



## **Winland Electronics, Inc. Renews Line of Credit; Updates Business Activity**

**Mankato, Minn. / July 6, 2009** - Winland Electronics, Inc. (AMEX: WEX), a leading designer and manufacturer of custom electronic control products and systems, today announced that the company has renewed its line of credit with Marshall & Ilesley Bank (M&I) originally executed June 30, 2003.

The renewed agreement, which extends the company's borrowing facility to June 28, 2010, establishes the line of credit at 4.5 percent per year or the one-month LIBOR (London Interbank Offered Rate), whichever is higher.

"Winland Electronics and Marshall & Ilesley Bank have formed a strong partnership over the years," said Thomas de Petra, president and chief executive officer of Winland Electronics. "We view the renewal of our line of credit as a continuation of that partnership and the continued recognition by M&I of the progress we have made in strengthening our business and in positioning ourselves for future growth."

### **Update of Business Activity**

Winland also announced three new business opportunities, including an initial 700-piece production order from a leading diversified provider of advanced transportation safety equipment, a new customer that developed in late 2008 with a small engineering project. The company also recently received an order for a qualification build from a scientific instrumentation systems company and a small initial product build from an industrial products company.

"While combined these opportunities are modest relative to our overall revenue levels," de Petra said, "nonetheless, they are encouraging because they validate the strategy we have been executing over the past several quarters in which we engage the customer at a much earlier stage in the development process. By partnering with them at the engineering phase, efficiency is increased and developmental costs are lowered."

In recent weeks, de Petra added, the company has experienced an increase in quotation activity as current and potential customers explore new projects.

### **About Winland Electronics**

Winland Electronics is an electronic manufacturing services (EMS) company, providing product development and manufacturing expertise and innovation for more than 20 years. Winland also markets proprietary products for the security/industrial marketplace. Winland's product development offering includes program management, analog circuit design, digital circuit design, printed circuit board design and embedded software design. Winland differentiates itself from the contract manufacturer competition with its integrated product development and manufacturing services to offer end-to-end product launch capability, including design for manufacturability, design for testability, transition to manufacturing and

order fulfillment. Winland's core competency is delivering time-to-market through superior program management, experience, integrated development processes, and cross-functional teams. Winland Electronics is based in Mankato, MN. [www.winland.com](http://www.winland.com)

CONTACT: Thomas J. de Petra  
President, CEO  
(507) 625-7231

Jan W. Drymon  
The Carideo Group, Inc.  
(612) 317-2881  
[jan@carideogroup.com](mailto:jan@carideogroup.com)

#### **Cautionary Statements**

Certain statements contained in this press release and other written and oral statements made from time to time by the Company do not relate strictly to historical or current facts. As such, they are considered forward-looking statements, which provide current expectations or forecasts of future events. The statements included in this release with respect to the following matters are forward looking statements; (i) the Company continues to execute well on our plan to broaden its capabilities and to expand the scope of services it provides to its clients; (ii) the Company's more collaborative customer relationship model helps reduce the Company's customers' supply chain costs, while providing improved customer quality and presents long-term opportunities for the Company; (iii) as the Company continues to strengthen its capabilities and help its customers improve their margins, the Company is also improving its own operating performance; and (iv) the impact of the down-turn has been mitigated by cost-saving and efficiency improvements put in place throughout much of 2008. These statements involve a variety of risks and uncertainties, known and unknown, including among other risks that (i) the Company is not able to execute its business plan to broaden its capabilities and to expand the scope of the services it provides to its clients; (ii) that the Company's more collaborative customer relationship model does not help reduce its customers' supply chain costs as well as provide improved customer quality and present long-term opportunities for the Company; (iii) that as the Company continues to strengthen its capabilities and help its customers improve their margins, the Company is not also improving its own operating performance; (iv) that the impact of the down-turn is not mitigated by cost-saving and efficiency improvements that were put in place throughout much of 2008 and in 2009; and (v) and uncertainties arising from global events, such as terrorist attacks or a pandemic outbreak, or the threat of such events. Consequently, no forward-looking statement can be guaranteed and actual results may vary materially.