

November 2023

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Restoration of I-95**

**Guardians of the Grid:
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Sherman+Reilly® announces the appointment of David Ring as its new CEO and President



Effective Immediately, Mr. David Ring will assume the roles of CEO and President for Sherman+Reilly, previously held by Michael H. Dunn, who will continue as the company's Chairman and to whom Mr. Ring will report.

Following the re-acquisition of Sherman+Reilly in 2019 by Mr. Dunn and his business partner Douglas Diamond, the company has gone through a period of accelerated revenue and profit growth, operational refinement, and product line expansion. "We have an outstanding management team" stated Dunn. "The addition of Dave Ring as the new CEO of Sherman & Reilly will ensure that the Company continues to be a leader in the electric utility industry in the years ahead."

Mr. Ring joins Sherman+Reilly from Ligchine International Corporation where he served as CEO for the past 5 years. Prior assignments included leadership and board roles for a number of industrial enterprises.

Mr. Ring earned his MBA in International Business from Lehigh University.

With decades of experience building the safest and most reliable utility equipment on the market, Sherman+Reilly continues to steer the future of the market with innovative products. For more information on Sherman+Reilly, visit Sherman-Reilly.com.

Established in 1927, Sherman+Reilly remains a leading manufacturer of transmission and distribution equipment for North America's Electric Utility Industry. Through generations of dedicated professionals, and being driven by a commitment to lineman safety, the company continues to design and manufacture stringing equipment that sets the standard, including a complete range of overhead and underground pullers, tensioners, reel trailers, and reel stands. Our block line is backed by 80+ years' block manufacturing experience. For more information about our line of transmission and distribution equipment, including a complete range of overhead and underground pullers, tensioners, reel trailers, reel stands, and blocks, contact Sherman+Reilly at 423-756-5300 or visit www.Sherman-Reilly.com.

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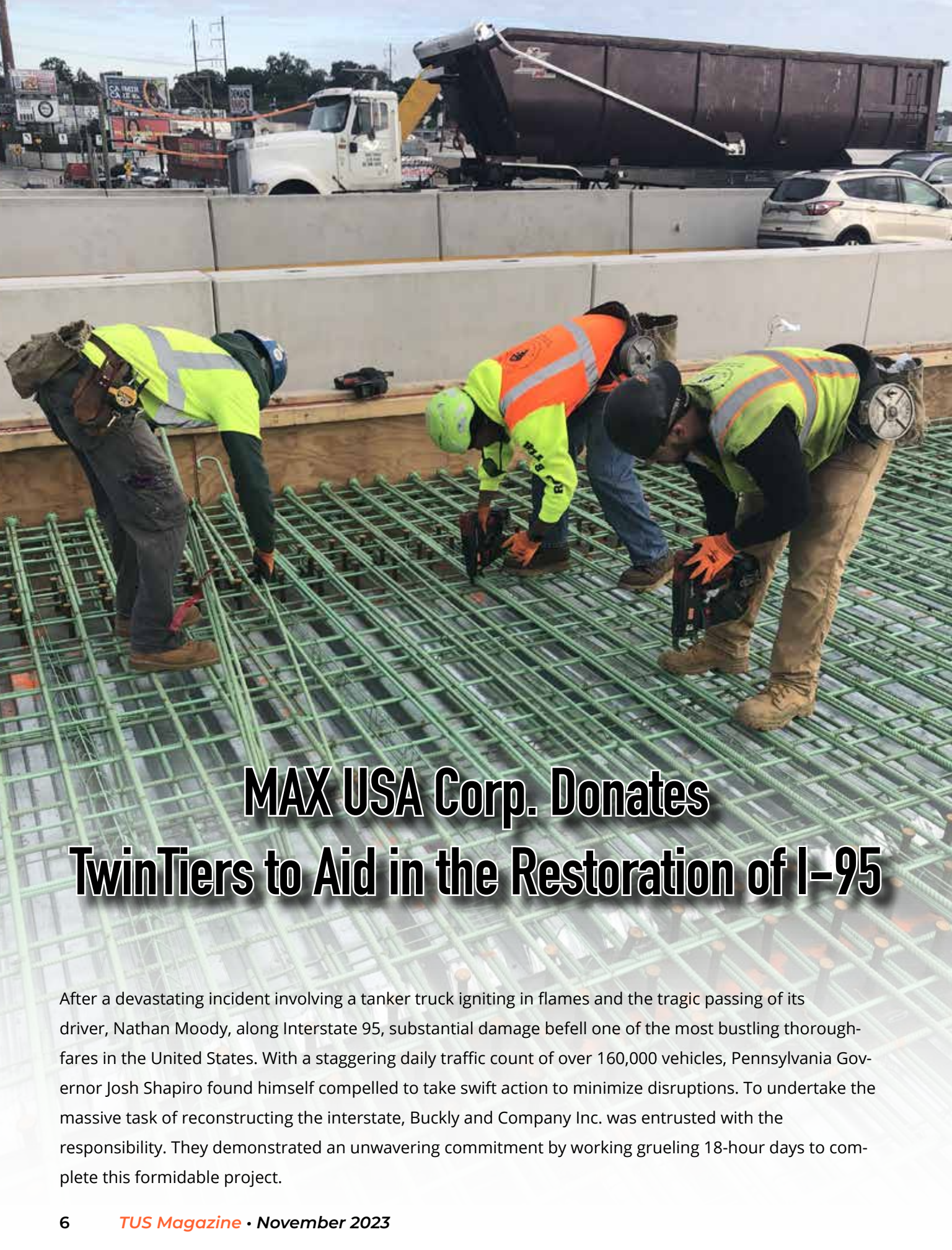


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MAX USA Corp. Donates TwinTiers to Aid in the Restoration of I-95

After a devastating incident involving a tanker truck igniting in flames and the tragic passing of its driver, Nathan Moody, along Interstate 95, substantial damage befell one of the most bustling thoroughfares in the United States. With a staggering daily traffic count of over 160,000 vehicles, Pennsylvania Governor Josh Shapiro found himself compelled to take swift action to minimize disruptions. To undertake the massive task of reconstructing the interstate, Buckley and Company Inc. was entrusted with the responsibility. They demonstrated an unwavering commitment by working grueling 18-hour days to complete this formidable project.

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MAX, renowned for its reputation in expediting projects while saving resources, extended their support. Recognizing the urgency of the situation, they generously donated and provided training for Buckly and Company Inc. on their state-of-the-art Rebar Tying Tools. The donation encompassed two RR441T units, one RB611T, and a case of TW1061T Wire, enabling Buckly and Company Inc. to expedite rebar tying and concrete pouring. In recognition of this invaluable contribution, Rob Buckley, the head of Buckley & Co., was personally acknowledged and thanked by Governor Josh Shapiro at an appreciation event hosted at Xfinity Live!

About MAX USA Corp.

MAX USA CORP., a subsidiary of Tokyo-based MAX Co., Ltd., is a worldwide leader in the manufacturing and distribution of professional grade power tools and accessories. For over 80 years MAX has utilized its expertise and ingenuity to manufacture and distribute the highest-quality tools that include pneumatic nail guns, staplers, compressors, the first battery operated and stand-up rebar tying tools, fasteners, and tie wire, including Buy America Certified. Headquartered in Plainview, NY, MAX USA is part of a vast network of MAX locations that employs more than 2,000 people worldwide, including 200 R&D engineers. For more information, please visits us at www.maxusacorp.com.

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Guardians of the Grid: AI-Backed Security Trailers Boost Protection for Utilities



Machine learning and advanced analytics enable mobile CCTV security systems to proactively thwart security threats while also driving operational efficiencies for Utilities and Telecoms

Last year, there was a 71% increase in physical attacks on critical U.S. infrastructure, according to a U.S. government report. For utilities and telecom providers, operational continuity is paramount. Yet, the alarming increase in the number of physical attacks that target these facilities – which could include theft or damage to expensive equipment – is putting uptime in jeopardy.

When it comes to protecting these facilities from an attack, a range of options from CCTV systems to 24-hour security guards are often deployed. However, CCTV security installations have typically focused on

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“inside the perimeter” protection and often lack the teeth needed to be a deterrent. That is changing with new mobile security trailers, loaded with advanced artificial intelligence (AI) monitoring capabilities which can greatly expand the scope of on-site security. Plus, these smart systems are also proving to add operational efficiencies.

On top of the surge in criminal activities targeting industrial operations is the nationwide shortage of law enforcement. This has the potential to increase response times and puts additional pressure on facilities to fortify their security practices.

“As a solution to this issue, the introduction of mobile security trailers presents a timely opportunity to proactively detect potential security threats before they escalate into more severe situations,” explains Cameron Simon, Senior Vice President of Industrials, Technology & Services for Stallion Infrastructure Services, a leader in mobile security, video surveillance and communications services.

Smart Security

Mobile security trailers, which have become common in retail parking lots in recent years, are now increasingly the go-to equipment for utilities and the telecom industry as well. Made up of a trailer armed with high-definition cameras attached to an extendable mast and powered by solar panels, these systems can be quickly deployed and set up in minutes. They can also be repositioned as threat profiles change.

Mobile security trailers are not new, but sophisticated data analytics is changing how these intelligent systems operate and is enabling a more efficient approach to securing a facility.

According to Simon, the current trend for utilities

is reminiscent of the retail industry’s surveillance practices. While it has been a customary practice to install numerous cameras inside stores, businesses are now equally keen on monitoring the activities of individuals in the parking lot perimeter or access points before they even enter the premises.

The latest AI-enabled technology provides an opportunity for utilities and telcos to have real-time, continuous monitoring of their projects, people, assets, and environment. This may include identifying whether or not someone is brandishing a weapon which is now possible with advanced AI systems. These systems can also alert on vehicles, people and motorcycles as well as spot smoke and fire – which are always a concern.

Uptime

For utilities and telcos, stopping a potential attack, theft or property damage is a real concern, yet it is the potential loss of uptime or business continuity that keeps operators pushing out more security trailers onto their properties.

“Recently, we deployed at a remote facility where some expensive assets were staged for an upcoming project. Someone came in attempting to steal some electronics,” explains Simon “It was a couple of hundred-thousand-dollars-worth of equipment that we prevented from being stolen.

Stallion’s advanced analytics detected the intruder before he entered the property, then the virtual-guard monitoring team took over, coordinating with the on-site customer team to proactively apprehend the thief, preventing the crime and potential losses.

“When you look at the utility space specifically, the real value is not just stopping someone from steal-

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ing some expensive equipment, it is much more about keeping the power on or the tower in operation,” explains Simon.

Deterrence

The way in which security monitoring trailers are rolled out is in stark contrast to that of traditional CCTV which was built and designed to be fixed installations that often blended into the surroundings.

Simon emphasizes the significance of deterrence as the primary defense against potential security threats. Traditional CCTV cameras often act as passive observers, but with the introduction of mobile security trailers, the situation is different.

These trailers are highly visible, sending a clear

message that they are actively monitoring the area. The aim is to make people aware of their presence, ensuring that potential wrongdoers are discouraged from carrying out any illicit activities.

Popular deterrent features include motion-activated strobe lights and talk-down speakers that can announce that police or security has been alerted to someone’s presence.

“At the same time those on-trailer features take action, an alert gets sent to a central monitoring center where trained professionals take over for AI,” says Simon. “They can then quickly review the incident and determine actionable next steps in real-time.”

Those next steps are typically customized for each



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facility and may include contacting security guards, local police, or customer representatives.

Operations

Beyond just security, the AI systems on the advanced monitoring trailers can also provide operational efficiencies. For example, it could be as simple as alleviating congestion from multiple deliveries that occur at the same time. It can also be heatmap-

ping of activities to make changes to operational workflows.

“There are some job sites that simply need an extra set of eyes out there looking out for environmental exposures or a failure on a piece of equipment,” adds Simon. “These advanced systems are not limited to just anti-theft or anti-vandalism. They are truly a second set of eyes and ears out there.”



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In addition, mobile monitoring trailers offer another notable advantage: the ability to swiftly exchange them in case of maintenance issues. For example, Stallion has strategically positioned nationwide operational facilities and can quickly provide replacement trailers with high-end commercial-grade cameras and software infrastructure, if needed. To ensure maximum uptime, the company also conducts a daily virtual “pulse check” on each system within its extensive fleet across the country to guarantee uninterrupted operation.

“Is the unit charging adequately? Are the batteries working optimally? Are the cameras and the system working and free of visual obstructions?” asks Simon. “If your systems aren’t working properly, that’s a potential failure point we intend to proactively manage and prevent.”

Another common failure point is connectivity. Trailers should be



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able to connect with more than just a single cellular service. Simon suggests finding a supplier that can use multiple carriers as well as low-earth orbiting satellites and point-to-point connections for redundancies. This also allows users to log in from anywhere and check in on the facility through a secured portal.

According to Simon, there is a consistent demand for security equipment, both during times of prosperity and adversity. During busy times, companies seek to acquire surveillance systems to manage multiple projects and alleviate the burden on their staff.

However, during tough times, incidents of theft and equipment loss tend to increase, making security measures all the more essential. Hence, the issue of security is a persistent concern that cannot be overlooked, regardless of market conditions.

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