

## Endress+Hauser announces new representation in the Mid-Atlantic Area

**Eastern Controls, Inc. (ECI) now the single-source provider of Endress+Hauser products, services and solutions in the Mid-Atlantic Area**

September 1, 2015 – Effective September 1, 2015, Eastern Controls, Inc. (ECI) and Endress+Hauser will be teaming up to provide customers with a single-source supplier for all sales, service and solutions in all markets and industries in the Mid-Atlantic area – Metropolitan New York, Eastern Pennsylvania, New Jersey, Delaware, Maryland, and Northern Virginia.

This strategic alignment between Endress+Hauser and Eastern Controls means an unrivaled offering of products, services and solutions for our customers across all industries and applications. ECI offers its customers a diverse and complimentary line of process control and instrumentation equipment along with services and solutions to support its customers. ECI's strength is in its people, who take pride in recognizing customer needs and providing solutions to meet their customers' most challenging process measurement needs.

"Eastern Controls is proud to represent Endress+Hauser," says Cliff McLaughlin Jr., President, Eastern Controls, Inc. "Combining one of the largest instrument manufacturers in the world with the premier process controls representative in the Mid-Atlantic region creates an extremely talented, passionate, and dynamic team of industry experts. We are extremely excited about our partnership with Endress+Hauser and look forward to supporting our customers' requirements with some of the finest products available to the market."

Coinciding with this strategic venture, Eastern Controls has acquired Philip R. Walker Associates of Cockeysville, Maryland. This new addition combines all of the talent, experience and product offerings of both companies under the umbrella of Eastern Controls. Both firms have served the Maryland and Washington DC area for over 40 years.

In addition, Eastern Controls, Inc. will also become the new home of Endress+Hauser's PTU® (Process Training Unit). The PTU features Endress+Hauser instrumentation and is controlled by Rockwell Automation's PlantPAx™ system designed for the purpose of educating customer technicians, engineers, customers, and sales personnel. The PTU includes numerous fully functional flow, pressure, temperature, level and analytical instrumentation throughout the 5,000 square feet of classroom and hands-on training space.

"Partnering with a preeminent organization like Eastern Controls enables Endress+Hauser to thrive in local markets we serve," says Kevin Lavelle, Regional Sales Manager - Northeast, Endress+Hauser. "Eastern Controls offers an unmatched portfolio of services and solutions in the Mid-Atlantic market."

For more information, please visit [www.us.endress.com/ECL](http://www.us.endress.com/ECL).

To learn more about Endress+Hauser's PTU network, please visit: [www.us.endress.com/training](http://www.us.endress.com/training).

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#### **About Eastern Controls**

Since 1969, Eastern Controls has been the Mid-Atlantic's premier manufacturers' representative and distributor of process control and instrumentation equipment. The foundation for our continuing success is our extensive product offerings and inventory, our outstanding sales, technical, and applications support, and our 24/7 service capabilities. For more information, please visit [www.easterncontrols.com](http://www.easterncontrols.com).

#### **About Endress+Hauser**

Endress+Hauser is one of the largest instrument manufacturers in the United States' industrial automation industry – specializing in automation solutions for the Chemical, Food & Beverage, Oil & Gas, Water and Wastewater, Life Sciences, Power and Energy, Primaries, and Pulp and Paper Industries. Endress+Hauser, a Switzerland based company, first began operations in the U.S. in 1970. Since that time, Endress+Hauser has continued to invest in its U.S. operations - investing an average of 10% of its annual revenue into its infrastructure. For more information, please visit [www.us.endress.com](http://www.us.endress.com).

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