



FOR IMMEDIATE RELEASE
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Doug Walo Joins Stuart C. Irby Co.

Named Vice President of Commercial and Contractor Sales



JACKSON, Miss. (July 26, 2005) – Stuart C. Irby Co., one of the nation’s leading electrical distributors, has named Doug Walo as vice president of commercial and contractor sales. Walo will lead outside sales efforts within the company’s commercial division.

Walo had served a limited time as Director of Sales at Stuart C. Irby Co. in 1998, and oversaw one of the company’s most robust growth periods. Company president Stuart M. Irby said he was pleased to have Walo “back in the Irby family,” and that Walo will be responsible for managing the overall sales efforts and strategies to dramatically increase company presence in a very large and fast growing market segment.

“Doug rejoins Irby at a time of unprecedented change, growth and opportunities,” Irby said. “There is now a renewed emphasis on the commercial and contractor market and the need exists for a market ‘champion.’ This, along with a positive Irby history, made Doug a very valuable candidate to lead our efforts.”

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ADD ONE / WALO JOINS STUART C. IRBY CO.

A graduate of Bentley College (Waltham, Mass.), Walo holds a bachelor's degree in computer information systems and a MBA in marketing. He served as director of sales for Standard Electric (Wilmington, MA) and has held sales and marketing positions at both district and national levels for Osram/Sylvania. He has also operated his own consulting business, Walo and Associates, which has assisted some of the best known electrical distributors in the United States in achieving their sales and marketing objectives.

A year ago, Stuart C. Irby Co. embarked upon a comprehensive re-organization when it unveiled a broad-based plan to modernize policies and sales processes, streamline operations, and implement a new marketing approach. The reorganization has implemented major changes designed to improve sales, efficiency and customer service.

For more than 75 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. The Jackson, Mississippi-based company is the 18th largest electrical distributor in the United States, and has 630 employees and 34 locations over the nine states.

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Electronic photo available upon request. Email requests to burks@irby.com