



FOR IMMEDIATE RELEASE

**INVERNESS GRAHAM STRENGTHENS ITS INDUSTRIAL CONNECTIVITY PLATFORM WITH
SECOND ADD-ON ACQUISITION**

Portfolio Company B&B Electronics Acquires European Networking Solutions Business

Philadelphia, PA, March 6, 2012 – Inverness Graham Investments, a private equity firm based in suburban Philadelphia, announced today that its portfolio company B&B Electronics has acquired Conel s.r.o. Based in the Czech Republic, Conel is a market leader in reliable and secure industrial wireless routers, gateways and devices that connect cellular networks to Ethernet, serial and other data networks. The acquisition expands B&B's European footprint and strengthens its position in the fast-growing wireless market. Conel extends B&B's offering into industrial cellular communications and complements B&B's acquisition of Qatech, which was completed in October 2011. Inverness Graham partnered with Graham Partners to acquire B&B Electronics in 2008.

B&B Electronics (www.bb-elec.com), headquartered in Ottawa, Illinois, is a global one-stop source for rugged, reliable industrial connectivity and wireless communication solutions. B&B provides manufacturers and industrial process companies with networking solutions that tie together disparate technologies. B&B's networking products are designed specifically for rugged industrial environments and allow multiple technology interfaces (Ethernet, USB, wireless, serial, etc.) to operate within a network.

"Conel brings a wide variety of advantages to B&B's customers," explained Sean Harrigan, B&B's President and CEO. "It has built a strong brand in Europe with products that quickly have become known for rugged reliability. Its product roadmap will provide several exciting extensions of our own technology into the wireless solutions that are proving so important to many of our customers."

The terms of the transaction were not disclosed.

About Inverness Graham Investments

Inverness Graham is an operationally focused, lower middle market private equity firm headquartered in suburban Philadelphia. Inverness Graham acquires high growth, innovative manufacturing and service

companies with enterprise values up to \$75M. The firm has over \$250M assets under management and was founded by senior executives of the Graham Group of industrial businesses. For more information, please visit www.invernessgraham.com.

FOR FURTHER INFORMATION CONTACT:

Courtney Comer (ccomer@invernessgraham.com)

Phone: 610-722-0300 **Fax:** 610-251-2880