



News Release

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CONTACT: Joe Crum
Marketing Director
800-344-2323
JCRUM@IEWC.COM

IEWC SIGNS PURCHASE AGREEMENT FOR DELCO WIRE AND CABLE LIMITED

Milwaukee, Wisconsin – December 18, 2012 – IEWC has finalized an Asset Purchase Agreement with Delco Wire and Cable Limited of Concord, Ontario. Founded in 1974, Delco is a UL and CSA certified stocking distributor of electronic, communications, audio and broadcast cables as well as various connectors and wire management products. Delco provides companies in various end-use market verticals with value-added services that are supported with a diverse group of product specialists.

As an ISO 9001 certified distributor, Delco Wire and Cable has emerged as one of the industry leaders in the development and marketing of high-end Digital Audio and Video cables. Headquartered in Toronto, Ontario, the company also has distribution centers and sales offices in Calgary, Alberta and Tampa, Florida. Eric Paszat, President of IEWC's Canadian Division will be responsible for championing ongoing growth initiatives for the combined entity. IEWC's Sales Director for the U.S. South Region, Jim Clarke, will be responsible for the ongoing growth initiatives of the Tampa, Florida location.

Delco's Roger Caynor will join IEWC as Vice President of the Audio & Broadcast market vertical. The investment in Delco Wire & Cable bolsters IEWC's growing global commitment to the Audio/Broadcast market vertical. Paul Bryant, IEWC's Chief Commercial Officer, commented, "IEWC is excited about the ability to combine the talents, the products and the services of both organizations. The Tampa location will serve to round out IEWC's presence in the Southeastern quadrant of the USA while the Calgary location serves to reinforce IEWC's commitment to the Western Canadian marketplace. In addition to Delco's audio & broadcast specialty, the Delco business model is very similar to IEWC's with emphasis placed on creating and sustaining business partnerships that underpin the product & service offering. It's a great move for both companies."

For further information please contact Eric Paszat, IEWC Canada President at (416) 609-2050 or via e-mail at EPaszat@iewc.com or Jim Clarke, IEWC US South Region Sales Director, IEWC at 1-800-474-9984 or via e-mail at JClarke@iewc.com.

About IEWC - (www.iewc.com)

IEWC is a premier global supplier of wire, cable and wire management products, with distribution centers strategically located throughout the world.

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