

From: Mark Alspaugh [mailto:cmalspaugh@warrendelcaribe.com]
Sent: Monday, August 20, 2007 3:45 PM
To: 'Huber, Carol'; 'Block, Don'; 'Coates, Dick'; 'Dudas, Mike'; 'Friedman, Robert'; 'Hames, Greg'; 'Hardy, John'; 'Law'; 'Levering, Craig'; 'Mike Wigton'; 'Mumford, Jack'; 'Wall, Mike'; 'Chatin, Francois'
Cc: 'Mark Kenczyk'
Subject: Great Negotiations Class!!!

Team:

We just had a two day Negotiations Seminar for all key salespersons in the region and it was an outstanding success!!.

The class is "Negotiating for Success" by Garcia & Associates and it differs from other negotiating seminars as it tailored around the electrical/automation business. Garcia & Associates is a supplier of negotiation training for Rockwell Automation worldwide.

Our instructor, Mark Kenczyk, was an ex-director of purchasing and logistics at General Motors as well as V.P. of Purchasing and Logistics at Phillips N.A. so he comes with real world expertise.

If you could pass this along to your Training Coordinator I (and Mark – e-mail above) would appreciate it – I am also available to answer any questions they may have.....**truly an excellent investment in training dollars.**

Sincerely,

Mark Alspaugh
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