



Power Innovations Expands Sales Presence

Significant Expansion Adds 51 Sales Reps in 20 States

LINDON, UTAH, March 29, 2002 - [Power Innovations International, Inc.](#) announced today the formation of a sales representation channel for their Uninterruptible Power Quality (UPQ™) products. Five major U.S. firms have been engaged to represent Power Innovations' products in 21 offices covering 20 states.

Power Innovations' [UPQ products](#) are used extensively by OEMs and high-end system integrators to provide clean power and backup power for electronic equipment and computer systems. The five firms cover the southern and western states, representing the first phase of expansion for the company's rapidly increasing market in high quality power backup systems.

The five firms, all leaders in their exclusive area, are known for well-trained sales representatives and products complementary to UPQ Systems. [Acudata, Inc.](#), [FLW Southeast](#), [Tritek Solutions, Inc.](#), [Aztec Enterprises, Inc.](#) and [Tritek Northwest, Inc.](#) have a total of 21 offices across the South, the Southwest, and the West Coast of the United States.

"We created the manufacturing capacity, and now we have started expanding our sales activities," says Bob Mount, President of Power Innovations. "Our products are consistently rated as the best possible quality, and now we've found the channel to distribute that message to OEM's and system integrators."

"California's power is a major problem for many of our customers," says Don Miller, President of Tritek Solutions, "Power Innovations' products are a good fit for customers who depend on a stable source of AC power for their systems. Tritek Solutions' customers in California have experienced first-hand the need for UPQ Systems."

About Acudata, Inc.

Acudata (www.acudata-inc.com) was formed in 1981 to service its customers with a high degree of integrity by providing them with quality products and a motivated technical sales force. In turn, this provides our principals with a competent and results oriented sales staff, motivated to maximize productivity for the benefit of all. All decisions within the organization are based on this premise. Acudata, Inc. representatives cover Texas, Oklahoma, Arkansas, and Louisiana.

About FLW Southeast

FLW Southeast (www.flwse.com) is a value-added, international supplier of factory automation and process control solutions to manufacturers in a wide range of industries. By combining world-class products, application expertise, and unsurpassed customer service, FLW Southeast enables its clients to increase manufacturing efficiency, reduce production costs, and improve product quality and value. FLW Southeast representatives cover Georgia, North and South Carolina, Florida, Alabama, Tennessee, and Mississippi.

About Tritec Solutions, Tritec Northwest and Aztec Enterprises

Tritec Solutions (www.tritecsolutions.com) and sister companies, Tritec Northwest and Aztec Enterprises, provide professional representation for quality companies to customers in California, the Northwest and the Rocky Mountain states, including Arizona, New Mexico, Utah, and Colorado. The combined experience in test instruments, systems, board level products, and system components makes Tritec representatives valuable members of our customers' teams.

About UPQ Systems

UPQ Systems from Power Innovations provide clean, uninterruptible power using battery back up and advanced, true online power conversion. The high-frequency uninterruptible power systems include intelligent microprocessor control, emergency generator compatibility, and advanced SNMP and RS-232 communications. Power Innovations' UPQ Systems were selected for the very successful 2002 Winter Olympics.

About Power Innovations

Power Innovations (www.power-innovations.com) is a technology company in Lindon, Utah, that has pioneered a set of new solutions to generate, store, and manage AC power. Launched in 1997, the company's first products and services entered the market last year. Key products include UPQ Systems for power backup and conversion and power management products for internet-controlled resource management.

Power Innovations, a [Canopy Company](#), was recently named one of Utah's Top 15 Emerging Elite companies by The Mountain West Venture Group. Power Innovations is also ranked number 3 in the Utah Valley Entrepreneurial Forum's Top 25 Under 5, which recognizes Utah Valley-based organizations that are less than five years old and experiencing rapid growth and success.

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