

Sensus USA Inc Overview

Sensus Metering Systems is one of the largest meter manufacturers in the world with a rich heritage dating back over 125 years. The company employs over 4,000 exceptional, dedicated people and operates on 6 continents. The Sensus Metering Systems worldwide staff includes 351 Sales/Marketing; 172 Product Development; 2,954 Product Support and 285 Professional Services employees. North American Metering is approximately 900 staff. Approximately 400 of these employees are dedicated to North American AMI activities. Sensus annual revenues for 2005, 2006, 2007 and 2008 were \$570M, \$614M, \$633M and \$694M respectively.

Sensus provides electricity, gas and water meters as well as advanced metering infrastructure (AMI) and software solutions for multiple utility markets. Sensus has an installed base of approximately 4,000,000 previous and current generation automated meter reading (AMR) and AMI endpoints operating in field proven deployments. Sensus is considered an innovator in smart metering technology with highly progressive products such as the iCon electricity meter platform designed for AMI applications. Sensus has received commitments for its mature FlexNet two-way licensed band radio frequency (RF) system totaling over 8,500,000 AMI technology endpoints for delivery through 2012.

Aqua Metric Overview

Aqua Metric is a division of Thirkettle Corporation which is owned by the Thirkettle family. Aqua Metric has been in the water meter business for 20 plus years and has been a Sensus distributor for 16 of those years. Originally covering Southern California the Aqua Metric territory has expanded to include New Mexico, some of Nevada and most of Texas. Aqua Metric came into the Texas Market in 2007 establishing a distribution center in Schertz just North of San Antonio. Recently Aqua Metric opened an office in Arlington. Since its entry into Texas Aqua Metric has implemented over 28 AMI/AMR systems as well as supporting all other meter needs. Aqua Metric is very focused on customer service. With the advent of so many technical systems Aqua Metric expanded its technology department to service said technical systems.

Local representation and support of the Sensus product line includes Greg Taylor, Sensus Territory Manager who lives and works in Texas. Aqua Metric support for City of Beeville of the Sensus product line includes Dustin Laughlin, Mid-West Regional Manager, Kenny Wetzal, Director of Sales & Technology; Clint Arnold, Director of Sales; Mike Cartwright, Operations Manager Texas Division, Mike Wood, Director of Technology and Jeremy Lancon, Director of Meter Services – all six of which live and work in Texas.

AMI Qualification, Experience and Compliance

Sensus USA Inc Overview

Sensus Metering Systems is one of the largest meter manufacturers in the world with a rich heritage dating back over 125 years. The company employs 3,300 exceptional, dedicated people and operates in 42 locations on 6 continents.

Sensus provides water, electricity, and gas meters as well as advanced metering infrastructure (AMI) and software solutions for multiple utility markets. Sensus has over 10000 customers and deployed 12 million smartpoints and 80 million endpoints (metering devices).

The proposed FlexNet solution is already operational and field proven in more than 200 utility service territories nationwide. FlexNet users are utilities of various sizes, providing water, gas or electric utility and with any combination of metering. FlexNet customers range in size from a water utility with a few hundred meters to one as large as Southern Company or Atmos Gas with millions of meters in multiple states.

Sensus is currently shipping an additional 350,000 FlexNet AMI endpoints each month. Sensus takes its energy industry leadership and commitments very seriously, as evidenced by Sensus' continued growth and accomplishments. Sensus was instrumental in initiating and guiding the launch of the HAN interoperability standard known as U-SNAP (visit U-Snap.org), which has signed an agreement to collaborate with EPRI to solve the HAN interoperability problem. With the acquisition of Telemetric, Sensus has become the unquestioned leader in AMI and Distribution Automation (DA) Smart Grid solutions and services. Sensus is also an active contributor to the Security, Metering and AMI standards that NIST and NEMA are currently establishing for the industry.

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With the advent of so many technical systems Aqua Metric has developed and expanded its technology department to implement and service Sensus AMI/AMR systems. Mike Wood PMP, Chief of Technology, leads this team. Mike Wood has years of technical project management experience. Mike will provide direct oversight for the technical system implementation of this project.

Utiliuse Overview

Utiliuse, a division of the Thirkettle Corporation, was created to install projects such as yours. We have brought together a group of highly qualified personnel with years of experience in the meter and AMI implementation field. Jeremy Lancon, Director of Meter Services, was selected to lead Utiliuse. Jeremy has been in the meter install and services business for over 20 years. He will provide direct oversight for the meter installation part of this project.

Project management experience and local support is a key to the success of the City of Portland AMI/Smart Grid project. Together Aqua Metric and Utiliuse with Sensus will partner to provide a superior level of project management.

Sensus support of the City of Portland project begins with Greg Taylor, Sensus Territory Manager and Gary McCarver, Sensus Manager of Technical Services. Aqua Metric/Utiliuse support for City of Portland of the Sensus product line includes Clint Arnold, Director of Business Development; Jeremy Lancon, Director of Meter Services; Mike Wood, Chief of Technology; Kenny Wetzel, Technology Manager; Mike Cartwright, Operations Manager Texas Division; – all of which live and work in Texas