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October 1, 2011

## **Schneider Electric and PowerTech Associates Expand Sales Partnership**

Schneider Electric and PowerTech are pleased to announce the expansion of our sales representative partnership effective October 2011.

PowerTech will provide customer support and sales support for our electric utility customers in the New York and New England regions. PowerTech will expand its manufacturer's representative role to include a larger portfolio of products, solutions and services offered by the Schneider Electric Energy Business Unit including:

- Medium voltage substation class vacuum circuit breakers from 15 to 50 kv
- Switchgear - metal-clad, metal-enclosed, unit substations, vacuum breakers, arc resistant, gas insulated switchgear and custom enclosures
- Overhead switchgear - circuit reclosers, load break switches, sectionalizers and associated protection and control solutions
- Overhead and underground faulted circuit indicator solutions for feeder automation and outage management
- ION grid revenue and power quality metering
- Electrical distribution services - preventive maintenance, testing, emergency service, start-up and commissioning
- Engineering services - power system studies, arc flash assessments, power quality analysis, substation design and construction
- Modernization services - Low and medium voltage equipment reconditioning, replacement and retrofit solutions

### **About Schneider Electric**

As a global specialist in energy management with operations in more than 100 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in energy and infrastructure, industrial processes, building automation, and data centers/networks, as well as a broad presence in residential applications. Focused on making energy safe, reliable, and efficient, the company's 110,000 plus employees achieved sales of more than \$26 billion in 2010, through an active commitment to help individuals and organizations "Make the most of their energy."

### **About PowerTech**

PowerTech Associates and Utility Power Supply offer the latest products and solutions available in the Utility Industry. Since its inception in 1992, PowerTech has provided products for Underground and Overhead Distribution, Substations, Metering, Testing and Transmission. We are committed to meet the needs of our customers through quality product solutions and proven customer service.

### **Schneider Electric**

Energy Business Unit

<http://www.schneider-electric.com>