

October 13, 2011

Dear Customer:

I am very excited to announce that B&B Electronics has acquired Quatech, Inc., one of the industry's leaders in high performance device networking and connectivity solutions. This move immediately broadens our connectivity product offerings, deepens our engineering expertise and significantly expands our accessibility through a comprehensive distribution channel. As one company, we will continue working with our customers' engineering teams to offer connectivity solutions.

B&B and Quatech offer a complementary blend of products with little overlap and, in fact, have sold one another's products for years. Quatech brand products enable reliable machine-to-machine (M2M) communications via secure 802.11 wireless or traditional wired networks, with industrial-grade embedded radios, modules, boards and external device servers, and bridges. For local and mobile connections, Quatech's serial adapters provide secure connectivity and port expansion via any interface option.

While B&B maintains a strong large online direct marketing and catalog business, Quatech brings to B&B a strong sales channel, as well as a particular strength is in supporting OEMs, VARs and distributors. More specifically, Quatech offers the embedded technology needed for WiFi applications, a fast-growing market tied to mobile device connectivity. The addition of a strong sales channel and advanced OEM technology translates to better solutions, products and processes for all of our customers.

The two companies unite under a steadfast commitment to engineering quality. Quatech in particular has a tremendous engineering expertise in embedded wireless connectivity, a sector that is quite important to B&B. We will continue to focus on higher speed solutions to meet the needs of our OEM customers by further developing our engineering teams. We also expect to accelerate the pace of new product development.

I will serve as CEO of the combined company, and Steven Runkel, formerly CEO of Quatech, will immediately become VP of Sales & Marketing for B&B. As one company, we remain vigilant and focused on providing outstanding service and quality deliverables to our customers. You will continue to work with your current sales and service team with no disruption in customer service, shipments or product development timetables as a result of the acquisition. Please check our website www.bb-elec.com for updates.

Thank you for your continued support. We look forward to continuing our relationship with a pledge toward innovation leadership, outstanding product quality, expert technical support and high value solutions.

Sincerely,

Sean Harrigan
CEO