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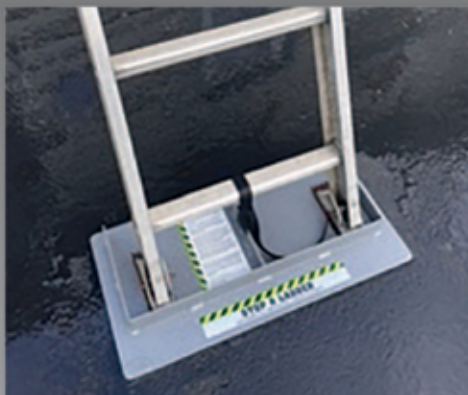
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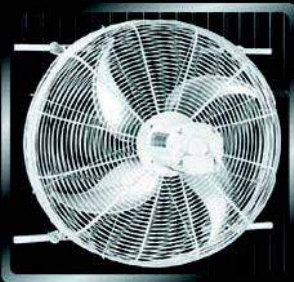
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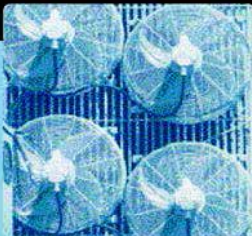
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Advanced handheld metal scanning tools from Zircon detect rebar and other metal deep within concrete to increase worker safety and reduce costs on replacement bits and blades

Concrete is used virtually everywhere in residential, commercial, and industrial construction. Rebar reinforcement is used to add structural integrity to concrete to keep it from breaking due to fluctuations in tension, compression, temperature, earthquakes, and other stresses.

After a concrete structure has been built, it may be necessary to drill or saw into it to incorporate changes. The trouble is that some applications require a significant amount of rebar, which can be set in grid patterns, rows, columns, or even randomly. This creates a situation where it seems impossible to find an appropriate location to drill or cut without hitting metal. Guessing may result in unnecessary holes, equipment damage, and even safety concerns.

To mitigate these risks, construction workers require trustworthy metal scanning tools.

The Risks of Drilling into Rebar

A construction site is not a place to take safety risks, but safety is what you risk when you indiscriminately cut or drill into a maze of rebar. When blades or bits hit metal, they can shatter into flying fragments or grab and bind in the material, causing kickback that can result in severe hand and wrist

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injuries, if not worse. Worker injuries of this nature can lead to project delays and costly worker's comp claims.

Damaged concrete, drill bits, or saw blades additionally lead to downtime and unnecessary replacement costs.

It is crucial to identify where rebar is located before drilling or cutting into a concrete structure. One technique is ground penetrating radar (GPR), which can locate metallic and non-metallic objects by sending a small electromagnetic pulse into the concrete and analyzing the echoes that result from subsurface objects.

Although GPR is quite effective at locating rebar deep within a concrete structure, the equipment requires extensive training and can be very expensive.

Fortunately, handheld metal detectors have been around for decades and are very easy to use at a lower cost and with fewer headaches than GPR. Zircon, a leading manufacturer of sensor technologies, offers several models that can detect rebar in concrete at different depths, so the end user can select the best device to fit their needs.

In 1980, Zircon introduced the StudSensor™ stud finder and has continued to innovate in the category for more than 40 years. The Silicon Valley-based, wholly owned subsidiary of ZRCN Inc. produces more than just stud finders. They design and manufacture an extended range of sensor technologies in electronic hand tools including wall scanners, metal detectors, circuit breaker finders, drill guides, water detectors, and leveling tools.

Zircon addresses the issues of locating rebar in concrete through innovative handheld scanning devices such as the MetalliScanner® MT 7 and the

MetalliScanner® MT X metal locators.

The MetalliScanner MT 7 metal detector can be used to locate rebar, pipes, and other metal before sawing or drilling. The scanner can locate metal, including half-inch rebar, up to six inches deep. It offers users two scanning modes – Standard and DeepScan® modes – with position accuracy to within $\pm$ half-inch for #4 rebar, which is often used as a strengthening material in slabs, piers, columns, and walls.

The MetalliScanner MT X metal detector is designed to address the difficult task of locating the spaces between rebar in tight grid patterns. In DeepScan mode, the MT X can locate rebar or metal pipes up to four inches deep.

Put to the Test in the Devil's Slide Tunnel Project

A Zircon metal scanner was put to the test during the construction of northbound and southbound tunnels for a project along California's highly trafficked Highway 1, which runs along the cliffs on the Pacific Coast. The area is known as Devil's Slide, due to mudslides from the steep terrain above the highway that often close sections of the road for months at a time. The two tunnels are each approximately 4,200 feet long and are connected by ten mechanical rooms.

In one of the first phases of the project, the construction crew was tasked with installing a ventilation system in one of the mechanical rooms. However, due to the extensive amount of rebar, the company's MetalliScanner® MT 6 metal detector, the precursor to its new MT 7, was indicating metal "everywhere." The reason there was so much more rebar was its location in earthquake country. One observer described the Devil's Slide Tunnel as, "less like concrete with steel reinforcement and more like a steel wall with concrete filler."

Protection That Works Wherever You Do

- Reliable gas detection built for real-world job sites
- Simple to use - minimal training required
- Rugged, field-ready design for demanding environments
- Protection crews can trust - wherever the work takes you



Given the challenge, the crew contacted a Zircon representative, who physically visited the jobsite to help troubleshoot the problem. He suggested that instead of focusing the MT 6 on finding metal, the crew should instead focus on the weakest signals to find the gaps in the rebar.

The team proceeded to use the Zircon MT 6 to scan in this manner in the remaining nine mechanical rooms and were successful in drilling to install the ventilation without hitting rebar 99% of the time - a vast improvement.

The next phase of the project involved installing Jet Fans, which required the crew to drill into concrete while suspended high in a bucket. The MT 6 allowed for quick scans to determine the ideal locations for the 4 ½ in. concrete fasteners.

Because the scanner is lightweight, the crew was

able to perform multiple overhead scans quickly. At the project's completion, the crew advised Zircon that it would be beneficial to add a wrist strap to future metallic scanners to facilitate overhead scanning. This feature has been incorporated in the company's current model, the MT 7, along with a pivot handle attachment and optional extension pole.

It is crucial to understand where rebar is located before attempting to cut or drill. Handheld rebar detection tools are the easiest and most cost-effective way to avoid the maze of rebar in an existing structure before a drill or saw ever touches the concrete.

For more information about Zircon and its wide range of products, call them at (408) 963-4550, e-mail: info@zircon.com, or visit the company's website at www.zircon.com •



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Built on Family, Focused on Safety:



How Working Concepts Continues Supporting the Utility Industry

In today's utility industry, crews face demanding environments every single day. From climbing in and out of service trucks to working around energized equipment, kneeling on unforgiving surfaces, and navigating uneven terrain, safety and ergonomics are no longer optional—they are essential. Companies across the utility and industrial sectors are searching for products that improve efficiency, reduce injury risk, and hold up under real-world jobsite conditions.

That mission is exactly what drives Working Concepts Inc.

Working Concepts is more than a manufacturer of industrial safety products. It is a family-owned company built on hard work, innovation, and a deep understanding of the environments utility professionals face every day. Since 1997, the company has steadily grown from a small family operation into a recognized supplier of specialized safety and ergonomic products used throughout utility, manufacturing, aviation, construction, and industrial maintenance sectors across the country.

Today, the company continues evolving while maintaining the same core values it started with nearly three decades ago.

A Family-Owned Company with Deep Roots

Working Concepts was founded in 1997 by a father-and-daughter team, Richard Crampton, and Lori Crampton(Gill), determined to create practical solutions for industrial workers. What started as a small operation has steadily gained traction because the products addressed real problems faced by field crews and industrial professionals.

The company was built on a simple philosophy: create products that make physically demanding jobs safer, more comfortable, and more efficient. Their mission has always been clear "Work Shouldn't Hurt®".

Over the years, that commitment helped Working Concepts develop relationships with utility companies, contractors, distributors, and industrial supply partners nationwide. Rather than chasing trends, the company focused on solving everyday challenges workers encounter on jobsites.

Today, Working Concepts is operated by Lori Gill, Theresa McMahan, and several other family members such as children and cousins, continuing the legacy established when the business first opened its doors. While the company has grown substantially since its early days, it still operates with the responsiveness, accountability, and customer focus that often distinguishes family-owned businesses from larger corporations.



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That family-business mindset continues to shape the company culture today. Customers are treated like long-term partners rather than purchase orders. Product development is driven by direct feedback from end-users at safety conferences across the country. Working Concepts is affiliated with multiple safety organizations such as National Safety Council(NSC), Voluntary Protection Programs Participants' Association(VPPPA), AIHA, ASSP, and more, exhibiting and learning from the workers at about 30 safety conferences a year.

As the company continues to grow, Working Concepts is also pursuing Women's Business Enterprise (WBE) certification, further reflecting the leadership and ownership structure that has helped define the company's success.

Investing in Growth and American Operations

One major milestone in the company's journey came in 2019 when Working Concepts completed construction of its own 25,000 square foot facility.

For many manufacturers, owning and operating a dedicated facility represents more than just additional square footage—it symbolizes stability, long-term investment, and commitment to customers.

The warehouse expansion allowed Working Concepts to increase inventory capacity, improve logistics, streamline production processes, and better support growing demand from utility and industrial customers across the country.

In industries like utilities and manufacturing, reliable supply matters. Customers depend on products arriving on time and performing consistently. By investing in infrastructure and operational capabilities, Working Concepts strengthened its ability to serve critical industries where downtime can be costly.

The facility also supports the company's continued focus on product development and specialized industrial solutions.

Understanding the Utility Industry

Utility work is physically demanding and often unpredictable. Crews routinely work in extreme weather conditions, on rough terrain, and in environments where safety requirements are uncompromising.

Whether servicing substations, maintaining power infrastructure, installing communications equipment, or performing emergency repairs, utility professionals need equipment and accessories that enhance safety without slowing productivity.

Working Concepts recognized early on that many everyday ergonomic and safety challenges were being

overlooked. They are committed to solving safety issues that others won't or can't do. So, much that they will design and produce custom parts for your specific needs, from bucket mats for PGE to roll cart cushions for Lam Research in Korea.

Simple issues—like unstable ladders, hard kneeling surfaces, or repetitive stress on knees and joints—can contribute to injuries, fatigue, and lost productivity over time.

Instead of creating generic industrial products, Working Concepts focused on designing practical, field-tested solutions specifically suited for demanding work environments. Working Concepts listens to the attendees at the safety conferences and makes adjustments to fit their needs. Such as... their first kneeling mat line did not have hand holes for carrying the mats. Attendees at the shows reported back that a handle would better. So, Working Concepts revised their mats to accommodate.

That philosophy helped several products become widely recognized throughout the utility sector, particularly the company's Stop-A-Ladder®, Pac-A-Ladder®, and ergonomic kneeling mat line, Ergokneel Handy Mat, Body Mat, and Pocket Kneeler.

Stop-A-Ladder®: A Simple Idea That Solves a Serious Problem

Ladder safety remains one of the most important concerns across utility and industrial jobsites. Even experienced professionals can encounter unstable conditions when setting up ladders on slippery surfaces, concrete floors, or smooth industrial flooring.

Falls involving ladders continue to contribute to workplace injuries every year across multiple industries.

Working Concepts developed the Stop-A-Ladder® system to address that issue with a straightforward but highly effective design.

The product helps stabilize ladders and reduce the risk of ladder slippage, helping crews create a safer work environment while improving confidence and stability on the job.

What makes the Stop-A-Ladder® especially valuable is its practicality. Utility crews need solutions that are easy to deploy, durable enough for field conditions, and compact enough to transport efficiently between jobsites.

The product's slit cell foam grips slick surfaces, keeping ladders more secure during use. Slit cells perform similar to tiny suction cups. The unit also has a strap so it can be attached to the bottom rung of the ladder for easy mobility.

Over time, the Stop-A-Ladder® has gained widespread adoption throughout utility and industrial applications because it addresses a universal challenge with a simple, dependable solution.

Pak-A-Ladder®: Protection for your shoulder while carrying heavy step ladders

In utility operations, mobility matters. Crews are constantly moving between service calls, maintenance locations, and field environments. Equipment that is bulky, complicated, or difficult to transport often gets left behind.

That is one reason Pak-A-Ladder® is a great solution for utility professionals.

Designed with portability and convenience in mind, the Pak-A-Ladder® provides cushioning for pain-free movement of step ladders. Utility workers appreciate products that integrate easily into their daily workflow without adding unnecessary complexity.

Pak-A-Ladder® reflects Working Concepts' broader approach to product development: create tools that solve real-world problems while remaining practical for everyday use.

Rather than overengineering solutions, the company focuses on usability, durability, and effectiveness.

That practical mindset has helped Working Concepts build credibility among workers who depend on equipment performing reliably in demanding environments.

Ergonomic Safety Matters More Than Ever

Beyond ladder safety, ergonomics has become a major focus across industrial and utility sectors.

Repeated kneeling on concrete, gravel, steel grating, and rough terrain can place tremendous stress on workers' knees, joints, and lower backs over time. For utility crews who spend hours performing maintenance, inspections, installations, and repairs, physical strain accumulates quickly.

Companies increasingly recognize that reducing worker fatigue and discomfort is not simply about convenience—it directly affects safety, productivity, morale, and long-term health outcomes, not to mention a company's bottom line. Accidents are costly, and so are repetitive stress injuries.

Working Concepts responded to that need by developing a line of ergonomic kneeling products designed specifically for industrial environments.

Unlike lightweight consumer kneeling pads that wear out quickly, the company's industrial mats are engi-

neered for demanding professional use.

Ergokneel® Handy Mats: Built for Real Industrial Environments

The company's most recognized ergonomic product is the Ergokneel® Handy Mat line.

These kneeling mats are widely used throughout utilities, manufacturing plants, aviation facilities, maintenance departments, and industrial service operations because they combine comfort, durability, and practical field performance.

Manufactured using industrial-grade foam materials, the mats are designed to provide cushioning and support while standing up to harsh work environments.

For utility crews, that means protection from hard surfaces, rough terrain, and extended kneeling tasks common during installations and repairs.

For manufacturing facilities and industrial plants, the mats help improve worker comfort in maintenance areas, assembly stations, inspection points, and production environments.

The mats are also commonly used in aerospace and aviation maintenance operations, including work performed around major manufacturers such as Boeing, where technicians frequently spend long periods kneeling during inspections and assembly procedures. You will also find the Ergokneel® Aircraft Mats at many Airforce bases across the US.

In these environments, ergonomic support can significantly improve worker comfort and reduce fatigue throughout long shifts.

Designed for Performance and Durability

What separates Working Concepts kneeling mats from many consumer-grade alternatives is their focus on industrial durability.

The company's mats are designed to resist moisture absorption, withstand demanding environments, and maintain performance over time. These products feature closed-cell foam construction that helps prevent liquids from penetrating the material, making cleanup and maintenance easier in industrial settings.

This is particularly important in utility and manufacturing environments where exposure to water, oils, chemicals, or dirty surfaces is common.

The Ergokneel® Mat line and Extreme Standing® Mats also feature anti-microbial properties and dielectric ratings suited for utility and industrial applications where

electrical safety considerations are important.

Durability matters in industrial purchasing decisions. Utility companies and manufacturers need products that survive heavy use without constant replacement. Working Concepts products are designed with that reality in mind.

Supporting Worker Comfort and Productivity

Ergonomics is no longer viewed as a luxury in industrial workplaces.

Companies increasingly understand that worker comfort directly influences productivity, efficiency, and injury prevention.

A worker who can kneel comfortably for extended periods is often able to work more efficiently and safely than someone dealing with constant discomfort or fatigue. This is why Working Concepts was formed.

That understanding has driven broader adoption of ergonomic products across utility and manufacturing sectors, especially as employers continue emphasizing safety culture and injury reduction initiatives.

Working Concepts products fit naturally into those goals because they provide practical improvements without requiring major operational changes or extensive training.

Simple products that workers actually use often create the greatest long-term impact.

Innovation Through Real-World Feedback

One reason Working Concepts products continue gaining traction is the company's close connection to end users.

Product improvements and new ideas often emerge directly from customer feedback, field experience, and requests. Utility crews, maintenance professionals, and industrial workers frequently provide insights into how products perform in real environments and where improvements can be made. Their participation in an average of 30 safety events a year (even as high as 60), provides opportunity for feedback which leads to product development and improvement.

That collaborative approach allows Working Concepts to refine products based on actual jobsite needs rather than theoretical assumptions.

It also reflects the flexibility often associated with family-owned businesses. Unlike large corporations with

rigid product cycles, smaller manufacturers can adapt more quickly and respond directly to customer input.

That responsiveness has helped Working Concepts maintain long-term relationships throughout the utility and industrial sectors.

Looking Ahead

Companies across utilities, manufacturing, aviation, telecommunications, and maintenance operations continue searching for ways to improve workplace safety while supporting workforce productivity and retention.

Working Concepts is well-positioned to continue serving those industries because its products address fundamental workplace challenges that remain highly relevant today.

The company's continued investment in operations, pursuit of WBE certification, and commitment to practical innovation demonstrate a long-term focus on growth while staying grounded in the values that built the business in the first place.

From ladder stabilization products to industrial kneeling mats, Working Concepts continues helping crews work safer and more comfortably in demanding environments every day.

Continuing a Legacy of Practical Innovation

Nearly three decades after its founding, Working Concepts remains committed to the same mission that started the company in 1997: designing practical products that improve safety and comfort for hardworking professionals. Work Shouldn't Hurt! ®

That mission continues guiding the company today as Lori and her team build on the foundation established years ago by a father-and-daughter partnership with a vision for better industrial safety solutions.

In many ways, the company's story reflects the broader spirit of American manufacturing and entrepreneurship—identifying a need, creating a practical solution, and steadily building trust through consistency and quality.

For utility crews, industrial workers, and maintenance professionals nationwide, those solutions continue making a difference every day on the job.

And for Working Concepts, the next chapter is still being written and its management team looks ahead with confidence and determination.

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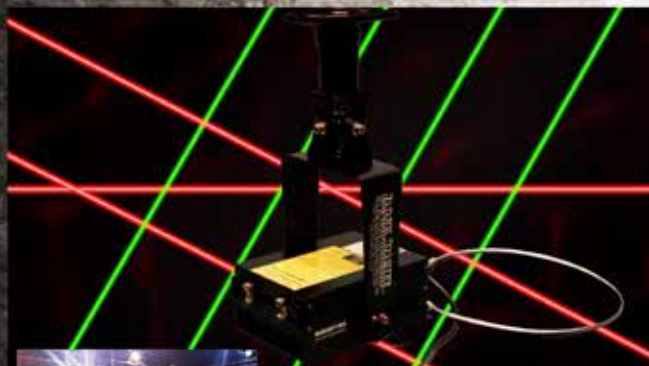
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