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## **Dow Corning - EMD in the Spotlight as Business Partner of the Month**

*February 1, 2009 – Fort Wayne, IN* – Essex Brownell is pleased to announce Dow Corning - EMD as Business Partner of the Month for February, 2009. The Business Partner of the Month program is aimed to increase value to our strategic supply partners, and deliver a consistent training platform to the sales organization. The newly added program was started in September 2008, and will continue to highlight key business partners each month in the upcoming year.

Key elements of the Supplier of the Month program include web promotion, training, e-mail campaigns, and a joint go to market business plan. “We see the Supplier of the Month program as key to developing the knowledge and consultative skills of our sales executives,” stated Matthew Hagemann, Executive Director of Marketing for Essex Brownell.

Marie Jones, Electronics Marketing Manager for Dow Corning states, “Being recognized as supplier of the month, demonstrates Essex’s ongoing commitment to their Strategic Suppliers. With their efforts in understanding our business plans, this event strengthens our image with the customers we serve because Essex Brownell is able to provide a transparency of who Dow Corning is and how we together enable the success of our customers.”

For additional information on **Dow Corning - EMD in the Spotlight as Business Partner of the Month**, contact Matthew Hagemann, Executive Director of Marketing, at [matthew.hagemann@spsx.com](mailto:matthew.hagemann@spsx.com) or visit us at [Essex Brownell online](#).

### **About Dow Corning - EMD**

Dow Corning is an internationally recognized supplier of electronic materials, application technology and services. Dow Corning material extends through applications across the entire electronics value chain from semiconductor fabrication to final system assembly. Dow Corning materials are used to adhere, protect, and seal electronic components in applications in Automotive, Aviation / Aerospace, Military, Computer, Telecommunications and Consumer Electronics. Visit [Dow Corning](#) online for additional information.

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