



FOR IMMEDIATE RELEASE

Linear Re-Structures Sales Force into the System Sales Group and Business Development Group

Carlsbad, CA (February 13, 2012) – [Linear LLC](#), the leading supplier of electronic products for a host of residential and commercial applications, is excited to announce the re-organization of its outside sales representatives into the new **System Sales Group**.

Customers now have a single point of contact for all of Linear’s products and brands, inclusive of:

Garage Door Operators	Personal Emergency Reporting Systems
Commercial Door Operators	Security Solutions
Gate Operators	Audio/Video/Data Solutions
Access Controls	Communication Systems
Radio Frequency Controls	Central Vacuums

Linear, already well-known for the outstanding service provided by its sales team, made the move to further dedicate resources to customer growth. “The single-representative model will allow us to work even more closely with customers, understanding and supporting their market’s needs,” says Larry Foisie, Vice President of the System Sales Group. Foisie, a 20-year veteran at Linear, was formerly the Vice President of Linear Entry Systems.

Todd Hokunson, formerly Linear’s Vice President of Electronic Systems, was concurrently named Vice President of the **Business Development Group**, which includes Linear’s international sales, and custom OEM/ODM manufacturing services. “This team has the critical task of developing strategic relationships with large customers who can add significant growth to our business. These will be customers that have unique requirements that we can address through customized or private label solutions, whether it be products, services, or any range of other capabilities,” says Mike O’Neal, President of Linear.

With responsibilities for the expanded product line, Linear’s sales staff has been undergoing intensive training during the last several months, and is fully equipped to

guide customers in all areas. The company has already seen the change welcomed by its professional distribution and installer base.

For more information about Linear, contact your System Sales Group or Business Development Group representative, or contact Linear at 800-421-1587 or www.linearcorp.com.

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About Linear LLC

Linear LLC is a pioneer in engineered radio frequency (RF) products and is a major supplier of wireless residential security systems, access control, intercoms, garage door operators, gate operators, short- and long-range radio remote controls, and personal emergency reporting systems. In recent years the company, through acquisition, has expanded into a wide range of consumer electronics, including whole-house audio/video distribution systems, central vacuum systems, music/communications systems, speaker systems, and structured wiring systems. For more information, contact Linear LLC, 1950 Camino Vida Roble, Suite 150, Carlsbad, CA 92008, 760.438.7000 or www.linearcorp.com.

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