



SBE, Inc.
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PRESS RELEASE FROM SBE, Inc. (dba. S B Electronics)

For release on November 24, 2003: Today November 24, 2003, Vermont Lieutenant Governor, Brian Dubie, is visiting SBE, Inc. a local and growing manufacturer of electronic components in Barre.

Barre, Vermont: Lieutenant Governor Dubie has a one-hour tour of SBE, Inc. today as part of his continued effort to encourage local manufacturing in Vermont. In an economy where the loss of manufacturing jobs is just too common, SBE is an interesting example of a small local business, which is showing promising results and the hope to create manufacturing jobs in the coming months and years. SBE is proud to be able to share its experience with Lieutenant Governor Dubie about the ways it has faced the recent economic downturn and the sustainable strategy it has developed to grow manufacturing jobs in the new economic reality here in Vermont.

SBE's sales are up 15% in its most recent quarter, and have been growing steadily since early 2002. Why? Because of a high quality workforce and talented management team, new technology, rapid new product development, solid manufacturing processes and a product name recognized around the world, the Orange Drop®. And this is taking place all here in Vermont! Moreover, the company is making plans to hire additional people in manufacturing, sales support, and engineering support early next year.

SBE has been manufacturing capacitors since 1945 for various industries. And the future is bright.

“We have new products in the Electric Utility Grid, Homeland Security, and Medical Markets. The prospect of new jobs in both manufacturing and engineering is exciting with all these opportunities in front of us” explains Ed Sawyer, President and CEO of SBE since 2002.

“We have also created a culture here at SBE that you just don't find in other parts of the world; dedication to customer service, dependability, and the deep-rooted values shared by all of our employees that keep customers coming back.” adds Mark Browning, V.P. Sales and Marketing since 1989

“We are very pleased to see the interest the Lieutenant Governor is showing towards our company. We were able to turn this company around with the help of a Vermont Economic Development Agency loan and we feel that we can face the challenges of growing manufacturing jobs in Vermont if we can find ways to pull the public and private sectors together.” Ed continues.

Lieutenant Governor Brian Dubie stated: “The State of Vermont supports businesses like SBE in every way we possibly can. We all know that government does not create jobs but we can create an environment where business can flourish and where Vermont job seekers can enjoy new opportunities as well as prosperity. We applaud Ed in his efforts to succeed, employ and grow”.

PRESS NOTES: The Lt. Governor is expected to arrive at 3:30pm on Nov 24th for a one-hour tour of the plant and discussion with the employees. At 4:30pm there will be an opportunity for questions on site. Please let us know if you are planning on sending a representative. Contact our Communications Agency, Carrousel Design & Communications at carrousel-inc@earthlink.net or Ed Sawyer directly at edsawyer@sbelectronics.com or 802-476-4146.