



FOR IMMEDIATE RELEASE

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Irby Acquires Middle Tennessee Allen-Bradley Distributor

Stuart C. Irby Co. acquisition positions the company for strong growth.

JACKSON, Miss. – Stuart C. Irby Co. officials announced the acquisition of Cookeville Electric Motor, an Allen-Bradley distributor located in middle Tennessee. Irby, one of the nation’s leading electrical wholesalers, will transition the existing full-line industrial automation branch to a full-line commercial and industrial branch to compliment and expand their existing Tennessee footprint.

The CEM acquisition marks a milestone for the Mississippi-based company, which operates 35 branches in nine states. “This is the first of many more acquisitions for Irby,” said company president Stuart M. Irby. “Our immediate goal is to continue servicing the customers within the Cookeville footprint with the quality service and products others have come to expect from us.”

“We are especially excited about the prospect of increasing our overall industrial and commercial/contractor presence in the middle-Tennessee market,” said company chief operating officer, Mike Wigton. “CEM gives the physical location that is right in the center of the fast growing area situated midway between Nashville, Knoxville and Chattanooga.”

“The transition is expected to be finalized by September 1, 2005,” Irby said. “We are a strong player in the electrical distribution industry, and we are moving aggressively to exceed the expectations of our customers and employees.”

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ADD ONE / IRBY ACQUIRES MIDDLE TENNESSEE ALLEN-BRADLEY DIST.

CEM will continue to operate its motor-rewind business under the CEM name. CEM provides dependable, quality service to approximately 1,000 customers in the middle Tennessee footprint. From small electric motor repairs to large horsepower electric motor overhauls, CEM performs in-plant trouble shooting and repair service on a wide variety of electrical and mechanical products.

Jimmy Dickinson, Sr. founded CEM as a one-person electric motor repair shop in 1972. Today, with 20,000 square feet of facility space and a full-line, comprehensive component inventory, it operates as an industrial automation distributor including valuable relationships with vendors such as Rockwell Automation, Allen-Bradley, Hammond Manufacturing, Cooper Bussmann, RedLion Controls, Bodine Electric Motors, Baldor Electric Motors and US Electric Motors.

Current owner and General Manager, Jimmy Dickinson, Jr., will assume a new role as Operations Manager for Irby's Cookeville branch, while being managed from Irby's Nashville district. CEM currently has 11 employees.

For nearly 80 years, Stuart C. Irby Co. has been a key player in the electrical wholesaling industry, serving a multitude of customers in the utility, commercial, industrial and residential sectors.

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Stuart C. Irby Company was founded in 1926 and is based in Jackson, Mississippi with more than 600 employees in 35 locations in nine states (Alabama, Arkansas, Florida, Louisiana, Mississippi, New York, Oklahoma, Tennessee and Texas). To find out more, go to www.irby.com or www.cem-inc.com.
