

# The **VSi** Meter

July 23, 2010

## Safety Message

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The summer months are full of fun and sun but while we're enjoying the great outdoors, we must take time to remain conscious of potential heat-related health issues that could have serious consequences.

The first step to dealing with heat-related problems is always prevention. Following these simple tips will help:

- Wear loose-fitting, lightweight clothing in hot weather.
- Take frequent breaks.
- Stay indoors whenever possible in extreme heat.
- Drink lots of fluids (especially water and always avoid caffeine and alcohol).
- Listen to the news for heat advisories.

If a heat-related health problem occurs, it's important to understand the signs and symptoms:

**Heat stroke** is the most serious heat-related emergency and is life-threatening. Heat stroke always requires immediate and aggressive treatment.

Heat stroke occurs when the body's heat regulating systems fail to operate. Temperatures can rise to extremes and possibly cause brain damage or death, unless aggressive action is taken and the body is cooled.

**Signs of heat stroke are:** Skin is hot, red and dry. Pupils are constricted (very small). Body temperature is VERY HIGH (could be as high as 105 degrees).

**First Aid:** Call EMS **immediately**. Move victim to a cool location and wet victim with water. **Do not give anything by mouth.**



## Message From The President

Welcome to the first edition of VSI's Newsletter The VSI Meter. One of our goals at VSI is to provide open and honest communication and this newsletter is another example of that effort.

During the last two years, the entire country has experienced some very challenging economic times. The utility industry, in general, has been not been immune to this economic decline. We've all made the cut backs necessary in our personal and work lives to help maintain a financial balance and I want to thank each and every one of you for your continued dedication to safety and the work at hand.

I take great pride in working with the dedicated group of individuals at VSI. I ask you to continue your strong focus on safety and customer satisfaction as we weather this economic correction.

Thanks for all you do,  
**Ted Fiala**

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*"One of our goals at VSI is to provide open and honest communication."*

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## Employee News

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*"Several of  
our employees  
installed over  
10,000 meters each!"*

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The purpose of this newsletter is to provide specialized information to our current clients, prospective clients and our employees. Please let us know your thoughts and send organizational and employee-related news along with pictures to [c\\_ditzel@vsigroup.com](mailto:c_ditzel@vsigroup.com).

The VSI Project at San Diego Gas & Electric has recently celebrated a significant milestone. This project is not only moving along according to the proposed schedule, but it has also noted significant results reported by field technicians. Several of our employees were recently recognized for having safely installed over 10,000 meters each!

## Department Profile: Operations

VSI is broken down into four distinct departments. They are **Operations**, **Information Technology**, **Business Development** and **Administration**. This issue will profile the Operations Group.

The Operations Group is headed by VSI President Ted Fiala. Leadership is then distributed to the three regional directors. The East Region is headed by **Charlie Davis**. The Central Region is led by **Kirt Pearce** and the Western Region is run by **Brian Carr**.

Operations directors are responsible for the overall success associated with each of the projects within their region. Project managers, supervisors, lead workers and field technicians are responsible for day-to-day activities.




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*"Small changes can  
equal big savings!"*

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## Industry News

According to the June 15, 2010 edition of *Metering International E-News*, a recent study concluded that **significant** energy savings are possible with home electronic equipment. According to a new survey from the Energy Center of Wisconsin, making a one-time change to the power management setting on a home computer could save more than half of one month's electric usage each year for the average residential electric customer. Who knew that such a small change could make a big impact on your bank account? Read the entire article at: [www.metering.com](http://www.metering.com).

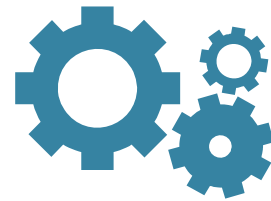


## Employee Profile: Dave McGinley

This issue's employee profile will focus on **Dave McGinley**, VSI vice president of sales and business development. Dave was recently asked what he does. He proudly stated, "I sell dreams!" Dave and his team start with a concept, usually a "Request for Proposal," and work with our utility customers to turn the concept into reality.

Through his boundless energy, honesty and quick wit, Dave has earned the respect of his team and the VSI group. Dave joined VSI in August 2002. Prior to joining VSI, Dave worked with InfraSource for four years as an Operations Director, assisting in developing and launching Exelon Corporation's Infrastructure Services business venture, a company that had grown to \$1.0B in annual revenue in four years. He was also responsible for the development and direct sales of new product and service offerings for the electric utility sector, including operations outsourcing and consulting services. Dave has held various management positions at PECO Energy in the areas of Emergency Services, Electric and Gas Distribution Operations and Customer Operations.

Dave earned a bachelor's degree in electrical engineering from Cornell University and a MBA in financial management from Drexel University. Dave lives in sunny Margate, New Jersey and in his rare moments of free time, he enjoys cycling to stay in shape.



*Dave's wheels are always turning.*

## VSI FACTS

VSI Meter Services, Inc. was formed in Maryland in 1990 as a minority-owned business with a strong local identity. The business grew quickly and developed a solid regional reputation. VSI successfully began reading meters for both Baltimore Gas and Electric (BGE) and PECO Energy. As these utilities began automating their meter reading, VSI was the natural choice to perform the field installation and deployment. VSI is proud of the fact that we are still providing dedicated service to these initial clients.

As the quality of VSI's services became recognized on a larger scale, the company was acquired by PECO Energy and then purchased in 2003 by Asplundh Tree Expert Co. VSI is now a wholly-owned subsidiary of UtiliCon Solutions, Ltd., an Asplundh company.

VSI has grown from a relatively small local business into a nationally-known organization with almost 500 employees working in a wide variety of meter services all across the country.



## Upcoming Events

Below, is a list of upcoming events. Events can include company-wide deadlines for projects, company holidays, Human Resources events, etc.

|                                    |            |
|------------------------------------|------------|
| <b>Company Holiday</b>             | July 5     |
| <b>New Web Site Release</b>        | July 16    |
| <b>SGA Conference, Houston, TX</b> | July 19-21 |

| JULY 2010 |    |    |    |    |    |    |
|-----------|----|----|----|----|----|----|
| S         | M  | T  | W  | T  | F  | S  |
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| 4         | 5  | 6  | 7  | 8  | 9  | 10 |
| 11        | 12 | 13 | 14 | 15 | 16 | 17 |
| 18        | 19 | 20 | 21 | 22 | 23 | 24 |
| 25        | 26 | 27 | 28 | 29 | 30 | 31 |

| AUGUST 2010 |    |    |    |    |    |    |
|-------------|----|----|----|----|----|----|
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| 8           | 9  | 10 | 11 | 12 | 13 | 14 |
| 15          | 16 | 17 | 18 | 19 | 20 | 21 |
| 22          | 23 | 24 | 25 | 26 | 27 | 28 |
| 29          | 30 | 31 |    |    |    |    |

## Suggestions For Improvement

Please pass along any suggestions for improvement to:

Chuck Ditzel [C\\_Ditzel@vsigroup.com](mailto:C_Ditzel@vsigroup.com) or  
 Gary Hutchison [G\\_Hutchison@vsigroup.com](mailto:G_Hutchison@vsigroup.com)

| SEPTEMBER 2010 |    |    |    |    |    |    |
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| 5              | 6  | 7  | 8  | 9  | 10 | 11 |
| 12             | 13 | 14 | 15 | 16 | 17 | 18 |
| 19             | 20 | 21 | 22 | 23 | 24 | 25 |
| 26             | 27 | 28 | 29 | 30 |    |    |