



LINEMAN'S TESTING LABORATORIES OF CANADA



Serving the ...

**Power Utilities,
High Voltage Electrical
Contractors, Industrial and
Telco Sectors**

Across Canada Since 1958

For linemen, by linemen



Delivering quality equipment and reliable services for over 60 years

We have you covered with our 55,000 sq ft facility in Toronto and 17,000 sq ft facility in Edmonton



Our head office is located minutes from Toronto Pearson International Airport, and our sister location is in Edmonton.

We ARE ...

- your partner for tools & equipment supply, management and certification
- a Master Distributor for utility PPE, tools and equipment
- an industry-experienced utility team that ...
 - engineers
 - specs
 - purchases
 - inventories
 - supplies
 - educates
 - tests
 - calibrates
 - repairs



ALL IN-HOUSE!

Complete Solutions Partner Programs

- Dedicated and Managed Inventory
- Asset Tracking and Reporting
- Automatic Rubber Goods Replacement
- Utility Truck Equipment Exchange
- Remote On-Site Equipment Testing
- Factory-Authorized Warranty Tool Repair
- Rental Tools and Equipment
- Natural Disaster/Emergency Contingency Plans
- Emergency Inventory Availability

At A Glance



Trusted Since 1958



- **LTL DIVISIONS:** LTL UTILITY SUPPLY; NAIL-Accredited High Voltage Testing, Calibration, Inspection & Factory-Authorized Tool & Equipment Repair Laboratories; Power Technical Services
- **EXTENSIVE INVENTORY & COAST-TO-COAST EQUIPMENT DISTRIBUTION:** LTL invests in inventory and has an advanced logistics and asset management system in place
- **INDUSTRY LEADING MANUFACTURERS:** LTL represents national and international manufacturers, and is recognized and respected for its integrity and solid business relationships
- **POWER TECHNICAL SERVICES:** LTL has progressively expanded and diversified its engineering and field service offerings and is a preferred high voltage service provider for the industrial and utility markets. Our engineering team provides on-going technical support to our sales team
- **EXPERIENCED TEAM:** The LTL team includes industry-experienced inside and outside technical sales representatives, laboratory technicians, factory-authorized repair technicians, customer care representatives, linemen, electrical engineers, technologists, and master electricians
- **SETTING STANDARDS:** LTL works in close association with ASTM and ANSI for the development of uniformity and setting standards in testing, and is represented on the NAIL Board of Directors



Coast-to-Coast Market Coverage

- Canada-wide coverage for sales and distribution
- Strong, industry-experienced employee base including inside and outside technical sales representatives, and knowledgeable customer care and service groups
- Finger on the pulse of the industry with accounts in every province and territory within Canada
- Management of large supply and lab service contracts with most public utilities across Canada



Safety Awareness & Compliance

As advocates for worker safety, the LTL team stays apprised of changing legislation, with a focus on ...

- OHSA Industrial & Construction Regulations
- CSA Z462 & Z463
- ASTM
- IEEE
- ANSI
- NFPA 70E
- OSHA



Satisfied, Repeat Customers

Over 7,000 Utility, electrical, industrial and telco customers across Canada have come to rely on LTL as their product and service provider of choice for over 60 years



Utility Supply Division



Utility Supply Division

- LTL stocks and supplies brand name utility tools, electrical apparatus, pole line equipment and related hardware, as well as buys and sells surplus equipment
- From personal protective equipment, fall arrest, cutters, and presses to hoisting and rigging equipment, LTL properly equips trucks and crews to handle all overhead and underground tasks within the utility, electrical, industrial, and telecom industries



Canada's largest stocking Utility Supply store

Extensive inventory ensures timely product deliveries to our customers



Supplying products from manufacturers including, but not limited to ...



Not all products are available for sale across Canada. Please contact your local LTL rep for more information.

Extensive Inventory

- Large inventory of rubber goods, tools, hardware and electrical apparatus



NAIL-Accredited High Voltage Testing, Calibration & Factory-Authorized Warranty Repair Centres



Canada's Largest NAIL-Accredited Centres

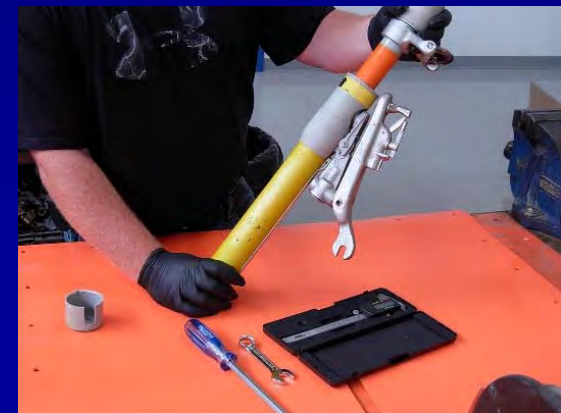
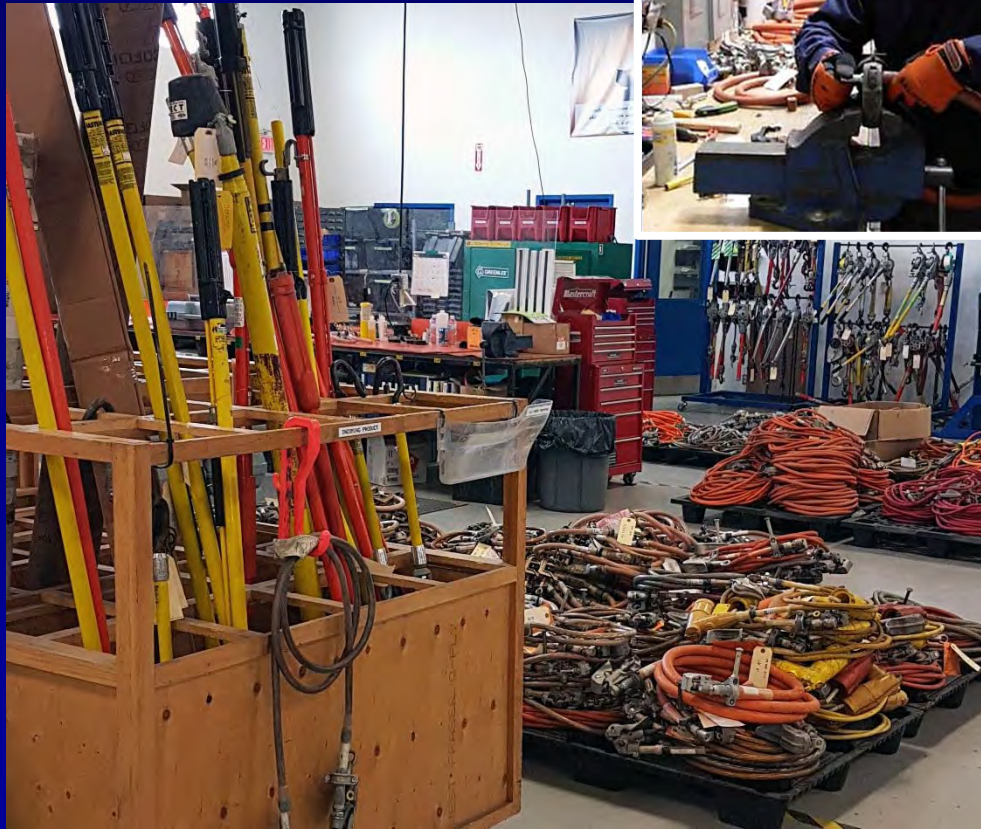
COMPLIANCE | DUE DILIGENCE — WE HAVE YOU COVERED

- Live line tool repair, refinishing, certification; rubber glove testing; custom ground assemblies; metering and instrumentation, repair and calibration



Factory-Authorized Warranty Repair Centres

- All makes and models of battery operated and hydraulic tools including Burndy and Greenlee, S&C load break tools, serviced by LTL's factory-trained repair technicians; tools and replacement parts in stock
- We service what we sell

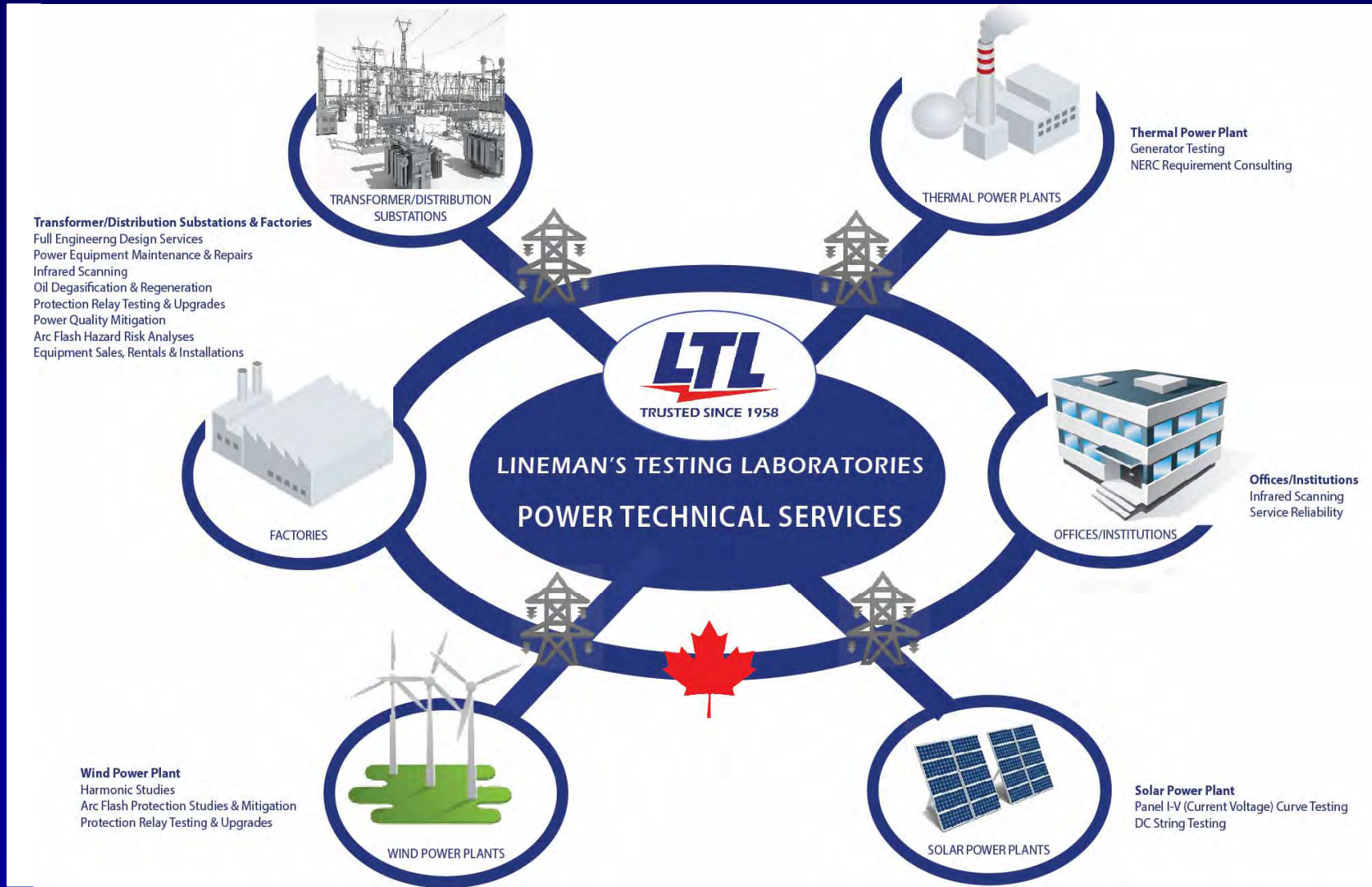


Factory-Authorized Hoist/Chain Jacks & Fall Protection Service Centres

- LTL's factory-trained technicians service all makes and models of hoist/chain jacks including brands such as Columbus McKinnon, Lincoln Hoist, Coffing Hoists, Little Mule, Chance, Lug-All, Kito
- LTL inspects, certifies and repairs SLRs, rope, fall arrest harnesses for brands including Miller, DBI Sala (Capital Safety), Jelco ... and more



Power Technical Services



Complete Electrical Service Provider

- Engineering
- CSA Z462 Compliant Arc Flash Hazard Analysis, PPE Supply and Training
- Field Testing & Commissioning
- Electrical Design, Construction, and Substation Maintenance
- Infrared Thermography
- Transformer Site Services
- Transformer Oil Services – Oil Analysis & Regeneration
- Emergency Power Solutions
- Transformer and Generator Rentals

Substation Design, Construction & Maintenance

■ Electrical Design and Installation

- New, upgrades, retrofits – open air, TLO and padmount, tamperproof, dry type transformer, metalclad substations
- Extensive supplier network ensures timely delivery of equipment orders
- Close working relationship with the Power Utilities, and ESA for expedited approvals

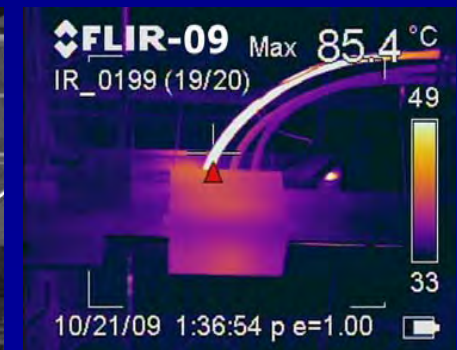
■ Maintenance

- Customized service programs provide early detection of equipment weakness or potential hazards, ensuring compliance to the OES Code, regulations and insurance requirements
- Extensive available inventory of electrical equipment



Infrared Thermography

- Infrared scanning is non-contact, non-invasive and performed during plant production
- Performed by licensed, qualified personnel versed in the OES Code
- LTL's technicians are arc flash trained and equipped to perform open door infrared scanning and can identify any hot spots requiring immediate attention
- LTL recommends IR scanning twice per year under load for the safety of operating personnel and where system reliability and continuous operation is essential



Transformer Field Services

- Bushing replacement
- Gauge repair, replacement
- Tap changer maintenance, repair and replacement
- Gasket replacement; leak termination
- Repair welds
- Replace damaged cooling fins
- Rust-resistant paint coating
- Transformer assemble/disassemble, transportation, commission and oil services

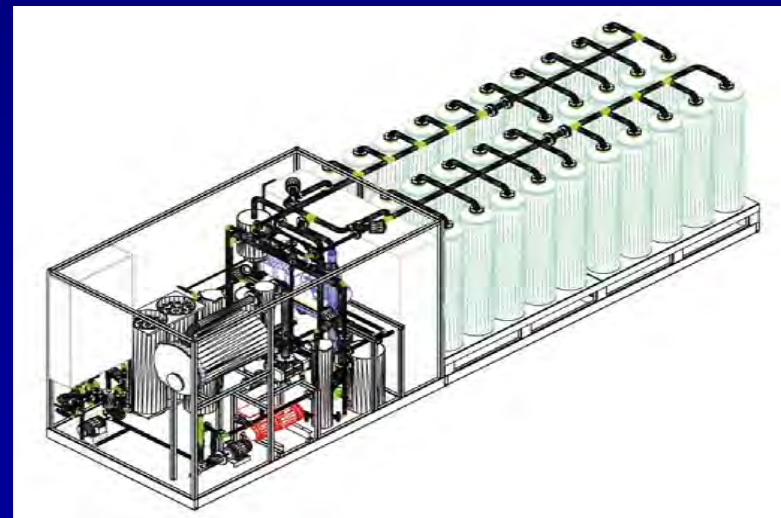


Transformer Oil Services

- Complete oil sampling and results analysis
- Degasification
- Reduce moisture content in oils and coils
- Nitrogen blanket/vacuum fill
- Filtration
- Environmentally-friendly mobile oil regeneration
- PCB management solutions



LTL's State-of-the-Art Mobile Transformer Oil Regeneration Plant



Plant Processing and Column View

Emergency Power Solutions

- 24-hour emergency services and equipment rentals
- Available inventory ensures timely recovery and reduced downtime; includes generators, Transformers, switchgear, switches, towers, fuses



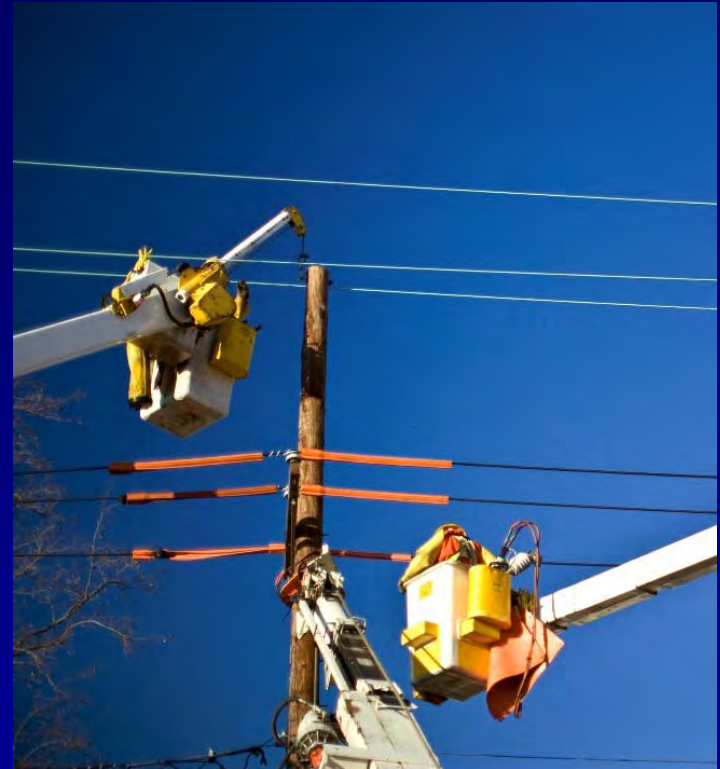
Why LTL?



For Linemen by Linemen

LTL's uniqueness and ability to anticipate our customers' needs starts at the top with strong leadership and filters down through our industry-experienced team, several of whom are journeyman-lineman

LTL is strong in the electrical market with extensive reach across all sectors where PPE and pole equipment is required



LTL Strength

- ✓ For over 60 years, LTL has successfully provided coast-to-coast sales coverage, product distribution, and inventory management to users who produce, work on or around live electrical apparatus
- ✓ LTL is connected to all industry-leading equipment manufacturers, having exclusive distributorship with many
- ✓ LTL enjoys long-term supply and service contracts with major power utilities in every province across Canada
- ✓ As LTL's industry-experienced team have the in-depth knowledge and understanding of equipment used within the Utility industry, our customers have come to trust our team to recommend products best suited to their specific application
- ✓ LTL engineers, specs, purchases, inventories, supplies, educates, tests, repairs



LTL, your partner for tools & equipment supply, management & certification

