



Meter Mounting Equipment

Dear Talon Channel Partner,

Recently AEP updated their requirement specification mandating that all metering equipment installed in their service territory include a barrel lock provision. Barrel locks are cylindrical locks that go thru the cover of a meter socket and attach to an internal bracket thereby providing additional security for the meter socket. Barrel locks are a common utility requirement, while they are new to the AEP service area, they are not new to the industry.

Talon is prepared for this change and has worked closely with AEP to not only update our portfolio for the new requirement, but to also expand our portfolio to additional devices that were not approved in the service territory of AEP before. Talon distributors now have more options than ever for AEP. Just a few of the new options are listed below, those listed are not 100% available from competitors currently:

- Single sockets with factory installed hubs or lugs
- Direct underground feed options for all 200-400amp sockets
- Full aluminum & steel options for all configurations (including hub and lug option devices)

Portfolio enhancements for Talon include: mobile home pedestals, temporary power outlet panels, meter-breaker combinations, & apartment metering just to name a few.

Be wary of competitor sales representatives stating that only their products are approved- this is a false statement. Talon has been working with AEP for months on this change and we can confidently state that we are ready not only with approved product, but with new options to make it easier to do business with Talon. To illustrate this we have included a copy of our approval listing with this letter to show the new additions. New catalogs will be mailed out to you soon. Please refer any questions to your local Talon representative.

Thank you for your support.

Sincerely,

Talon Marketing Team