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## **FAA AWARDS CRITICAL POWER CONTRACT TO SCHNEIDER ELECTRIC NORTH AMERICAN OPERATING DIVISION**

PALATINE, Ill., Feb. 18, 2005 -- The Federal Aviation Administration (FAA) has awarded a multi-year contract to the Schneider Electric North American Operating Division for critical power solutions at air traffic control centers, administrative offices and terminal radar approach control facilities.

The two-year contract includes an option for three additional two-year agreements. It has a total potential value of \$50 million for Schneider Electric, best known in North America by its flagship Square D brand of electrical distribution and industrial control products, systems and services.

The company has had best value, sole-source contracts with the FAA to supply Square D power monitoring and critical power solutions and programmable logic controllers (PLCs) since 1998, according to James Sandelin, vice president of strategic accounts. "We're very excited about this new contract and the opportunities it creates for us to build an even closer partnership with the FAA," said Sandelin. "This contract reflects the good work that's been done over the past seven years. Like all strategic account customers, the FAA knows we can deliver an exceptional combination of service and solutions."

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Ted Klee, the company's vice president of Power Management said that new and dedicated resources in critical power also played an important role in securing the FAA contract. Based in Nashville, Tenn., the company's Critical Power Competency Center (CPCC) merges expertise in power management operations, product design, development and distribution, program management, engineering and power consulting.

A critical power user is one whose power demand and mission require a back-up system that's independent of the electrical power grid itself, and they require uninterruptible power of the highest quality, said Klee. Schneider Electric provides customers with customized and repeatable power system platforms that are packaged for orderly procurement process across multiple sites. This creates efficiencies for an organization such as the FAA, which operates hundreds of facilities.

"There are few environments where ensuring reliable power would be more critical than in an air traffic control tower," said Klee. "We're proud to have the opportunity to provide the expanded scope of solutions required by the FAA to meet its needs in the towers and throughout its critical power distribution system."

Extensive training and support services also were a key factor in the FAA decision. Schneider Electric training specialists will immediately begin working with FAA to certify personnel responsible for critical power systems monitoring and operations. Schneider Electric operates a training facility in Oklahoma that will be responsible for coordination of critical training programs for the FAA. Schneider Electric also is providing 24/7 emergency support for FAA facilities across the United States.

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## **Schneider Electric North American Operating Division**

Headquartered in Palatine, Ill., the North American Operating Division of Schneider Electric had sales of \$2.6 billion (U.S.) in 2004. The North American Operating Division is one of four operating divisions of Schneider Electric, headquartered in Paris, France, and markets the Square D, Telemecanique and Merlin Gerin brand products to customers in the United States, Canada and Mexico. In the United States, Schneider Electric is best known by its flagship Square D brand, with Telemecanique becoming increasingly known in the industrial control and automation markets and supported by many Square D distributors. For 100 years, Square D has been a market-leading brand of electrical distribution and industrial control products, systems and services. Schneider Electric is a global electrical industry leader with 2004 sales of approximately \$12.8 billion (U.S.). Visit Schneider Electric on the Internet at:

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