



For Immediate Release

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Success and Growth Are Abundant Within The EDGE Distributors Group In 2006

Hot New Product Lines From Planar, Xantech, Chief / Sanus and Gefen

40% of the Membership Working From New, Larger, More Efficient Facilities

Successful Level I Sencore Video Calibration Events Completed; Level II Audio and Video Calibration Events On Tap for Fall 2006

An Unyielding Dedication To Provide Dealers With The Best Possible Solutions, Education, Service and Customer Support!

Denver, CO - September 14, 2006 - The EDGE Distributors Group -- a service-oriented group of 14 independently owned regional distributors catering primarily to custom install and residential systems integrators -- continues to demonstrate unprecedented growth in 2006.

According to Director Katye Schmoldt, thus far, The EDGE Distributors Group is exhibiting 30 percent sales growth over last year. She attributes the growth to a combination of the right product lines served with unparalleled dealer support, including personalized service and technology training seminars.

Schmoldt says that EDGE is different from other distributor groups for several reasons: Firstly, EDGE typically employs a complementary line philosophy in that it strategically selects the lines it carries, enabling the group to offer a full-suite of solutions to partners and dealers alike.

Since January, EDGE has brought on product lines from manufacturers Planar, Xantech, Chief / Sanus and Gefen. According to Schmoldt, the line-up -- which also includes Channel Vision™, Furman Sound, ICM/F-Conn Industries, NEC, NuVision™, Peerless Industries®, Sheer Wire and ViewSonic® -- beautifully serves EDGE's vast dealer network in that it plays to the Group's philosophy of offering products that are of both a basic need and a unique niche.

Secondly, Schmoldt says that the entrepreneurial business-building spirit of The EDGE Group's individual members, backed by their dedication to "simplify the entire process," continues to keep EDGE focused on delivering a strongly-desired palate of product lines, supported by continued education seminars, unrivaled support, and recently, larger, more conducive facilities to provide all of these services from.

The momentum of EDGE's increased business has led to expansion at ground level; 6 of the 14 EDGE members will have made significant growth-related changes to their office and warehouse spaces by December 2006.

Within the last few months, West Coast EDGE-member Electronic Stockroom (ESR) has opened a brand-new 10,500 square foot facility located in Redmond, Washington to serve the Pacific Northwest region. ESR has also opened a 9,200 square foot facility in Costa Mesa, California.

New York's BDC Distributors moved from Queens, NYC to a much larger, more centrally located facility in Westbury, Long Island. Pennsylvania's Tech Source Distributors moved from a 5,000 square foot facility in Horsham to a 12,000 square foot facility in Montgomeryville.

Ron Throckmorton, principal of R.J. Throckmorton (Mid-west) says that by year's end, his company's warehouse will include a new showroom and training facility bringing their total space to 16,000 square feet. Necessities (New England) and Southeast Electronics Source (Florida) are all moving into new, larger, more efficient facilities by years end as well. All boast significantly more warehouse and office space with showrooms and dedicated classrooms for dealer trainings and events.

"Personalized service is really paying-off for EDGE," says customer Eric Villman, Operations Manager for Constable Audio Video Inc. "The staff at Electronic Stockroom have consistently shown their concern for customer service at every opportunity, from going out of their way in helping us fill-in problematic gaps in our product line-up, to answering all of our product / application questions - from the obvious, to the obscure. It's apparent that their staff really goes the distance to support their customers."

The EDGE Group also had tremendous success with its recently completed Level I Video Calibration Certification Program. More than 450 dealers across the US were trained and certified to calibrate NEC Plasma TV's using Sencore Calibration equipment between April and August 2006. Dealers obtained 1 CEDIA CEU point for completing the course.

Based on the success of EDGE's recent Level I Video Calibration Certification program, the group will be offering dealers more advanced Level II audio and video calibration events beginning this fall. The events are led by Sencore's Sales and Merchandising Manager Jeff Murray.

"Providing our dealers with continued audio and video calibration training serves everyone," says EDGE Group President Mike Hench. "Together, we are expanding our technical intellect and in doing such, are delivering the best possible home entertainment experience to the consumer."

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About The EDGE Distributors Group

Founded in 1999, The EDGE Distributors Group™ consists of 14 independently owned regional distributors that primarily serve the premium U.S. custom installation market and select retailers. EDGE partners sell and support products aimed at residential value-added installers and specialty retailers. They encourage growth by their members and customers alike by carefully evaluating, then bringing to market the finest installation products available — emphasizing those that are reliable, innovative and exciting. EDGE members also highly value personal attention, and no dealer is ever treated as just a number. Product lines EDGE distributes and supports include Channel Vision™, Chief, Furman Sound, Gefen, ICM/F-Conn Industries, NEC, NūVision™, Peerless Industries®, Planar, Sanus Systems, Sheer Wire, Xantech, and ViewSonic®.

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