

STRATEGIC ALLIANCE

On february 13th, the Presidents of Beckwith Electric Co. Inc. and SEPAC Corp. signed an agreement for the promotion, sales and marketing of SEPAC's Excitation Systems through Beckwith Electric Co. in the United Staes, Canada and Japan.

The two companies have worked together in the past on specific technological solutions and found a special synergy had formed between the engineers, staff and people involved.

The agreement came after both companies approached each other to look for new ways to expand their business, utilizing each other's advantages as complement to each Company's own strong areas, resulting in a very well conceived alliance.

Beginning this year, SEPAC / BECO will incurse very agressively into the US marketplace in order to position the new BECO/SEPAC AVR and Excitation System.

The product has been developed from more than 30 years of experience, designed specifically for big machines, in other words, the product was conceived for Generation Utilities that connect to a grid, not small machines typically used privately. This background makes the product more reliable.

As an example of the benefits and references of these systems, we have reports of 11 minutes of total downtime of two systems that were put in operation 10 years ago ! That is reliability. We believe it is worthwhile to offer this kind of safety and reliability to our technological partner in the US.

All these expertise and experience blended into BECO's frame of impecable reputation, market knowledge and business vision are the strong foundations for this new busines scheme that will undoubtedly result in a major success.



"Special design and engineering teams are being formed on both companies to support the great sales effort ahead, strategies are being put in place and all manufacturing resources are ready for the expected AVR coming orders." Said Luis Lechevalier, President of SEPAC Corp. upon the signing of the agreement. " We are sure that the market place has long waited for a solution like this one. With this alliance, we will exceed its expectations". He added.

The electrical community in the whole world and specially in the US has been shaken recently by the "Blown Transformer" event that resulted in a major Blackout on the east coast, including major cities. The need to improve reliability in the energy supply service is increasing considerably. The SEPAC / BECO solution is focused on offering an important part of this necessary reliability in the service.

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