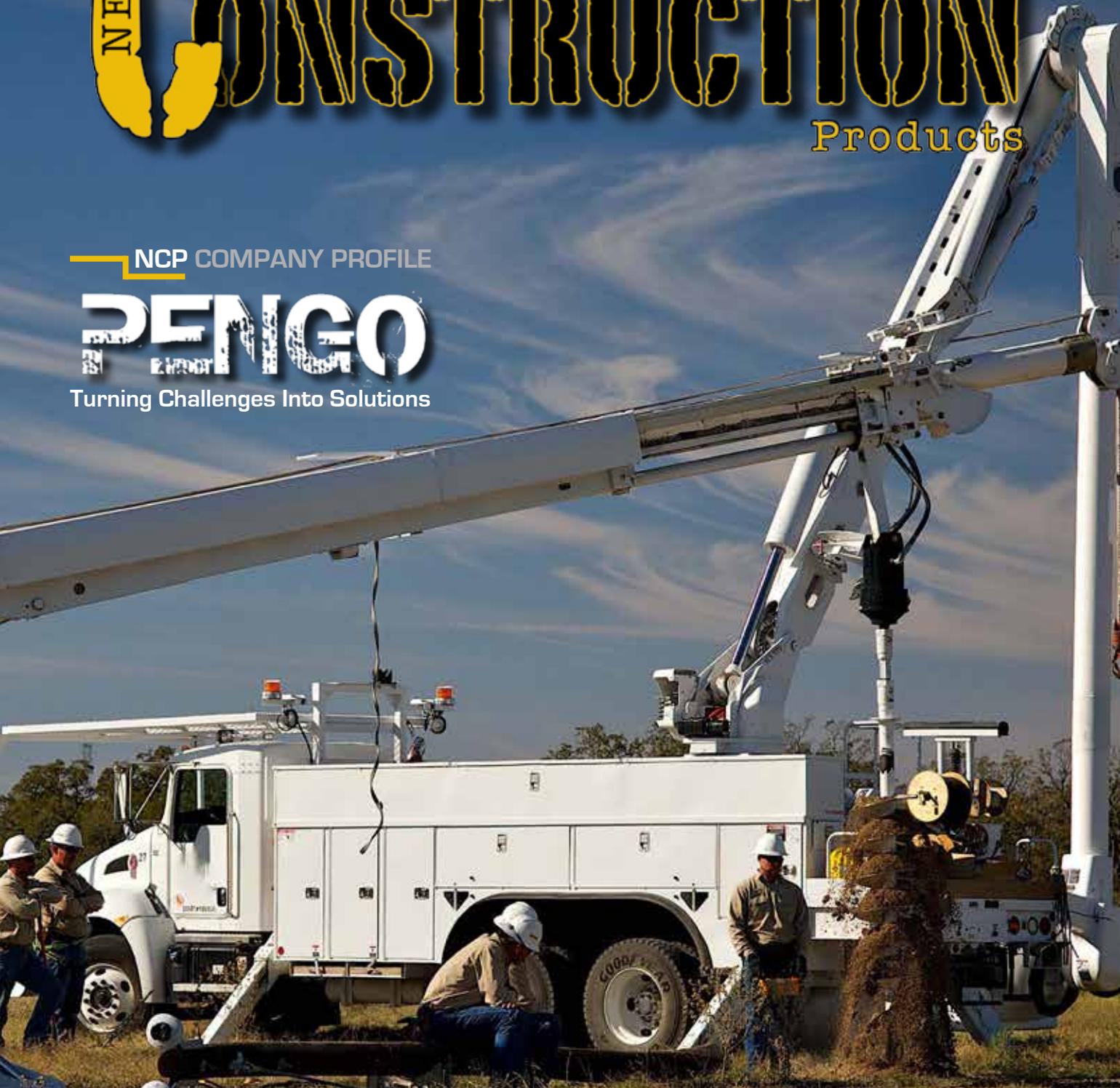
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TURNING CHALLENGES INTO SOLUTIONS!

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Gehl Welcomes K&H Tool Rental, LLC to the Gehl Dealer Network



Gehl, a leading manufacturer of compact equipment for agriculture and construction markets, is pleased to welcome K&H Tool Rental, LLC to the Gehl dealer network. K&H Tool Rental provides expert sales, service and parts support to Plainfield, Connecticut and the surrounding area for Gehl skid loaders, compact track loaders, compact excavators, articulated loaders, and telescopic handlers. “We are excited for K&H Tool Rental to join the Gehl dealer network; we are confident that the full lineup of Gehl compact equipment will be a strong asset to the construction and landscape needs in this market,” said Eric Burkhammer, Manitou Americas Vice President of Sales and Marketing. To learn more about K&H Tool Rental visit www.khconstructionllc.com.

Gehl is a leading manufacturer and distributor of skid loaders, track loaders, articulated loaders, compact excavators and telescopic handlers used worldwide in construction and agricultural applications. Founded in 1859, the company - now Manitou Americas - is headquartered in West Bend, Wis.

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Milwaukee Tool Partners with Sheet Metal & Air Conditioning Contractors’ National Association

Milwaukee Tool is pleased to announce a new premier partnership with the Sheet Metal & Air Conditioning Contractors’ National Association (SMACNA). SMACNA is an international trade association representing 1,834 union member firms in 103 chapters throughout the United States, Canada, Australia, and Brazil.

The SMACNA Premier Partner Program is limited to only a small number of industry partners, and offers the industry’s highest level of interactivity with SMACNA decision-makers. Through this program Milwaukee Tool is now part of an elite level of the SMACNA business, and will have the opportunity to work year-round with members in a collegial, peer-to-peer, solutions-oriented environment.

“We are extremely excited to have the opportunity to increase our partnership and support with an innovative organization like SMACNA, said Bill Hughes, Milwaukee Tool’s Sr. Vice President, Job Site Solutions and Service. “This partnership reflects a shared passion for the skilled trades, and will allow us to continue to ensure we provide the most innovative solutions for MRO and HVAC professionals for years to come. We look forward to collaborating with SMACNA to drive this vision and work toward a common goal.”

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Manitou Americas, Inc. Introduces XPRT Protection Plan



Manitou Americas, Inc. introduces XPRT™ Protection Plan an all-new extended protection program specifically designed for Gehl and Mustang branded equipment. «XPRT Protection Plan offers wider coverage options, longer coverage terms, and a better value for the end-customer than the previous Power Protection Plan», stated David Harrison, Director of After Sales, Manitou Americas, Inc. «XPRT Protection Plan will provide customers additional confidence in their investment by reducing maintenance costs and improving the overall resale value of their equipment ; both of which are key components of our global ‘Total Cost of Ownership’ strategy».

XPRT™ Protection Plan offers a great deal of flexibility with multiple customizable coverage levels up to 5 years or 6,000 hours, enabling the dealer and the end-customer to choose the plan that best fits their application, usage level, and financial budget. Visit gehl.com or mustangmfg.com for more information regarding the all-new XPRT™ Protection Plan.

www.mustangmfg.com

Takeuchi-US Hires Scott Mobley as Southwest Regional Business Manager

Takeuchi-US, a global innovation leader in compact equipment, has announced they have hired Scott Mobley to the position of southwest regional business manager. The announcement follows Hampton Wideman’s move to the western region after working in the southwest region for the past two years.



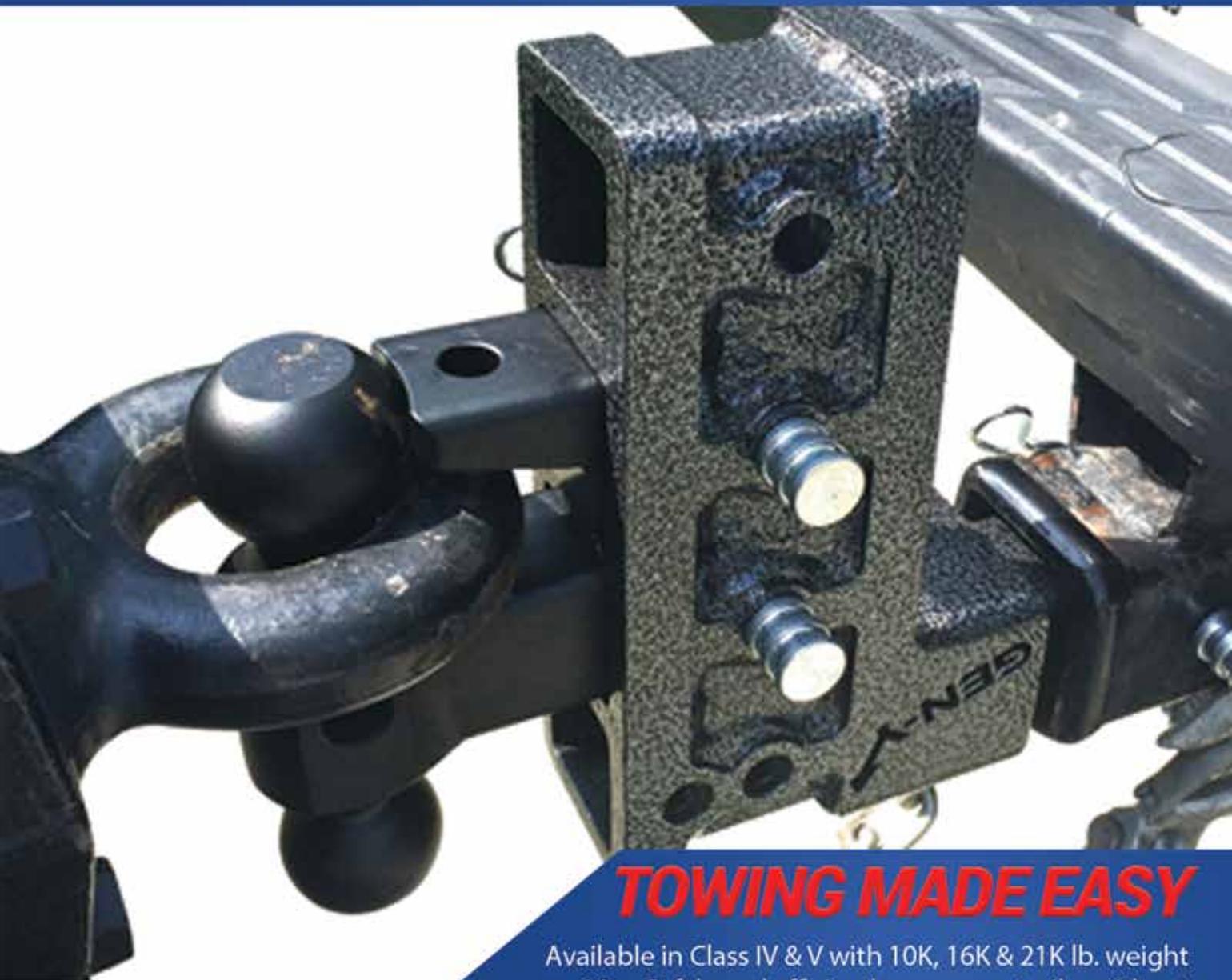
Effective immediately, Mobley is responsible in his territory to manage dealer relationships, develop new and existing markets, assist with inventories, and direct sales plans and program promotions.

Residing in Kansas City, Missouri, Mobley brings nearly 20 years of experience in the construction equipment and related businesses. Additionally, he has experience in both the rental and wholesale side of the equipment business.

“We are excited to have Scott on board and know that he will do a great job with his background in construction and rental—two of our biggest markets at Takeuchi,” said Kim Robinson, director of sales, Takeuchi-US. “Other than coming up to speed on our equipment, it should be a seamless transition for him. We have no doubt that he will continue the momentum in the southwest that Hampton started.”

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CONSTRUCTION AUGERS

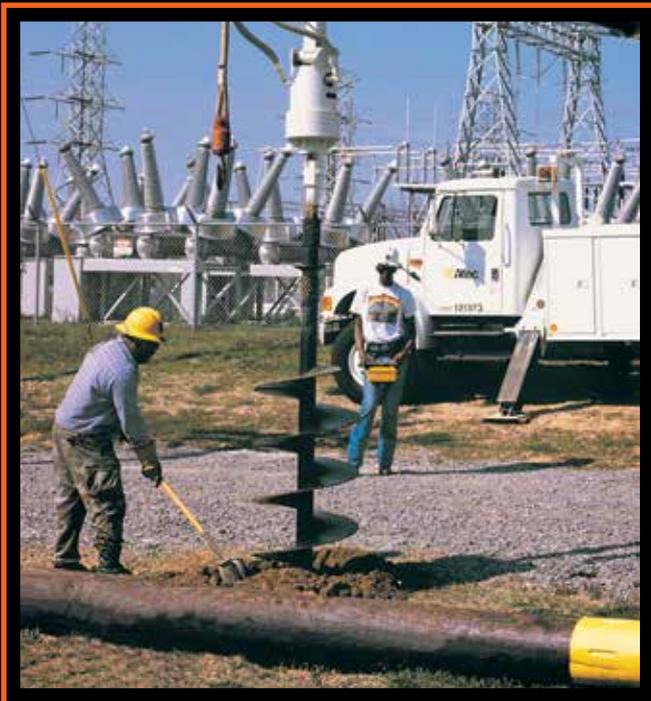


PENGO was established in 1950 near San Francisco, California to design and manufacture utility industry equipment to pull and tension high voltage transmissions lines. The company later developed augers to drill efficiently in conditions, which, at the time, were considered extremely difficult. Within a few years, Pengo held over 169 patents, most of which are still the basis for current drilling industry standards. The BoRH® auger line is the latest patented product that has been chosen by the leading dealers, distributors, and OEM (Original Equipment Manufacturers).

Today, PENGO is one of the largest manufacturers of augers and related wear parts in the world, serving the utility, construction, agriculture, foundation, and major worldwide OEM customers. Our products are available through a network of over 500 dealers and OEM’s. The product line has included forged, cast and fabricated attachment and foundation drilling tools and components. PENGO acquired CAM Manufacturing in May 2004. This added the conveyor screw product line and the ability to manufacturer heavy duty helical and sectional flighting.

With manufacturing and distribution points in Iowa and Minnesota, we have several locations to serve you.

MD UTILITY AUGERS



PENGO manufactures a wide variety of general construction augers for skid-steer, mini excavators, and backhoes. The grandfather of our Construction auger line is the AGGRESSOR® auger. This standard dirt auger continues to be the choice for contractors world-wide. In 2008 we added the patented Bolt On Rock Head or BoRH®. The BoRH® converts the AGGRESSOR® auger into a rock auger in a matter of minutes. PENGO construction augers are used in drilling conditions such as standard dirt, fracturable rock and non-fracturable rock. They are built with either single or double flight. Complementing the standard augers are replacement parts manufactured with hard facing, tungsten carbide or hard-faced tungsten carbide.

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WEAR PARTS



From tooth to hub, PENGO offers a wide range of replacement parts and accessories for your augers. With over 2,000 parts we are your one-stop shop. The quality of our products is world renowned. We hold patents on the TRIFLOW® and ROCK RIPPER® pilot bits and the Bolt On Rock Head. We have recently added to our list of innovative designs FAS-N-LOK® dirt or carbide teeth, which install without the need for RubRLok and the all new STRATA™ Conical Teeth which are designed with a drilling grade carbide for optimal rock drilling. The STRATA™ Conical tools are made in the USA.

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Along the duct bank route, Hydacker-Wheatlake is using an Efficiency Production Slide Rail System to install pre-cast personnel-access junction chambers.

Michigan Contractor Chooses Efficiency Slide Rail to Install Electrical Duct Bank Powering Isotope Research Facility at Michigan State University

By James McRay

Recently, Hydaker-Wheatlake headquartered in Reed City, Michigan, was low bidder on a project to install a hi-voltage duct bank line for Consumers Energy.

The duct bank consists of 10 foot lengths of 4 inch diameter HDPE electrical conduit encased in concrete. When finished, the duct bank will connect Michigan State University's power plant to a new electrical substation. The new utility will be part of the infrastructure supporting the Facility for Rare Isotope Beams (FRIB) that is currently under construction at MSU.

The conduit line is being installed at an average depth of 10 feet deep,

which requires a trench protection system. With many trench shoring options possible, Hydacker-Wheatlake's Project Manager, Jeff Wray, contacted the shoring professionals in Efficiency Production's Special Operations Shoring Division. Efficiency Production is one of the country's leading manufacturers of trench shielding and shoring equipment.

Efficiency Slide Rail offers cost saving solution over other shoring like sheeting

Efficiency's Shoring Specialist, Tim Hurst, was the first to talk to Wray. Said Hurst: "After seeing that Hydacker-Wheatlake were digging a long trench in very wet soil conditions, I

suggested our Slide Rail System in a Linear Multi-Bay™ configuration which would allow the contractor to use a set number of components, and then reuse them again and again; a big cost-savings advantage to the contractor," Hurst said.

"We discovered that by applying a release agent, the field crew could pour concrete right against the sides of the Slide Rail panels; no extra forms necessary," Wray said. "When the concrete is dry, we pull the panels and posts and then leapfrog the same components to the front of the trench." Wray also mentioned that the service he received from Efficiency Production

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Hydacker-Wheatlake is utilizing a Slide Rail System to shore a two-mile long electrical conduit duct bank that is part of the infrastructure supporting the Facility for Rare Isotope Beams (FRIB) at Michigan State University.

and Tim Hurst was exemplary.

Versatility sets Efficiency's Slide Rail System apart from other shoring system

Efficiency's Slide Rail is a component shoring system comprised of specialized steel posts and panels. The versatile system can go 32 feet deep in a variety of configurations, such as small four-sided pits; large unobstructed excavations as big as 60 x 60 feet or more with in a ClearSpan™ configuration; or in a Multi-Bay™ configuration to install tanks and other structures, or lengths of pipe over 40 feet.

Slide Rail panels are installed into rails on the posts—an outside slotted rail first, then an open-face rail on the inside—then the panels and posts are incrementally pushed down to grade as the excavation is dug; a process commonly referred to as a “dig and push” system.

Hydacker-Wheatlake rented the Slide Rail System direct from Efficiency Production's manufacturing headquarters, conveniently located 8 miles south of the MSU campus. All told, the contractor rented enough Slide Rail components for 500 linear feet of trench shoring.

Slide Rail flexibility aides in installing junction chambers

Along the duct bank route, Hydacker-Wheatlake is using Slide Rail to install pre-cast personnel-access junction chambers. They are utilizing the Slide Rail components in a 4-Sided Multi-Bay™ configuration. This configuration allows for a much larger obstruction-free space to set the chamber's footer, riser sections, and cap.

The duct bank is scheduled to be completely installed by July 2016, but the very wet ground conditions has been a challenge throughout the project. “Water is a big problem and is slowing us down, but I can't imagine how even

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The contractor is encasing 10 foot lengths of 4 inch diameter HDPE electrical conduit (banded in sets of nine pipe).

slower it would be with any other type of trench shoring,” Wray said. “Slide Rail is really making it possible for us to finish on time.”

The Hydaker-Wheatlake Company is the senior member of a three company corporate group, Utility Supply and Construction Company; working to provide safe, quality service to the utility industry. More information about the company can be found at: www.uscco.com.

Efficiency Production, “America’s Trench Box Builder™,” provides a wide selection of standard and custom trench shielding and shoring systems. Efficiency’s versatile products are designed specifically for safe and cost effective installation of utility systems and infrastructure improvements. All products are P.E. certified to meet OSHA standards.

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Demand for Creative Construction Strategies Paves Way for Modern Concrete Block Suppliers

Sophisticated color matching, stone casting and environmental awareness separates some firms from the pack

Construction professionals that design and manage large projects agree that a concrete product supplier that can quickly create and deliver high volumes of quality products is an absolute must. Yet the rush to finish a high school athletic complex on a tight deadline with atypical foundation specifications revealed that a firm also equipped to provide customized solutions to meet architectural and engineering challenges is priceless.

The Mercedes High School athletic stadium in Texas required an unusually tall 71-foot wall. As a result, special load-bearing concrete blocks would be needed for the foundation. Since the approval for project funding came late, architects, engineers and material makers had less than six months to complete the project before the first football game in September 2015.

However, construction could not begin until the 12-inch foundation blocks were created with a unique concrete masonry unit (CMU) mix and then tested for a compressive strength of 4,000 pounds per square inch (PSI). Standard concrete block products are 1,900 PSI on average so this project required a customized approach.

Bill Wilson, a 30-year veteran and president of D. Wilson Construction, the company selected to build the complex, knew

he would need a major concrete product supplier that could manufacture a large volume of material to meet strict deadlines. The selected firm also needed to have the capability of quickly developing and testing a custom-designed block that could support a tall wall and press box.

Innovative Block had set up shop in La Feria, Texas with a highly automated facility. Company leaders told Wilson that they had never made blocks of the size and compressive strength required for the project, yet they assured him their firm was ideally suited for the challenge. Why? The long-term game plan began with an investment in sophisticated equipment needed to mix and manufacture a variety of concrete products at high volume. They also had recruited an expert staff that embraced creative problem solving.

“Innovative Block brought a new, progressive set of people and modernized equipment to their projects. They changed the way the industry functions and I was convinced they were up to the challenge,” says Wilson.

Yet construction of the athletic complex could not begin until the specialty blocks had been pushed to extremes to test for compressive strength. Wilson says the key element was the



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corners of the blocks, because that's where the weight, or load, of the 71-foot wall would be concentrated.

"That block was the first we had to lay, so we had our concerns. It was a unique stadium project, higher than usual, with a press box on top," he recalls. Although the mix and compression tests for the blocks ultimately were successful, Wilson knew other challenges such as quality control would follow.

Through the years, Innovative Block perfected methods that guarantee consistent quality and size when manufacturing large volumes. For example, by running German-made machinery, under normal conditions it can produce twelve standard concrete blocks every 20 seconds. But that capacity can be cranked up to 50,000 blocks per day when needed. In the past, some firms could simultaneously produce only two standard blocks with dimensions of 8 x 8 x 16 inches. Also, the new company's process avoids variances: Block 12 will be exactly the same as Block 1 which makes the mason's job easier and faster.

Miguel Chanin, principle owner of Chanin Engineering, recalls that designing the components of the Mercedes project was challenging because the walls had to withstand the region's Tier1 rating. The heavy wind loads in the area compare with those in Florida's Dade County.

"In the end, it looks like a simple building, but it required some extra effort. We knew we'd need a higher strength in the concrete products. When we are looking for a different perspective on block or need a custom solution, Innovative Block provides the necessary expertise. For engineers, that's invaluable," he says.

According to both Chanin and Wilson, construction went smoothly and the stadium opened in time for the Mercedes Tigers to fulfill the Texas tradition of Friday Night Lights.

But when fans arrived for the big game, they also got a first look at all the other elements of the project—restrooms, a concessions building, gymnasium, weight room, and an eight-lane track that circles the artificial-turf field. These portions of the complex demanded other realms of expertise that went beyond the speed and efficiency required to create the load-bearing foundation blocks.

For example, the architectural plan for the 6,000-seat Mercedes stadium project required colored Holland pavers on the walkways that connected the various spaces. The pavers are far more aesthetic than concrete walkways, and they also can help reduce run-off and thus pollution, which affects many cities in this nation's southerly arid regions. Pavers can be permeable and help retain or detain the damaging "first blush" water run-off during torrential rains.

Unique demands accompany nearly every school, corporate or institutional project. Therefore, modern manufacturers of concrete blocks have broadened their services to meet expanding needs and tastes.

Color Matching, Cast Stone

While concrete blocks are a much needed commodity in the construction industry, these days architects and builders of residential and commercial projects are not satisfied with standard



products. Instead, they want customized solutions to upgrade the aesthetics of a design. They know that while gray concrete blocks can be painted, that process creates a maintenance headache that lasts for the life of the building.

To avoid the inconvenience and repeated expense, Innovative Block uses iron oxide Lanxess powdered pigments to maintain color integrity throughout the 60 types of blocks they offer. Custom colors are ideal for campus buildings that wish to display school colors, for example. The process also allows a perfect match of wall and paver colors to better express the vision of the architect and customer.

In fact, the ability to manufacture every element of a construction project avoids the sometimes futile attempt to mix and match products from different manufacturers. It is essential for projects that, for instance, accent a smooth-faced block with a split-face block or paver with a complimentary color. The palette must all fit together.

To accommodate designers that crave more artistry in their facades Innovative Block offers wet cast and cast stone products. The cast stone adds detail when framing windows on stately projects such as courthouses and other government buildings. The stone looks like sandstone but is very durable. These types of products are custom manufactured to the specs of each project thanks to the firm's on-site mold shop.

Asphalt Alternative

Innovative Block continues to seek new solutions that improve endurance and save money for municipalities. To that end, the firm has discovered that pavers are so durable they are a smart, cost-effective alternative to asphalt for firehouses and other sites with heavy-vehicle traffic.

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Isuzu Opens World-Class Center of Excellence in Northeast Pennsylvania



Grand Opening of State-of-the-Art Training, Distribution and Technical Assistance Facility

Isuzu Commercial Truck of America, Inc., distributor of America's best-selling low cab forward trucks, opened its first Center of Excellence today in northeast Pennsylvania.

The complex—the first of its kind for Isuzu—is comprised of a state-of-the-art, 100,000-square-foot parts distribution center and a world-class 30,000-square-foot training and technical assistance facility.

The Center of Excellence puts three major functions supporting dealerships and customers in the region under one roof:

Parts Distribution: Over \$8 million worth of parts are stocked in the facility, placing them close to a concentrated area of commercial vehicle dealers, reducing delivery time.

Training Center: Dealership service, parts, sales and customer satisfaction personnel from throughout the US will receive intensive, hands-on technical and lifecycle training at Isuzu Truck University.

Technical Assistance: The center will house local Field Service Engineers and a Technical Assistance Line team. By focusing on dealers in specific parts of the country, both teams can react to issues and trends in a faster, more personalized manner.

"This facility represents our continued focus on providing the best possible ownership experience for all Isuzu truck customers," said Shaun Skinner, president of Isuzu Commercial Truck of America.

"Our 'lifecycle' business model is built on the premise that customers will look only to Isuzu for their commercial truck needs so long as we provide them the highest quality product, the least amount of downtime, and a level of service that exceeds their expectations," Skinner said. "To do that requires a very large level of support. That's what this Center of Excellence—and more like it in the future—will provide."

The Center's location in Jenkins Township/Pittston was strategically chosen. The northeast region of the country is home to one of the highest concentration of U.S. Isuzu dealerships, Isuzu commercial trucks in operation, and the company's annual parts sales.

While this Center of Excellence is the first of its kind for Isuzu, it will not be the last. Plans are already underway to open a second facility in the United States.

"As impressive as it is, this center represents something much bigger," said Skinner. "It represents Isuzu's commitment to the U.S. market, and our pledge to do everything we can to support our dealer body and our customers' ownerships experience."

About Isuzu: Headquartered in Anaheim, California, Isuzu Commercial Truck of America, Inc. (ICTA), is the distributor of Isuzu commercial vehicles in the United States. Isuzu commercial trucks have been the best-selling low cab forward trucks in America every year since 1986. For more information, call (866) 441-9638.

www.isuzucv.com •

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Hougen Manufacturing, Inc Releases New Portable Magnetic Drill, the HMD917



Hougen Manufacturing, Inc (Swartz Creek, MI) has released a new model of portable magnetic drill, the HMD917. This new model offers a major performance and power improvement to the line of Hougen magnetic drills. The HMD917 has a great power to weight ratio by giving metal fabricators more strength and torque to drill large deep holes in steel.

The HMD917 has a number of new features and innovations not seen on previous models of Hougen drills. The newest innovation is the mag drill pilot light. The LED light is built into the base of the magnet and allows the operator to more efficiently and quickly line up the pilot with the holes center location in low light or no light conditions. Powering the drill is a proprietary high torque two speed Hougen motor. The new motor is the strongest most powerful motor put on any Hougen drill. The two speeds help maximize tool life and increases torque when using larger diameter cutters.

www.hougen.com

Little Beaver Introduces the Lone Star LST1 Heavy Duty Geotechnical Drill Rig

Little Beaver, a manufacturer of safe and productive drilling equipment, introduces the new Lone Star LST1 heavy-duty geotechnical drill rig. The LST1G+HD drills to 100 feet with an optional 4.25-inch hollow stem auger. The new model offers enhanced power and capabilities when compared to Little Beaver's smaller LST1G+ geotechnical drill. Little Beaver added a planetary reduction gearbox for more torque and a reduction mechanism for increased push/pull-back force over its standard geotechnical drill rig. It gives engineers and soil technicians an efficient, robust and dependable drill for standard penetration tests (SPT) and sampling soils for academic testing.

"Last year, a New Zealand university needed a quality drill with enough torque to reach depths of 100 feet for academic soil testing," said Joe Haynes, Lone Star Drills' president. "Power and durability were a must to take on this kind of challenge time and time again. We saw this as an opportunity not only to help one customer, but to open up opportunities for future customers in new applications."

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“Box levels are incredibly versatile tools, but because of their wide usage they’re often needed in low-light work environments. Users have had to resort to inefficient alternative lighting solutions, such as flashlights, or use current solutions on the market that fail to highlight the bubble meniscus,” said Lauren Weigel, Product Manager for Empire Level. “Empire’s UltraView™ levels are equipped with a patent-pending system that utilizes dual ultraviolet LED lights that surround each vial for maximum visibility and helps to illuminate the bubble meniscus - giving users the confidence that they are measuring correctly the first time, despite low light or dark conditions.”

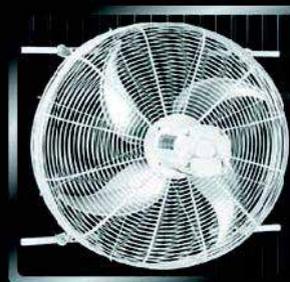
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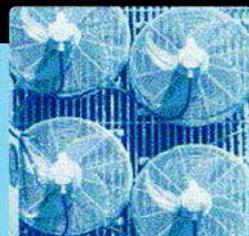
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