

News Release

For Immediate Release

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Vitronics Soltec Soldering Equipment to be represented by Competitive Edge Solutions in New England

Minneapolis, Minnesota, USA, December 21, 2017 – ITW EAE, the Electronic Assembly Equipment division of Illinois Tool Works, announces a new partnership agreement with Competitive Edge Solutions LLC to represent and distribute Vitronics Soltec soldering equipment beginning January 1, 2018 for the territory of Maine, New Hampshire, Vermont, Massachusetts, Connecticut, and Rhode Island. This agreement is an expansion of Competitive Edge Solutions' representation of ITW EAE's product line which already included MPM printers, Camalot dispensers, and Electrovert soldering and cleaning equipment.

"As we were looking to consolidate the Speedline and Vitronics Soltec sales channel, we felt that Competitive Edge Solutions was in the best position to serve our existing customers and grow the market," said Michael Austin, Vitronics Soltec Sales Director. "They have a proven track record representing MPM, Camalot and Electrovert and have earned a reputation for excellent customer service."

Competitive Edge Solutions has over 20 years of practical experience providing industry leading equipment to the New England market. Understanding customer's equipment needs and helping them select the right equipment is one reason for their success. Competitive Edge Solutions helps companies gain a competitive edge, by enhancing processes and solving problems. More information on Competitive Edge Solutions can be found at www.cesolutionsllc.com.

"It is our mission to help our customers select the right equipment for their process," said Dave Wilson, President of Competitive Edge Solutions. "Vitronics Soltec offers cutting-edge soldering technology and we are happy to be able to offer this superior solution to our customers."

Vitronics Soltec is a brand of ITW EAE, a division of Illinois Tool Works, Inc. They specialize in the design and manufacturing of mass soldering equipment for the global circuit board assembly market, and includes Reflow, Wave and Selective Soldering technologies. ITW EAE brings together world-leading brands of electronics assembly equipment including MPM, Camalot, Electrovert, Vitronics Soltec, and Despatch. For more information visit www.itweae.com.