



PRESS RELEASE

June 7th, 2012 - IMARK Group, Bowie, Maryland is now a member of IMELCO.

Established over 20 years ago, IMELCO is the leading consortium of independent electrical wholesale companies in Europe and Australia. From its very beginning, IMELCO has been providing essential and worthwhile support to its members, bringing into focus the significant role of the independent electrical distributors as well as the growing importance of transboundary cooperation.

On the 7th of June 2012, IMELCO's members unanimously decided to further strengthen its position in the market of Electrical Distribution by approving the membership of IMARK, the largest group of independent wholesalers from USA.

According to Bob Smith, IMARK President and CEO, "IMARK Group is very pleased to be joining IMELCO, the leading global group of electrical wholesalers with like-minded objectives and goals. Our attraction to IMELCO is clear with IMELCO's focus on growing and supporting its approved suppliers and just as important IMELCO's member-owned model of doing business.

Given the increasing rate of industry globalization, we are confident that our group's membership in this organization will benefit IMARK members in the years to come. We anticipate that IMARK Group's membership of IMELCO will result in enhanced member profitability, expanded networking opportunities as well as the chance to share best practices with leading independent electrical distributors from all over the world."

"Speaking on behalf of our existing members, I would say that our first step into the Global Market beyond Europe, with the assimilation of the Australian Group Gemcell, has proved to be successful. While giving us the opportunity to exchange views on our business methods, it has also contributed to the development of our relationships with existing and new suppliers. In addition, it provides a pointer to the positive benefits of embracing the wider Global Market.

Our members are looking forward to seizing the opportunity that IMARK's assimilation offers, while remaining true to our guiding principles and working hard to ensure the ongoing competitiveness and profitability of our members, the Independent Wholesale sector" is how Simon Barkes, the IMELCO Chairman for the past 4 years, sees this decision, coming into effect as of the 1st of July 2012.

The current membership of IMELCO is composed of 12 electrical wholesale groups operating in 16 European countries and Australia. In 2011, IMELCO's members generated approximately 6.5 bn EUR (\$8.4 billion USD).

IMARK Group is member-owned, member-governed cooperative made up of 900 independently owned electrical distributors throughout the United States. These companies serve their customers from over 2,000 branch locations. The membership includes over 80 members in the Top 200 largest distributors in the United States. The members of IMARK Group market share accounts for 18% of the US electrical distribution market.



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