



## Allied Electronics Expo 2009- “Defining Your Customer”

This past November Schaffner EMC, Inc. participated in the Allied EXP09 in Fort Worth, Texas. During the event Dick Thorpe, Distribution Manager and Ken Bellerio, Vice President of Sales, had the pleasure of meeting with many of the sales representatives and management teams from around the country.

During the event Schaffner EMC Inc. held:

## WHO WANTS TO BE A ||| SCHAFFNER EXPERT!

The contest was held to test the knowledge of all who stopped by the booth quizzing them on important Schaffner EMC Inc. product and market information that they can use to promote and sell our products to their customers.

The rules of the contest were:

### 5 Levels of Questions

- Answer questions on level 1, 2 and 3 and enter one business card.
- Answer questions on levels 4 and 5 and enter one card for each level achieved. (3 business card Maximum per person)

### Schaffner Lifelines could be used to help

- Ask a Friend (Ken Bellerio or Dick Thorpe at the booth)
- Phone Phil (Phil Poland, Schaffner Tech Support)

A drawing was held at the close of the Expo and the following Allied employees were awarded these prizes:

**1<sup>st</sup> Prize - 19” LG LCD Flat Screen TV - Liz Doyle / Branch Manager / San Diego**

**2<sup>nd</sup> Prize - Tom-Tom GPS – Mike Anderson / Outside Sales Rep / Minneapolis**

**3<sup>rd</sup> Prize - Samsung 10 MP Digital Camera – Eric Allvin / Account Rep / NJ**

Congratulations to all the winners and a big “Thank You” to the entire Allied Electronics Team for making EXP09 a huge success for Schaffner EMC Inc.

(1<sup>st</sup> & 2<sup>nd</sup> Prize Winners pictured below)



**Pictured l to r:** Mike Herman, Product Mgr., Ken Bello, Schaffner, Liz Doyle, (1<sup>st</sup> Prize), Dick Thorpe, Schaffner, Kim Staudinger, Sr. Inventory Controller



**Pictured l to r:** Mike Herman, Product Mgr., Ken Bello, Schaffner, Mike Anderson (2<sup>nd</sup> Prize), Dick Thorpe, Schaffner, Kim Staudinger, Sr. Inventory Controller