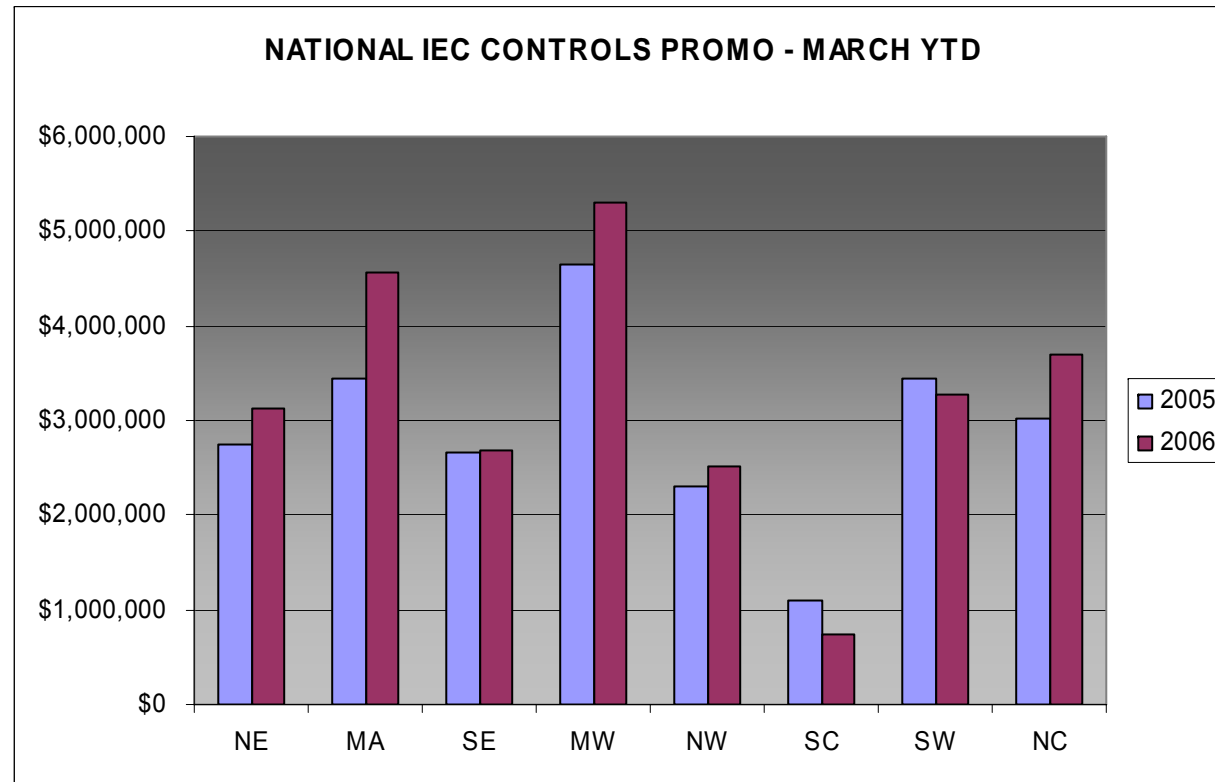




Overall March YTD - National ACC Promotion Scorecard



\$2.6 Million Δ
11% Δ



MARCH YTD – Points Leaders by Region

REGION	ACCOUNT	DISTRIBUTOR NAME	LOCATION	5% Growth	\$10K Sales	20% Goal	TOTAL
MA	377083AA	Control Corp of America	VA, MD, NC	130	400	20	550
SE	688399AD	Power and Controls Automation	GA, FL	200	211	20	431
NW	910388CK	WESCO Distribution	Portland, OR	200	145	20	365
MW	579030AA	Springfield Electric	Moline, IL	197	131	20	348
NE	552580AB	Merrimac Industrial Sales	Haverhill, MA	200	119	20	339
NC	277430AB	Electro-matic Products	Farmington Hills, MI	71	234	20	325
SW	519435AA	Mag-Trol, Inc.	San Fernando, CA	200	92	20	312
SC	001118AB	AWC Inc.	Houston, TX	200	62	20	282

ACC Control National Promotion – Calendar Year 2006



Objective: Influence Distributor Management and Distributor Sales Teams to help hit our 20% Growth Plan

Target: Top 200 Industrial Distributors

To Win: Points Accumulation

Promotion Points

Volume of AC Controls (less DP)

- 5% Growth '06/'05 (max 100%) 10 pts
- Hit 20% Sales Plan 2006/2005 20 pts
- \$10K Incremental 2005 Sales 4 Pts

Quarterly Promotion Activity

- Certified Customer Presentation 1 pt each

Distributor Salesman Sign-up Required

AWARDS

1 – GRAND PRIZE

- Cruise for Four
- Quantity 10 'Choice of'

7 – REGIONAL PRIZES

- Quantity 10 'Choice of'

Points for Quarterly Promotions Certified Customer Presentations will be added next month.