



Hubbell Power Systems Electric Utility Sales and BURNDY® Electric Utility Sales Combine to Create Hubbell Utility Solutions

New Sales Organization Creates Largest T&D Offering in Utility Industry and Additional Resources for Better Coverage Across United States

Shelton, Connecticut – May 15, 2019 – Hubbell Power Systems Electric Utility Sales (HPS) and BURNDY® Electric Utility Sales have joined forces to create Hubbell Utility Solutions – a fully integrated, Hubbell sales force for the electric utility market. Beginning July 1, the combined sales organization will offer the largest T&D portfolio in the utility industry. The integration also provides additional resources for better coverage across United States, improving the customer experience.

“Our focus is on shaping the future of our industry and keeping our customers first,” shared Brian Serati, Vice President, US Electric Utility Sales. “We want to be the supplier of choice by helping our customers build, maintain and modernize their utility infrastructure so they can face the future with confidence.”

Both Hubbell Power Systems and Burndy LLC are subsidiaries of the Hubbell enterprise. By combining the sales organizations, we are capitalizing on the strength of the Hubbell enterprise to be the supplier of choice for this vertical. It will enable us to provide an increase in sales support and a streamlined experienced for customers, offering comprehensive solutions that adapt to their business needs.

Benefits customers can expect from the Hubbell Utility Solutions team include:

- Expanded utility portfolio
- Increased field presence
- Single point of contact
- Enhanced field-based application knowledge

About Hubbell Incorporated

Hubbell Incorporated is an international manufacturer of quality electrical and electronic products for a broad range of non-residential and residential construction, industrial and utility applications. With 2018 revenues of approximately \$4.5 billion, Hubbell Incorporated operates manufacturing facilities in the United States and around the world. The corporate headquarters is located in Shelton, CT.

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