



FOR IMMEDIATE RELEASE

IMCORP Hires Paul Carey as Southeastern Regional Sales Manager

Effective April 10, 2017 Paul Carey joins INCORP as Southeastern Regional Sales Manager.

MANCHESTER, Conn., May 15, 2017. INCORP is pleased to announce its recent hire of Paul Carey, who will join the sales & marketing team as Southeastern Regional Sales Manager. This position was created to support the continued growth and expansion of INCORP's products and services. In this role, Paul will be responsible for the Southeastern Region. He will be based in the Carolinas.

Paul joins us with over 20 years of sales and marketing expertise in the industrial, utility and renewable markets. Paul has extensive experience in all stages of cable accessory, connector, animal protection, and many other products' sales cycle and installation training.

Most recently, Paul served as TE Connectivity utility key account manager for all of Duke Energy, the Carolinas and East Tennessee. Paul's career also includes sales manager and product manager at TE Connectivity as well as sales support and engineering for Raychem Energy Products. Paul earned his Bachelor of Science in Business Administration *summa cum laude* with Honors from North Carolina Wesleyan College in Raleigh, N.C. He earned his A.S. in Mechanical Engineering from Wake Technical Community College in Raleigh, N.C.

Matt Spalding, INCORP Vice President of Sales & Marketing said "I have known Paul for his entire 20 year career in the power industry. I am excited to have Paul join the INCORP Sales team. Paul's wealth of industry technical and market experience is a great compliment to our science based leadership position in power cable asset management solutions. In addition, Paul understands the challenges our customers face with managing critical cable system infrastructure and the value INCORP's Factory Grade® technology offers to most effectively ensure the required reliability of these assets. We are confident that he will make a significant contribution to our clients by delivering our portfolio of proven fact based remedies for aged cable asset reliability and new installation quality assurance."

IMCORP, an engineering services company, is the technology leader in underground power cable diagnostics. The company's patented technology has been field-proven through the testing of millions of feet of underground power cable all over the world. The Factory Grade® assessment locates existing cable system defects for improved future cable reliability. This performance-driven diagnostic solution provides the most effective and efficient way to determine the reliability of new or aged cable systems from 5kV to 500kV. INCORP has been assisting clients around the world to improve cable reliability for over 20 years, and has tested more than 130,000 spans totaling over 150 million feet.

IMCORP's technology improves the quality of life for everyone by enhancing the reliability of electric power delivered to them through underground power cables. Find out more at www.imcorp.com.

For more information or to schedule an interview, please contact:
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