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KJ Electric Signs Exclusive Contract With Bartec USA

Syracuse, NY- Owner and CEO of **KJ Electric**, Ken Jacobs, signed an exclusive contract with Derek Hillman, President and Director of **Bartec USA**, making KJ Electric the only distributor in the United States.

KJ Electric, an electric motor, drives, controls and power transmission product distributor with 5 locations in Syracuse, Albany, Binghamton, Rochester, Buffalo, NY, signed a multimillion dollar contract with Bartec Group USA, to sell their Bartec-Technor line of explosion proof ATEX and IECEx Controls and their Bartec-Varnost line of explosion proof ATEX motors. This contract makes KJ Electric the only distributor allowed to sell the Bartec product in the United States.

“This contract is a huge deal for both companies,” said Jacobs, “it allows Bartec to have their products stocked at KJ Electric and it allows us the exclusivity that every distributor wants.”

The Bartec-Technor line of ATEX and IECEx controls are manufactured in Norway and the Bartec-Varnost line of ATEX motors are manufactured in Slovenia. Bartec USA is located in Houston, Texas and is the central hub for all the international offices that are represented through the Bartec Group. They have exclusive rights to all of the North and South America territories.

Through this new found partnership KJ Electric’s custom panel shop, located in their Corporate Headquarters in Syracuse, NY, now has the ability to construct ATEX explosion proof control panels for their widespread customer network.

“KJ Electric is sending 3 employees to Norway to be certified in IECEx and ATEX enclosures,” said Jerry Lamphere, KJ Electric Panel Shop manager. “It is very exciting, this is a part of the industry we have wanted to be involved in for quite some time.”

The Bartec lines of ATEX and IECEx products serve various industries including the oil, gas, chemical and mining industries.

“Our products are used in many areas which are classified as potentially explosive atmospheres, such as flammable gases, vapors, or dust”, said Willie Fuchs, Sales Manager Bartec USA. “This partnership with KJ Electric allows us to use their expertise in motors and controls to extend our presence throughout the United States.”

Bartec USA’s line of IECEx and ATEX controls and ATEX motors are already available at KJ Electric.

Founded in 1981, by President and Owner Ken Jacobs, KJ Electric is a leading distributor of electric motors, drives, controls, and power transmission products. With capabilities of performing motor repair, industrial control fabrication and servo technology. Headquarter in Syracuse, New York; KJ Electric also has 4 additional branches in Albany, Binghamton, Buffalo, and Rochester. For more information, call 315-454-5535 or visit www.kjelectric.com.