



To: All Employees
Location: All Divisions
From: Tina Jordan
Location: San Diego
Date: January 31, 2005
Subject: **Promotion – Don Schuldies**

I am pleased to announce that Don Schuldies will be promoted to the position of Sales Manager for San Diego effective February 1, 2005. Don will replace Keith Schneringer who was recently promoted to Marketing Manager.

Don joined WAXIE October 25, 2004 and brought with him over 20 years of Sales Management experience within the Janitorial/Sanitary Supply Industry. In his educational background Don has achieved a dual Bachelors Degree in Social Science and Physical Education. He graduated from San Diego State and is very familiar with the layout and composition of San Diego. In his career Don also reached the status of Professional Baseball Player with the Chicago Cubs, which speaks volumes about his dedication and ambition.

Don will join Rick Hazard and Rick Hawkins in a unified effort to provide leadership and guidance to our San Diego Sales Force. Don will have various specialized projects to work on but most of his duties will stem around the sales team.

Don and Keith will retain their current extensions (Don – 404 and Keith – 437) until the transition to their new offices can be completed.

Please join me in congratulating Don on his promotion and wish him a successful future here at WAXIE.

/tj