



Patrick J. Appleby  
Regional Account Manager

General Electric Company  
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Ken Jacobs, President  
K.J. Electric  
5894 E. Molloy Road  
Syracuse, NY 13211

Dear Ken,

On behalf of GE Industrial Systems, I want to congratulate you once again on K.J. Electric being named as one of GE's nine national Executive Flagship Distributors and as GE's Automation Drives Distributor for Upstate New York.

General Electric and K.J. Electric have shared the common goal of servicing motors and drives customers ever since K.J. was established in 1981. Our enhanced relationship will ensure that our mutual customers will be able to receive an even greater level of service from K.J. Electric.

Again, thank you for all of the support you have provided our valued customers over the years. If there is anything I can do for you or your customers, please contact me.

Sincerely,

Patrick J. Appleby  
Regional Account Manager

# SIEMENS

**TO:** All Valued Western New York Siemens Customers  
**FROM:** Joe Walker – Siemens Rochester, New York Sales  
**PAGE(S):** 1 of 1

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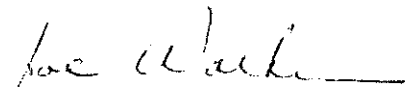
**REFERENCE:** **Siemens appoints Industrial Drives Systems  
Spare Parts Distributor**

Please be advised that Siemens Energy & Automation has appointed K.J. Electric as its exclusive Industrial Drives Systems Spare Parts Distributor for Western New York. K.J. Electric, through its branches in Buffalo, Rochester, Syracuse and Binghamton, can now provide parts for all customers with Siemens industrial adjustable speed drives systems.

Thank you for your continued patronage. Please feel free to contact me should you have any questions or concerns.

Regards,

SIEMENS ENERGY & AUTOMATION

  
Joseph A. Walker  
Account Manager  
Rochester, NY Sales

**Siemens Energy & Automation, Inc.**

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