

## SEL Ranked #1 Again in Newton-Evans Protective Relay Study

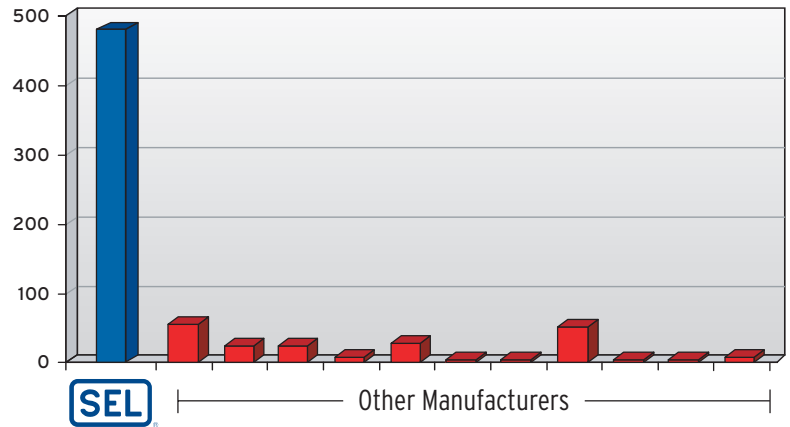
North American electric utilities once again ranked Schweitzer Engineering Laboratories, Inc. (SEL) as the number one relay manufacturer in the latest survey conducted by the Newton-Evans Research Company. "The Worldwide Study of the Protective Relay Marketplace in Electric Utilities: 2009–2011; Volume 1: North American Market" reports survey results of utility protection and control engineers and engineering managers from 99 utilities. They chose SEL as the top manufacturer in all eight categories.

"The results of this year's Newton-Evans study reflect the commitment SEL makes to our customers and industry," said SEL President Edmund O. Schweitzer, III. SEL also ranked as the number one supplier for every category in every Newton-Evans study in the last decade.

Customers ranked SEL number one in these categories:

- Technology
- Price
- Flexibility to add new features
- Technical support
- Security
- Ease of use
- Maintenance cost
- Web information

Utility Rankings of Relay Manufacturers  
Number of First-Place Votes—All Categories Combined



"The statement I keep hearing back all the time from our field engineers who actually do the commissioning of the relays is, 'If it's blue, we like it.'"

Steve Jordan  
Transmission Design and Construction  
Alabama Power

"Otter Tail Power Company's employees continually compliment the quality of workmanship, innovative features, and excellent customer service provided by SEL."

Rod Scheel  
Vice President, Asset Management  
Otter Tail Power Company

Newton-Evans is recognized as a world leader in the technical marketing research of the electric power delivery industry's use of computers, communications, control systems, and technical equipment and products. Newton-Evans provides marketing studies, consulting services, and opportunity assessments to companies in the power delivery equipment manufacturing and automation-related services community.

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SCHWEITZER ENGINEERING LABORATORIES, INC.  
Tel: +1.509.332.1890 • Fax: +1.509.332.7990 • www.selinc.com • info@selinc.com  
Pullman, Washington USA

