



SCHWEITZER ENGINEERING LABORATORIES, INC.

2350 NE Hopkins Court • Pullman, WA 99163-5603 USA

Phone: +1.509.332.1890 • Fax: +1.509.332.7990

www.selinc.com • info@selinc.com

FOR IMMEDIATE RELEASE

For more information, contact:

Kate Wilhite, Senior Marketing Communications Specialist

Schweitzer Engineering Laboratories, Inc. (SEL)

Phone: +1.509.336.7946

Fax: +1.509.334.8795

Email: kate_wilhite@selinc.com

SEL and B&B Electronics Join Forces to Bring the Most Hardened Communications Products to the Industry

PULLMAN, WA — August 27, 2009 — Communications products from Schweitzer Engineering Laboratories, Inc. (SEL) are now available in the B&B Electronics Manufacturing Company catalogs and web pages. SEL and B&B Electronics are working together to bring the ultrahardened communications solutions closer to end users, while maintaining the quality, support, price, and warranty that distinguishes SEL in the market.

“We’ve seen increased momentum among our customers for the type of communications products that SEL develops,” said Don Wiencek, president of B&B Electronics. “Most of the Fortune 100 turns to us for data connectivity solutions. Our diverse customer base covers the entire spectrum – industrial, utilities, transportation, commercial, you name it. They have challenging connectivity demands. Partnering with innovative companies like SEL to solve these challenges together is vital to B&B Electronics’ goal of better serving a broad range of customers.”

“The inclusion of SEL products in B&B Electronics’ catalog is a win-win situation and allows SEL to reach even more customers,” said SEL Vice President of Sales and Customer Service Erik Newman. “The SEL-3010 Event Messenger, SEL-2725 Five-Port Ethernet Switch, and complete line of SEL transceivers are exactly the kinds of innovative, economical, and reliable products that B&B Electronics customers can benefit from. I’m looking forward to seeing more SEL products included in future B&B Electronics’ catalogs as we continue to work together to share our new and exciting technologies with so many diverse customers.”

B&B Electronics designs and manufactures data communications products for commercial and industrial applications. They sell throughout the world with primary markets being North America, Europe, Middle East, and Africa. In addition to manufacturing products, B&B Electronics is a value-added distributor for other quality vendors. This gives B&B Electronics the depth to solve most data communications problems and be a one-stop source for data communications products. For more information, visit www.bb-elec.com.

Celebrating 25 years of innovation in 2009, SEL designs, manufactures, supplies, and supports products and services for power system protection, monitoring, control, automation, and metering. SEL offers unmatched local technical support, a worldwide, ten-year product warranty, and a commitment to making electric power safer, more reliable, and more economical.

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