



Our Customers Power the Future

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WORLD'S LARGEST OIL COMPANY SELECTS LAPP INSULATORS IN \$4.35 MILLION DEAL

LeRoy, NY (May 23, 2007) – Saudi Aramco, the world's largest oil company in terms of proven reserves, has chosen Lapp Insulators, LLC to ensure the reliability of their transmission lines. Aramco recently placed orders for \$4.35 million worth of Lapp porcelain suspension and line post insulators to be used in a new project in the Eastern province of Saudi Arabia. As a result of this order, Lapp has added several new employees at its LeRoy, NY manufacturing facility.

According to Matthew Bailey, Vice President, Marketing & Sales, "There are several reasons Aramco chose Lapp for this critical project. We are one of a select number of manufacturers that are capable of supplying both of the products they need. Quality was also a key factor, as Saudi Aramco has very stringent requirements. Our long standing reputation for quality convinced them that Lapp products would consistently meet their requirements."

The fact that Lapp is a multinational company was another factor in securing the Aramco order. "We currently do business in more than 60 countries, and we've been operating in Saudi Arabia for decades," Bailey says. "We've proven that we understand the global needs of our customers, and we've developed the infrastructure to manufacture and deliver products when and where our customers require them. We've taken a strategic, long-term approach to growing our business around the world, and the Aramco order is proof that the strategy is working."

Porcelain line posts, which account for the majority of the Aramco order, will be manufactured in Lapp's LeRoy, NY facility. Lapp has made significant capital investments which, combined with its workforce expansion, has increased manufacturing capability and efficiency at this location. The suspension insulators will be manufactured under one of Lapp's technology licensing agreements by Dalian Insulator Company, Lapp's new joint venture partner in the People's Republic of China.



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Lapp Insulators, LLC, headquartered in LeRoy, New York, is a leading supplier of high voltage insulators for the global electric utility industry with manufacturing facilities in LeRoy, Sandersville, GA, Wunsiedel, Germany and the People's Republic of China. Recently named one of Rochester's Top 100 fastest growing companies, Lapp's core businesses include ceramic and composite insulators for applications ranging from 15 kV to 765 kV.

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