



news release

For immediate release

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The Flolo Corporation Becomes Newest Emerson Motor Technologies Distributor

Companies team up to develop solutions for reducing customers' operating costs

St. Louis, Mo., June 26, 2002 – The Flolo Corporation, headquartered in Bensenville, IL, has recently joined Emerson Motor Technologies' list of distributors. The company now offers a complete line of U.S. Motors brand Vertical Holloshaft pump and Titan (200 HP and larger) horizontal motors from Emerson Motor Technologies.

"We are pleased to welcome The Flolo Corporation as a new distributor," said Dale Skoch, Vice President and General Manager, Industrial Solutions Division of Emerson Motor Technologies. "The industrial motor market in northern Illinois will greatly benefit from The Flolo Corporation's electrical and mechanical service and expertise."

In addition to servicing the northern Illinois and Chicago areas, The Flolo Corporation also services northwestern Indiana and southeastern Wisconsin. Terry Locke, Marketing Manager at Flolo, says his customers demand nothing but the best product available, and the Flolo/Emerson Motor Technologies team delivers.

"We made the decision to distribute Emerson Motor Technologies' U.S. Motors brand of vertical pump motors because we knew that Emerson was the industry leader in that area, and the company captures the vast majority of the market," Locke said. "The Flolo Corporation is committed to quality and offering our customers nothing less than the best the market has to offer. They want U.S. Motors pump motors and we want to make it easy for them to get what they want."

In addition to providing the motors, representatives from Emerson Motor Technologies and Flolo will work with customers to find unique end user solutions that will reduce their total operating costs.

"Together, we can do a better job of applying our knowledge and finding solutions that will help the end user reduce costs, which may be through process improvements, energy retrofits and the use of Emerson's new line of NEMA Premium™ motors," Skoch said. "Our product and application expertise, married to Flolo's long-standing user

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Flolo Becomes New Emerson Motor Technologies Distributor – Add One

application experience, will provide outstanding customer benefit and cost saving opportunities.”

The Flolo Corporation, a member of the Electrical Apparatus Service Association (EASA) and the Power Transmission Distributors Association (PTDA), has been serving the Chicago market for more than 60 years. Headquartered in Bensenville, Flolo has offices in Calumet City, Gurnee and South Elgin.

In addition to selling motors and related PT products, Flolo offers a unique blend of services. Installation, start-up and troubleshooting in the field are some of the services Flolo brings to the industrial market. As an authorized service center, Flolo will provide warranty and non-warranty repair of U.S. Motors.

Contact any Flolo location by calling 800-711-9529. For more information about Flolo, visit the Web site at www.flolo.com.

Emerson Motor Technologies, a global leader in the design and manufacture of electrical motors, provides a complete line of general and special purpose electric motors from 1/200 through 4,000 horsepower. Brands such as Emerson, Doerr, US Electrical Motors, Hurst, and Switch Reluctance Drives, allow Emerson Motor Technologies to support a wide variety of applications including commercial and industrial, appliance, hermetic, automotive, and HVAC. For more information about Emerson Motor Technologies visit www.emersonmotors.com or contact the Literature Hotline at (800) 665-4850.

St. Louis-based Emerson Electric Co. (www.gotoemerson.com) is a global leader in bringing technology and engineering together to provide innovative solutions to customers in industrial automation; process control; heating, ventilating and air conditioning; electronics and telecommunications; and appliance and tools. Sales in fiscal 2001 were \$15.5 billion.

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