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A welder wearing a black shirt, tan Carhartt pants, and a welding mask is working on a large metal structure. Sparks are visible from the welding process. The welder is wearing black gloves and has a tattoo on their left forearm. The background shows industrial equipment and a blue structure.

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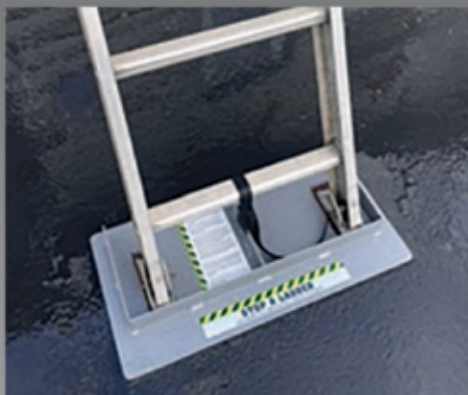
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EUFMC 2026 Sets Fleet Registration Record

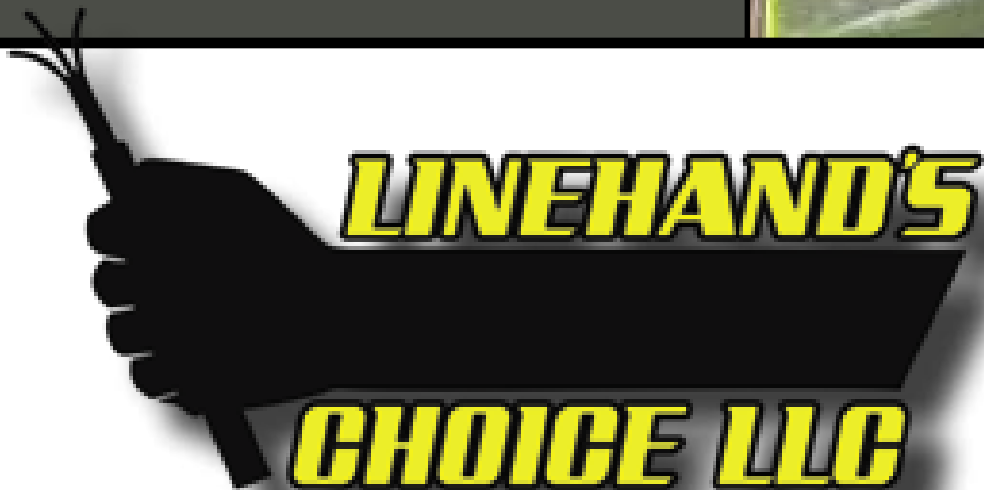
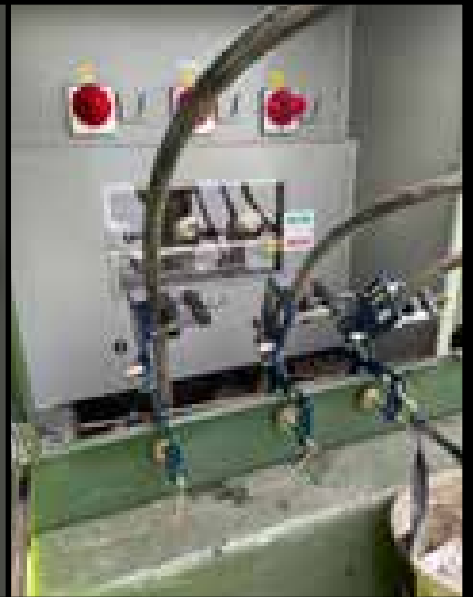
EUFMC 2026, held from May 31st to June 3rd in Williamsburg, Virginia, set a new record for fleet representative registrations. Attendees included professionals from 97 investor-owned utilities, 33 utility contractors, 21 utility cooperatives, 9 municipal operations, and 15 other fleets that operate, manage and maintain utility equipment.

Registrations for the 73rd annual conference included:

- 65 new fleet representatives and 11 new companies
- 336 supplier representatives from about 100 companies that offer vehicles, equipment, products, and services for utility fleet operations
- 94 spouses, 5 retirees and special guests, and 3 members of the industry media

"EUFMC remains the industry's most valuable educational, equipment and networking event for utility fleets," said EUFMC President Greg Loew, Avista Utilities. "Record fleet registrations reflect the ongoing

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success of the conference, driven in large part by the support of our sponsors. In 2026, that tradition continued, and we look forward to welcoming fleet professionals and suppliers to the 74th annual EU-FMC in Williamsburg next year.”

EU-FMC HIGHLIGHTS

EU-FMC’s fourth annual Women in Utility Fleet gathering was held for nearly 60 women fleet professionals and women representatives from manufacturers and suppliers of services for utility fleets registered for the 2026 conference.

From the Grid to the Garage: How Industry Disruption Is Reshaping Utility Fleets

Peter Waldrab, Vice President Safety and Technical Training at LG&E and KU, led off the conference General Session. As Keynote Speaker, he discussed how explosive load growth, more volatile and destructive weather, heightened customer affordability concerns, and a rapidly shifting regulatory landscape are transforming how utilities equip the people who build, maintain, and restore the grid.

Philip’s Legacy...what legacy are you leaving?— the Dangers of Distracted, Impaired & Unsafe Driving

Mike Lutzenkirchen, Executive Director of the Lutzie 43 Foundation, addressed EU-FMC 2026 as the Safety Speaker during the conference educational program. During the presentation, he detailed the Lutzie 43 Foundation’s 43 Key Seconds to Educate and Reinforce Safe Driving Behaviors. Companies can take advantage of the customizable program to help make sure employees arrive to work each day and return home again safely.

Becoming an Idea Factory: How to Turn Yourself (and Your Organization) Into an Innovation Machine

Kyle Scheele—known as the patron saint of crazy ideas—shared his approach to success as the EU-FMC 2026 Dinner Speaker. Through authentic humor, he provided advice about how to harness your capacity for innovation and tips on how to get more and better ideas out of yourself and your team. Scheele’s presentation was sponsored by International, Leadership Sponsor.

Driving Safety, Sustainability & Technical Expertise, the conference educational program, featured presentations by 27 fleet executives, manufacturers, and industry experts, and Roundtables where fleet representatives and suppliers find solutions to mutual challenges.

Topics on the 2026 General Session agenda included:

- Driving Efficiency and Innovation: Leveraging Tools, Resources, and AI for Smarter Processes
- ANSI Update: The latest standards and why staying informed is critical to safety
- Future Proofing the Fleet Garage: Emerging Technologies & Best Practices in Workplace Safety
- Through the Camera Lens: The Future of Fleet Safety
- Workforce Planning in Motion: Navigating Staffing Challenges in Fleet Operations
- Worksite Risk Mitigation & Hazard Awareness: Smarter Job Hazard Reviews with AI Support
- State of the Industry: Trends Driving Changes in OEM Product Lineups
- Driving Spec Modernization Through Fleet–Manufacturer Collaboration
- Strategic Fleet Procurement: Tackling Rising Costs and Future Planning

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The EUFMC Equipment Show featured 96 exhibitors and the conference Drive-Thru Demonstration included 45 presentations showcasing 86 vehicles and pieces of equipment for utility fleet operations.

Special Activities included the annual EUFMC Golf Tournament, Colonial Williamsburg tours, a Sunrise Guided Run/Walk, a spouse reception, a golf clinic, a yoga class, and a Spa and Service Break.

EUFMC will be held June 6-9, 2027, at the Williamsburg Lodge and Conference Center.

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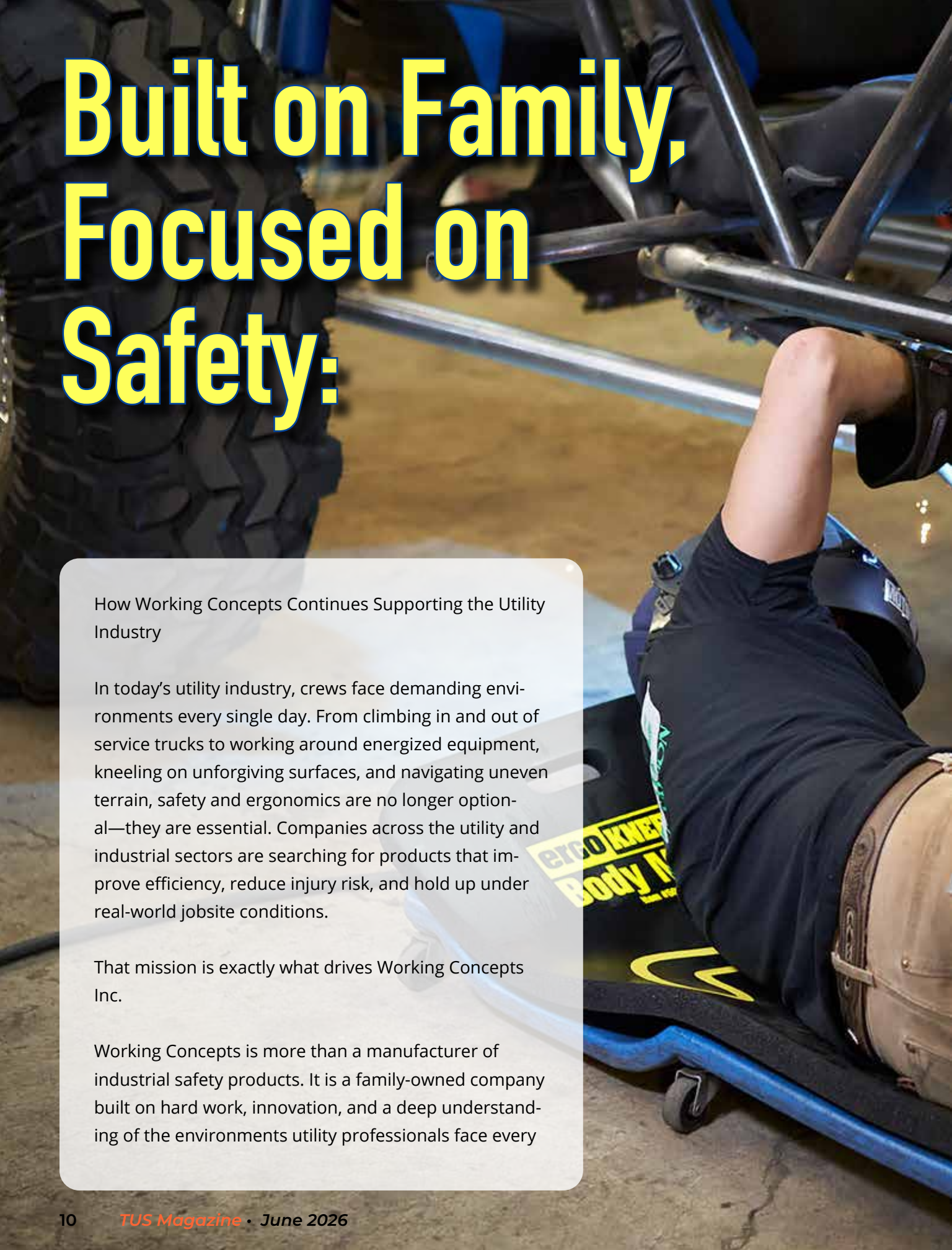
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Built on Family, Focused on Safety:



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.

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

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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 be 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

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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 have 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 Con-

cepts 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 engineered 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



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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

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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.



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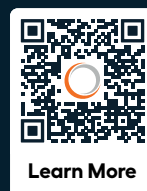
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The company's continued investment in operations, pursuit of WBE certification, and commitment to practical innovation demonstrate a long-term focus on growth while staying grounded in the values that built the business in the first place. From ladder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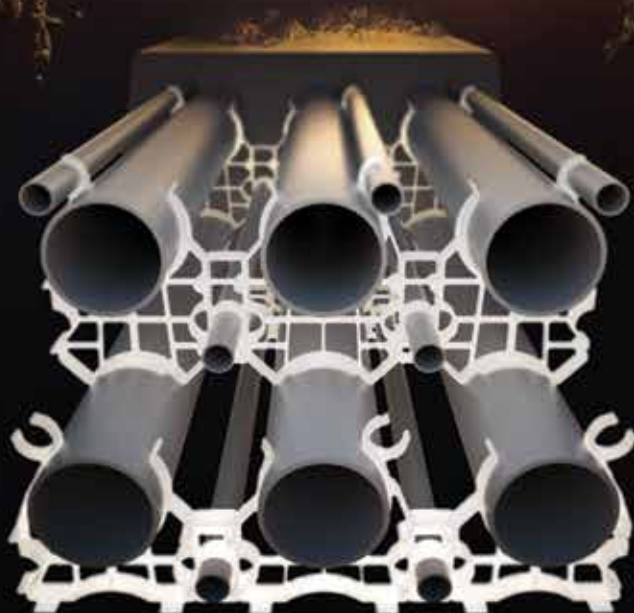


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