



September 29, 2008

To Our Valued Customers,

Hubbell Power Systems, Inc. (HPS) announced today a reorganization of their sales activities marketed under the PCORE Electric brand name. Previously, PCORE Electric marketed their respective products under their own established network of independent manufacturer representatives. HPS will consolidate the sales activities for PCORE Electric under the existing HPS utility sales organization which includes a combination of company employees and manufacturer's representatives. This change will be effective December 1, 2008 and allows HPS the opportunity to provide continued consistent sales support to our utility customers offering them a single point of contact. The existing customer service activities for PCORE Electric will remain intact with all of the existing support personnel within the business in place. No change to any existing quotations or orders already processed with PCORE Electric will be required. We thank you for your continued support of HPS and look forward to working with you to supply the same high level of technical support, order administrative and customer service that you have come to expect and realize from the existing representation and PCORE Electric in the past.

Your local Hubbell Power Systems sales representative will contact you during the transition process. If you have any questions regarding this change, please feel free to contact the PCORE Electric or the HPS sales management representative at one of the phone numbers or e-mail addresses listed below.

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