



Making electric power safer,  
more reliable, and more  
economical.





## OVERVIEW

“We work daily to succeed at our mission by focusing on innovation, quality, and customer service. All of us at SEL are proud to serve our industry, and we look forward to working with you this year and for many years to come. Together we power the future.”

Dr. Edmund O. Schweitzer, III, President and Chief Technology Officer

At Schweitzer Engineering Laboratories, Inc. (SEL), innovation is more than just a mindset—it's how we power the future. As a globally recognized leader in the protection, control, and automation of electric power, SEL creates advanced technologies that help power to flow safely and efficiently from the generation source to transmission and distribution. We're driven by both simplicity and the continual process of improvement—two principles that have been with us from the beginning and continue to inform and inspire everything we do.

### **Our mission**

To make electric power safer, more reliable, and more economical.

### **What powers us**

We are passionate about our work, knowing it directly contributes to improving the reliability of electric power. Through efficiency, simplicity, and creativity, we not only keep people safe, but help our customers conserve resources as well. This commitment to serving our industry is deeply connected to our corporate responsibility and ethics. We believe strongly in our core company values, which are not only an essential part of our working environment, but also the way we view our industry, the natural environment, and our global community at large.



## OUR HISTORY

“Creativity is at the heart of SEL. It’s the basis on which we were founded in 1982 and still operate on today.”

Dr. Edmund O. Schweitzer, III

Inspired by his research as a doctoral candidate, Dr. Edmund O. Schweitzer, III, invented the first microprocessor-based digital protective relay, the SEL-21, in 1982. The SEL-21 revolutionized the electric power industry by providing reliable transmission line protection with fault locating at a much lower cost than traditional electromechanical relays. Two years later—and operating with seven employees from Dr. Schweitzer’s basement—SEL made its first sale, to Otter Tail Power Company in Fergus Falls, Minnesota.

Industry-leading innovations followed, including the introduction of the load-encroachment element in a transmission relay, synchrophasors as a standard feature in protective relays, and MIRRORRED BITS® relay-to-relay communications.

SEL continued to exceed power systems industry benchmarks though

innovative products, integrated solutions, and a world-class warranty and customer service. In 2020, we released the SEL-T401L Ultra-High-Speed Line Relay—the first relay in the world to combine traveling-wave and incremental-quantity elements with phasor-based protection. It joins our product family of protective relays, automation controllers, digital secondary system solutions, recloser controls, and more.

Our steadfast dedication to creativity and ongoing improvements extends beyond our products and services. In 1994, SEL became an employee-owned company, and in 2009, we achieved our long-term goal of 100 percent employee ownership. This provides the company—and our employee owners—with the necessary framework to grow and provide a lasting commitment to our industry, customers, and community.





Today, SEL sets the global standard for power systems products and technologies. Together, the passion, determination, and innovation that drove SEL from a basement with a handful of employees to a worldwide company powers our path to the future.

SEL manufactures all our electronic devices in the U.S.A.

### SEL locations

Headquartered in Pullman, Washington, our company connects with customers from SEL offices and facilities around the world. In Pullman, you'll find our largest manufacturing facility, with more than 200,000 square feet of manufacturing space, as well as the SEL Solution Delivery Center, our product acceptance center where customers can see their equipment and systems in action prior to delivery. Elsewhere

in the United States, and in Mexico, Brazil, and Colombia, our regional assembly factories build panels that house our American-made relays in locations nearest to our customers, thereby cutting down on shipping costs and fossil fuels used for transport and delivery.

- Electronic Device Manufacturing
- Regional Panel Assembly
- SEL Branch Office

**5,300+ employees in 107 offices around the globe**

**40,000+ customers in 166 different countries**

**5 electronic device factories in the United States**

**5 regional panel assembly factories across the globe**

**1,031,956 square feet of total manufacturing space worldwide**

**100% employee-owned**



## QUALITY, INNOVATION AND MANUFACTURING

“We invest in our people, tools, and facilities in order to produce designs that exceed our customers’ requirements. Engineering is our middle name, and it’s what we love to do”

Dave Whitehead, Chief Executive Officer

From idea to execution, the products and technologies we develop directly reflect the challenges our customers face. Our focus on long-term reliability and quality begins in SEL Research & Development and extends through our Manufacturing Division, where every employee owner has a stake in our long-term success. We employ world-class manufacturing techniques, such as partnership and simplicity, to deliver products in days, not weeks.

In the spirit of continuous improvement, SEL constantly seeks out new ways to reduce waste and make our products

more reliable. We also work to bring things like sheet metal, magnetics, and plastics in-house, which gives us added control throughout the manufacturing process.

SEL complies with the highest quality standards—such as IPC-A-610 Class 3 and ISO 9001:2015—and constantly exceeds those requirements and customer expectations. To ensure superior, reliable functionality, we test our products thoroughly and verify that they will perform for decades under demanding and harsh conditions.

### Our quality practices include:

- Monitoring and controlling processes to exceed the ISO 9001:2015 Quality Management Systems Standard.
- Developing robust, repeatable, and scalable manufacturing processes to address process errors.
- Ensuring that our test and calibration laboratories use the latest equipment and follow National Institute of Standards and Technology (NIST) traceable standards for accuracy and maintenance.
- Partnering with our suppliers for the highest possible quality and value.

## INDUSTRIES

“Serving our industries is a tremendous privilege and responsibility that we take very seriously. Listening to our customers’ requirements and needs, we strive to make our solutions innovative, reliable, and secure.”

Leith Sorenson, Senior Vice President of Manufacturing

Customers both directly and indirectly involved with the generation, transmission, and distribution of electric power employ SEL products and solutions. Our equipment becomes part of critical and complex infrastructure—ranging from the electric power grid to processing and manufacturing facilities—and by engaging in constant, two-way communication with our customers we’re able to create practical solutions for a broad scope of industries and applications.

### Government Services

Working under stringent physical and information security requirements, our Government Services Division delivers Job Done® solutions to official U.S. entities, like the Department of Homeland Security, Department of Energy, and Department of Defense.

### Engineering Services

From consulting and design to drafting, installation, and support, our Engineering Services Division provides turnkey protection, automation, and security systems for customers around the globe.

### SEL University

Customers looking to gain a better understanding of how to integrate digitally based technologies into the infrastructure of today’s power systems can take virtual and in-person continuing education courses through SEL University. All our classes satisfy Professional Development Hour (PDH) credit requirements, and SEL University is accredited by the International Association for Continuing Education and Training (IACET), enabling us to issue IACET Continuing Education Units (CEUs) as well.

### Industries we serve include:

- Electric power generation
- Electric power transmission and distribution
- Oil, gas, and petrochemical
- Renewable energy
- Metals and mining
- Water and wastewater
- Pulp and paper
- Mission-critical power systems
- Government
- Education and healthcare
- Consumer product manufacturing
- Transportation





## SEL VALUES

“We are devoted to learning, innovation, safety, and wellness. Personal milestones, career achievements, and company-wide goals are all shared and celebrated among our SEL family.”

Stacey Doty, Chief People Officer

Our values and commitment to community drive every decision we make at SEL. Through partnerships with organizations like The Global FoodBanking Network, Corporate Angel Network, and SOS Children's Villages, SEL works to enrich and improve the lives of people around the globe.

As a 100 percent employee-owned company, we offer a wide range of careers and paths for growth, from manufacturing and engineering to marketing and human resources. SEL employees think like owners while embodying the core values that have led to our continuing success.

### Quality

We seek simplicity, use the best available tools and processes, and work in a spirit of continuous improvement.

### Communication

We listen carefully to our customers and communicate efficiently, clearly, and respectfully.

### Integrity

We treat each other with dignity and respect at all times, make clear promises to our customers, and exceed their expectations.

### Customer Focus

We offer our customers continual collaboration and unmatched value and support in all our products and services.

### Discipline

We commit and deliver by managing resources, projects, and work wisely.

### Creativity

We work together to develop new ideas and encourage change in the spirit of innovation and improvement.

### Community

We seek to grow our community by being the best employer possible and sharing our successes.

### Ownership

We take a pride of ownership in our work and look for ways to help us all succeed.

### Dignity of Work

We appreciate, respect, and enjoy diversity of thought and opinion.

### Ranked #1 by Newton-Evans

In an independent study conducted by the Newton-Evans Research Company, international utilities ranked SEL first in overall customer experience. Among North American utilities, SEL ranked first as a protective relay manufacturer in all categories, including technology, price, features, security against hackers, technical support, web information, ease of use, and maintenance costs.

### Select awards include:

National Inventors Hall of Fame Inductee, Dr. Edmund O. Schweitzer, III

First place in the National Renewable Energy Laboratory Microgrid Competition

100 Best Companies to Work For  
—FORTUNE Magazine

20 Best Workplaces for Baby Boomers  
—FORTUNE Magazine

100 Best Workplaces for Millennials  
—FORTUNE Magazine

15 Best Workplaces in Manufacturing & Production  
—Great Place to Work's Great Rated!

Association of Washington Business Employer of the Year

International and National Relief Award  
—American Red Cross

IEEE Medal in Power Engineering, Dr. Edmund O. Schweitzer, III

## CUSTOMER SERVICE

“Our outstanding customer service and support reflect who we are. We put our customers first. People, not automated systems, answer our phones.”

David Costello, Chief Sales and Services Officer

Customers in 166 countries rely on local support from SEL application and integration engineers, customer service representatives, and sales managers in over 60 offices in the United States and in more than 40 internationally. The SEL network of independent sales representatives and distributors provides additional sales support in many regions.

### Disaster relief

To better help our communities and support our customers, SEL has a standing commitment to offer a 10 percent discount on all products destined for natural disaster relief. When major disasters occur, we rush deliveries and provide field support to restore power as quickly as possible.

### Warranty

SEL backs our products and commitments with a ten-year warranty, no-charge diagnostic and repair services, local support, and a variety of test procedures and certifications. We design our products to last more than 20 years; however, should a product failure occur, we encourage our customers to return the product. Our goal is a 72-hour turnaround to get to root cause of the issue and either repair or replace the unit. When something goes wrong with a product, we want it back—this helps us better understand what our products must endure in the field and informs the ongoing improvements we can make to our technologies and designs.

“We picked Schweitzer Engineering for two main reasons. They proposed the best solution with very technologically advanced relays. We also took into account that they had done comparable SPS projects in other countries, such as Georgia and Uruguay, with very good results.”

Rodolphe Hanuise, Elia

“SEL made a proposal to come up with a custom solution based on the existing hardware...and essentially perform brain surgery on our substation while it was still operating.”

Sacha Tibbetts,  
Caribbean Utilities Company, Ltd.

“We have a real partnership with SEL. Our intent was to have a turnkey project with SEL, and that’s been very successful—we’re very pleased with what we’ve accomplished to date.”

Alwyn VanderWalt,  
Public Service Company of New Mexico



## CONNECTIONS

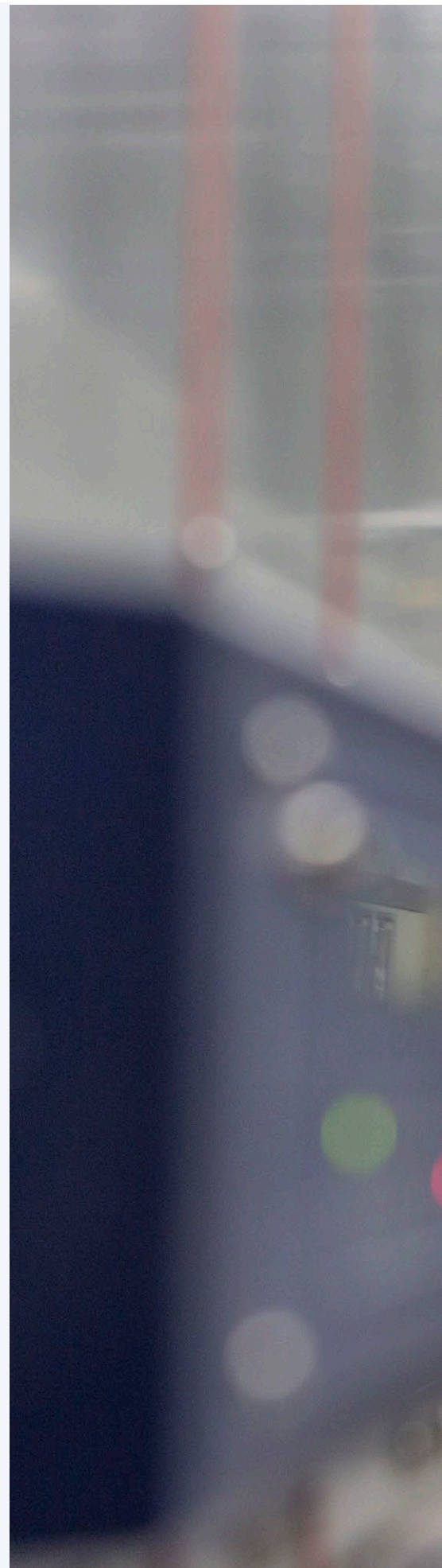
# “At SEL, it’s personal.”

Dr. Edmund O. Schweitzer, III

We do what is right for our customers, our industry, and our world. We create lasting partnerships with our customers by developing solutions that fit their needs—not the other way around. From research and design to testing, teaching, and commissioning, we look at our customers’ goals and build an effective approach from there. And the relationship doesn’t just end with installation—our

customers know that if they need to call us at 2 a.m., we’re going to pick up the phone. Because when we’re a good partner to our customers, they’re able to be a good partner to theirs, and together we improve the safety and quality of life for communities around the globe.

Read more about our collaborative partnerships, innovative products and solutions, customer stories, and more: [selinc.com](https://selinc.com)







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