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NATIONAL ASSOCIATION OF ELECTRICAL DISTRIBUTORS, INC.

NEWS RELEASE

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INDUSTRY LEADERS TO BE HONORED AT 2005 NAED ANNUAL MEETING IN BOSTON, MAY 16

(ST. LOUIS, MO)...The National Association of Electrical Distributors (NAED) will honor four industry leaders at the Opening General Session of NAED's Annual Meeting on Monday, May 16, 2005, from 8:00 – 11:30 a.m. at the Boston Marriott Copley, in Boston, Mass.



David H. Crum, CEO of Crum Electric Supply Co., Inc., Casper, Wyo., will receive NAED's highest honor, the **2005 NAED Arthur W. Hooper Award**, which is presented to an individual who has led an exceptional career in electrical distribution spanning many years.

Crum was one of the first industry leaders to recognize and promote the importance of technology in developing the electrical industry's electronic commerce infrastructure. He led the creation of several e-commerce initiatives during his term as NAED chairman and was instrumental in founding the Industry Data Exchange Association (IDEA) in 1999 to manage the flow of data through the distribution channel.

During his 34 years in the industry, Crum has been active in NAED, serving as Western Region vice president (1992-94), NAED Foundation Board of Directors (1995-97), NAED Chairman of the Board of Directors (1996-97), and IDEA Chairman of the Board (1998-2000). Crum has also been honored with NAED's Western Region Distributor of the Year (1996) and NAED Distinguished Service Award (1999). He was also the first distributor to receive the National Electrical Manufacturers Association's Kite & Key Award in 1998. Crum was also named Wyoming's "Small Business Person of the Year" in 1982.



Stuart M. Irby, president of Stuart C. Irby Company, Jackson, Miss., will receive the **2005 NAED Distinguished Service Award**, which recognizes outstanding and dedicated service to the association and the electrical distribution industry.

As the third-generation in his family's business, Irby has led his company from \$35 million in revenue to \$380 million, from 9 branches to 33, and from 232 employees to 664. During his 27 years in the electrical distribution industry, Irby has served the industry in a variety of ways. His company was one of the founders of IDEA, and Irby has consistently been a champion of the initiative throughout its development. He was IDEA Chairman of the Board (2002-2004), IDEA Vice-Chair (2000-2002) and IDEA Director (1997 – 2001). In addition, Irby also has participated as a member of the NAED Foundation's Channel Advantage Partnership council (2004 – present), NAED Board of Directors member (2002-2004), NAED Membership Committee member (1991) and NAED area chairman (1988)., Irby is also active in his community as a volunteer on the boards of numerous organizations including a local college, leadership development organizations, Chamber of Commerce, the symphony, YMCA, Civic Club and church.

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Edwin Kanner, chairman emeritus of American Insulated Wire Corp./A Leviton Company will be presented with the **2005 NAED Award of Merit**, which recognizes an associate company or individual that has been exceptionally active in promoting and supporting the tenets and goals of NAED.

Over the past 51 years, Kanner has actively encouraged communication and cooperation between manufacturers and distributors. He has supported NAED throughout his career, as well as serving on the NEMA board of governors twice, most recently from 1999 to 2001.

Kanner has also received several awards for his ardent support of the manufacturing network and electrical distribution industry, including the NEMA Kite & Key Award, Scott Award, GEM Award and NEMRA Preston Award.



Francis Piscitelli, senior vice president of sales and service for OSRAM SYLVANIA will be presented with the **2005 NAED Associate Award**. The award honors an individual in the electrical manufacturing business who has been exceptionally active in promoting wholesale distribution as the best channel of electrical products and services.

During his more than 30 years in the industry, Piscitelli has served the industry in a variety of areas, including the NAED Manufacturing Advisory Council and, most recently, as the chair of the NAED Manufacturer Special Pricing Authorizations (SPA) Task Force.

Throughout NAED's initiative to improve SPA process efficiencies, he has devoted significant time to the effort, including speaking at the regional conferences. In addition, he is a board member of the Home Safety Council, Affiliated Distributors' Electrical Supplier Advisory Council and the Siemens Sales and Marketing Advisory Council.

NAED is the trade association for the \$70+ billion electrical distribution industry. Through networking, education, research, and benchmarking, NAED helps electrical distributors increase profitability and improve the channel. NAED's membership represents approximately 4,100 locations internationally.

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