



**STANDARD
ELECTRIC
SUPPLY CO.**

April 8, 1998

Michael S. Pierron
Dream Big
P.O. Box 494
Appleton, WI 54912-0494

Mike,

I had to let you know that your presentation to our employees was a great success. I especially appreciated the time you took to talk to all of our management before hand to get a feel for the company and the topics that we felt needed addressing. Both myself and the president, Larry Stern, were very thankful that you hit on all areas that were of concern to us.

After talking with a number of the employees in attendance, they are all elated that we finally decided to bring people in like yourself to help not only motivate but to give them an understanding about themselves and who is responsible for setting whatever direction in life they wish to take.

I know our group was a broad range of personalities, but you were able to make sure they all went away from the session, taking a closer look at themselves and their role not only in the company but in their private lives as well.

Thanks again, and I look forward to the next session.

Patrick Lawler

Director of Marketing

222 North Emmer Lane
P.O. Box 651
Milwaukee, WI 53201-0651
414-272-8100
Toll Free: 1-800-776-8222
Office Fax: 414-272-8111
Inside Sales Fax: 414-272-8829

3111 East Capitol Drive
Appleton, WI 54911-8740
414-730-8800
Toll Free: 1-800-597-3726
Fax: 414-730-5522
*920 - After 7/26/97

World Commerce Center
2750 Agriculture Drive
Madison, WI 53704-6787
608-224-0999
Toll Free: 1-800-955-0999
Fax: 608-224-0893

4744 Apperson Drive
Rhinelander, WI 54501
Toll Free: 1-800-597-3726
Fax: 414-730-5522

1875 McFarland Road
Alpharetta, GA 30202-8341
770-663-0099
Fax: 770-663-0097