

Sonepar USA's Supplier Event

On December 14th, 2006, **Tony Burr** and **Jay Bricker** hosted the 1st Sonepar USA Supplier Event in downtown Philadelphia. Over 200 suppliers and associates – representing more than 100 companies – attended the event.

The entire day was focused on “Facing our Future”, this year's theme.

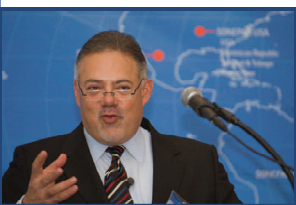
“In a changing environment with new actors, Sonepar USA is committed to growing profitably with our vendors,” Burr explained in his opening presentation.



He went on to highlight Sonepar USA outstanding growth and concluded, “We are currently a \$2 billion company and by the end of 2007 we will be \$3 billion – making us the #1 country within the Sonepar Group.”



Jay Bricker followed with a presentation describing the “win-win” programs Sonepar offers. “We support vendor brands, and persuading innovation and new products.”



Mike Wigton, President of Irby, can vouch for that fact. He described life after joining Sonepar USA just one year ago. “We have had profitable sales from \$435 to \$600 million through acquisition and organic growth,” Wigton exclaimed.

John Hardy, president, proudly highlighted their future investments - IT and a new CDC - which are predicted to significantly grow the business over the next 5 years.



Frank H. Lakerveld, Sonepar Group COO and Tony's special guest speaker, wowed the audience with a high level overview of Sonepar's overall performance. He illustrated Sonepar's extensive global footprint and showed why Sonepar has been the most dynamic player of the electrical market during the past six years with \$12 billion in sales in 2006.



“Sonepar has a clear profitable growth strategy and has developed synergies from its acquisitions for the future. Our focus is customer, customer, customer.”

The luncheon speaker, **Harvey Sicherman**—President of the Foreign Policy Institute of Philadelphia—illustrated the emerging economies and energy challenge for our businesses.

To thank the Philadelphia community, **Tony proudly donated \$10,000** to the **Covenant House Pennsylvania**.

“Sonepar understands that we have a social responsibility to the community. Covenant House is committed to helping suffering children of the street, and to provide the skills youths need to live safe and productive lives. We are thrilled to support such an important charity,” he explained.

Awards were given to Sonepar's top suppliers. Fourteen vendors were awarded for their outstanding contribution in 2006. (See winners on back page.)



“I'm pleased with the outcome of the event and want to thank everyone who helped make it a success,” Burr concluded.

