

North American Logistics and Distribution Consolidation Models

- **Specialty Distribution – Evolution**

Mr. Robert Grubbs: President and CEO, Anixter Int.

- **US Electrical Distribution Industry Consolidation**

Mr. Richard Worthy: President, Sonepar USA

- **Channel Consolidation:**

Challenges, Considerations and Compromises

Prof. Robert E. Spekman: University of Virginia

Session Co-Chairmen:

Larrie Rose: Belden Europe

Marc Choussat: Nexans



Mr. Larrie Rose, Session co-chairman

Good morning and welcome to this business session devoted strictly to the North American logistics and distribution market. I recognize that our title includes consolidation models, however, you will find some different views on the panel as it relates to the logistics business in North America. Independent distribution networks are positioned between the manufacturer and the many users of our products. All too often though, misunderstandings occur between the manufacturer and the distributor. We often forget, the real value distribution brings to our industry.

The distribution industry has migrated dramatically over the last 25 years. Small privately held distributors serving local and regional geographic markets have given away to very large multinational corporations that have sophisticated systems and models.

It is our honor today, to have two individuals who have contributed significantly to this success of distribution in North America. They are completely two different kinds of businesses. First of all we have Mr. Bob Grubbs, who is President and CEO of Anixter International, a very large multinational corporation, that serves the electrical, the electronic, the data industry. He will enlighten us how the evolution of distribution occurred. Secondly, we have Mr. Richard Worthy, who is one of the consolidators of the electrical wholesaler market here in North America. He will share his views from his wholesaler position. Finally, we have an academic approach by Dr. Robert Spekman from the University of Virginia.