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For Immediate Release

New VP of Sales

HM Cragg hires Tom Latanision as VP of Sales

EDEN PRAIRIE, Minn. (Winter 2011) - HM Cragg, a leading distributor of backup power supplies, has hired Tom Latanision as the VP of Sales in charge of expanding current markets, growing the customer base, and managing the dynamic sales team. Tom's core objectives will include sales plan development and management as it pertains to UPS (uninterruptible power systems) products and complementary offerings.

Educated at the University of Minnesota (BA in Economics, MBA), Tom has spent the majority of his career in sales, sales management, and channel management with electrical manufacturers. Prior to his position with HM Cragg, he established relationships with electrical contractors, distributors, and commercial, industrial, and OEM customers. Tom will provide experienced leadership for the growing sales team at HM Cragg while setting ambitious yet attainable revenue goals to further advance HM Cragg's quality reputation in the marketplace.

Tom, a native Minnesotan, currently resides in Edina, MN, where he lives with his wife and two daughters.

Ron Piersky, who formerly held the VP of Sales position, is now serving as the VP of Business Development. Ron will continue to work closely with the VP of Sales to expand HM Cragg's market presence and acquire new business.

About HM Cragg

Since 1968, HM Cragg has provided preventive maintenance and installation services on backup power systems, including power plants, batteries, chargers, rectifiers, cabling, racking, and grounding systems. With a full service staff of Telcordia-trained technicians, HM Cragg is experienced in telecommunications, switchgear and control, and UPS (uninterruptible power systems) environments. More information is available at www.hmcragg.com.

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