

Ohio Semitronics appoints manufacturer representative for Carolinas and Virginia

Hilliard, Ohio (November 22, 2011) – Ohio Semitronics has appointed FLW Southeast as the sole authorized sales representative for North Carolina, South Carolina and Virginia (excluding Fairfax County). The agreement, effective December 1, 2011, expands the territory presently covered by FLW Southeast for Ohio Semitronics that includes Georgia, Tennessee, Alabama and Mississippi.

"We are excited to expand the role FLW Southeast will play in the future growth of Ohio Semitronics, Inc.," said William D. Hogue, Vice-President of Sales and Marketing at OSI. "FLW Southeast is large enough to cover the major automation, energy management and test and control markets in the combined territories but small enough to provide a high level of attention to our customers throughout the region. Since we specialize in the development of customized power measurement products we need to be partnered with a sales organization that can respond quickly and effectively to changing customer requirements while working with us to design and deliver innovative, application-specific solutions on time and on budget."

Dedicated to the provision of measurement instruments and control systems to manufacturers in a wide range of industries, Atlanta based FLW Southeast began its successful partnership with OSI in 1986. "We are focused on significantly increasing our market share and positioning ourselves for future growth," stated Michael Calbert, President of FLW Southeast. "The enhanced collaboration with Ohio Semitronics underscores our mutual confidence for bringing innovative, quality solutions to customers in a larger geographic area, and aligns perfectly with our charge to bring world-class products, application expertise and unsurpassed customer service to customers in the form of efficiencies, reduced costs, or improved operations." FLW Southeast maintains branch offices in Charlotte and Raleigh, and a new location is planned for Richmond, Virginia in the next few years. The Ohio Semitronics line of tailored on demand and custom power and energy measurement solutions will be offered through the organization's FLW Southeast Test and Measurement Instruments Division, which offers solutions to manufacturers in discreet manufacturing and research and development (R&D) markets.

Electronics manufacturers, industrial OEMs, energy providers, utilities and the military look to Ohio Semitronics for cost-efficient power measurement systems and solutions. Since 1964, Ohio Semitronics has manufactured custom electrical transducers for critical applications. Today, we provide more application-specific transducers, modified standard and custom, than any other single source for power and energy measurement components. Through a network of authorized independent representatives, backed by highly trained, factory based sales engineers, Ohio Semitronics offers more than 8,000 electrical current sensors, transducers, transformers and power and energy measuring equipment items to

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meet industrial requirements for voltage, current, power (Watts), energy (Watt/Hours), frequency, phase angle, power factor VA and VARs, VAR hours, multifunction, Hall-effect probes, and power and energy meters.

For more information, contact Bill Hogue at Ohio Semitronics, Inc. at whogue@ohiosemitronics.com [1] or phone (614) 777-1055. The Ohio Semitronics Web site is found at www.ohiosemitronics.com [2]

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