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Lightning Eliminators Grows Exports 183 Percent; Adds Four New Countries to Business Portfolio

Now doing business in 70 countries, the Colorado-based technology company continues to flourish internationally

BOULDER, Colo.--(BUSINESS WIRE)--Lightning Eliminators & Consultants, Inc. (LEC), the leading supplier of integrated lightning protection and lightning prevention products, solutions and services, today announced its export business continued to grow in 2012, leading to 183 percent export growth over the past two years. The company also added four countries to its portfolio, bringing the number of countries in which it currently is doing business to 70.

While LEC's sales efforts have focused more on international markets over the past several years, the substantial export growth can also be attributed to the increased occurrence of lightning strikes globally and the need to protect expensive equipment and assets from such strikes. As a result, sales to international markets represented more than half LEC's total 2012 revenue.

In 2012, the addition of Colombia, Brazil, Netherlands and Belgium to the roster of markets in which LEC does business helped the company achieve its goal of selling lightning protection products to 70 countries worldwide.

"Businesses around the world clearly recognize the need to protect themselves and their assets against lightning strikes, which are becoming a more common occurrence in virtually every country and region," said Avram Saunders, president and CEO, LEC. "By eliminating the worry from such unpredictable and potentially devastating acts of nature, we are ensuring that global business can operate uninterrupted, and we are helping to ensure the stability of global economies in the process."

2012 also was successful in terms of recognition for LEC. The company won the 2012 Colorado Companies to Watch Award, it was named a winner of the Stevie Award for Company of the Year, Diversified Services, and it was named a finalist for a Platts Global Energy Award. Further, LEC was chosen to be featured in a Weather Channel documentary entitled "Hacking the Planet," which will air worldwide in February 2013.

"Such a remarkable year is tough to beat, but 2013 is off to a great start. Our first project of the year – a \$750,000 order that was made through our partner Consilium – is underway," added Saunders.

About Lightning Eliminators & Consultants, Inc.

Lightning Eliminators & Consultants, Inc. (LEC) is dedicated to providing integrated lightning protection and prevention products, solutions and services by utilizing innovative patented charge transfer technology, grounding systems

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engineering, surge protection design, and providing comprehensive consulting services based on physics and state of the art engineering principles. Working globally and throughout the United States, LEC has implemented its proprietary DAS™ solutions in addition to RGA™ solutions for floating roof tanks across many industries like Petrochemical, oil and gas, biochemical, communications, mining, nuclear energy, utilities, power generation and manufacturing. For more information on lightning protection: <http://www.LightningProtection.com>.

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