



News Release

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For release: October 2019

New process automation partner **Phoenix Contact partners with North East Technical Sales**

Middletown, Pa. – Phoenix Contact has strengthened its process automation channel by partnering with North East Technical Sales Inc., located in Harleysville, Pa. North East Technical Sales' expertise in instrumentation for measurement, analysis, and control will complement Phoenix Contact's technologies, including components for process infrastructure, signal conditioning, and surge protection.

North East Technical Sales is a manufacturer's representative and distributor of industrial and environmental process controls and monitoring solutions. For more than 40 years, North East Technical has provided process controls to the petroleum, chemical, power, and oil/gas transportation industries. North East Technical Sales brings hands-on experience and in-depth knowledge of applications ranging from the plant floor to the top of a storage tank to an office environment. North East Technical Sales will service Phoenix Contact customers in Virginia, Delaware, New Jersey, eastern Maryland, eastern Pennsylvania, Washington, D.C., and parts of New York.

"Phoenix Contact brings a 'follow-the-wire' approach to connecting the field to the control room through our process automation partners," said Steve Newcomer, strategic channel manager at Phoenix Contact USA. "With their reputation for cost-effective sales and solutions, North East Technical Sales will help our customers improve signal integrity, maximize uptime, and communicate data within a process plant."

Learn more about North East Technical Sales at <http://netechsales.com>.

About Phoenix Contact

Phoenix Contact develops and manufactures industrial electrical and electronic technology products that power, protect, connect, and automate systems and equipment for a wide range of industries. Phoenix Contact GmbH & Co. KG, Blomberg, Germany, operates 50 international subsidiaries, including Phoenix Contact USA in Middletown, Pa.

For more information about Phoenix Contact or its products, visit <http://www.phoenixcontact.com> or call technical service at 800-322-3225, or email info@phoenixcon.com.

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