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BlueStar Inks Deal with Bartec

BlueStar has signed a distribution agreement with Bartec to distribute the company's rugged intrinsically safe (I-Safe) computers for use in explosive-prone environments.

/24-7PressRelease/ - FLORENCE, KY, November 17, 2007 -- BlueStar, the leading innovator in solutions-based distribution for Automatic Identification, Data Collection, Point-of-Sale, Mobility and RFID technologies, is announcing an agreement for BlueStar to sell Bartec rugged intrinsically safe (I-Safe) computers for use in explosion-prone environments.

BlueStar will immediately begin distributing the Bartec MC9090Ex rugged mobile computers and its NEMA enclosures for Wireless LAN communication technology. The devices are certified for UL Class 1 Division 1 and ATEX Zone 1 environments.

I-Safe electrical equipment is designed to be unable to release sufficient energy, by either thermal or electrical means, to cause ignition of flammable material (gas or dust/particulates). Industries that require intrinsically safe devices include, but are not limited to aerospace, pharmaceutical manufacturing, and petroleum.

"The partnership with Bartec is important to BlueStar and its partner community," explains Greg Seelbach, Director of Market Development. "The capabilities of Bartec computers are essential to industries where hazardous and potentially explosive products, such as petrochemicals, are prevalent. BlueStar's solutions-based approach to distribution is a perfect match for the niche technology products made by Bartec."

"We are proud to partner with BlueStar in our efforts to bring the 9090 I-Safe units to market. Bartec has had great success the past two years marketing these units alone. After visiting with the people at BlueStar and participating in their VARTECH event, I am confident that this partnership will bring a higher level of service to our customers. Both Bartec U.S. and BlueStar put the customer first, and to us, that is what counts in business today," says Derek Hillman, President of Bartec U.S.

About Bartec

Bartec is a worldwide leader in safety engineering and technology. Bartec provides innovative components and systems tested to international standards with more than twenty years' experience in manufacturing rugged mobile computers and bar code scanners. The company Bartec was founded in 1975 in southern Germany. The vision: "Safety and health of people at their workplaces provided by safe equipment and machines" has moved and inspired Bartec over the last thirty years. Today, its North American office is located in Houston, TX, and international headquarters is located in Bad Mergentheim, Germany.

About BlueStar

BlueStar is a leading solutions-based distributor of point-of-sale, bar coding, data collection, radio frequency identification (RFID), and wireless mobility products. BlueStar works exclusively with VAR Partners, providing them with complete solutions at competitive prices. The company brings unequalled expertise to the market, offers award-winning technical support, and is an authorized service center for a growing number of manufacturers. For more information about BlueStar, please contact a BlueStar sales representative or log on to www.bluestarinc.com.