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## **Stampede Armed for Growth with 75% Hike in Working Capital**

*New Deal With HSBC Follows Record Year for Stampede*

Amherst, NY, March 3, 2011 — Stampede, the leading value-added distributor of professional audio video (ProAV) solutions, has inked a new agreement with long-time partner HSBC Bank to provide 75 percent more working capital to the firm. The credit-line increase follows a record-setting year for Stampede, with revenues up 25 percent in 2010.

“HSBC has been a reliable and supportive partner since the inception of the company in 1997,” said Kevin Kelly, Stampede president and COO. “They believe in what we are doing, and they share our vision of success for the future. With this boost in our credit line we are positioned to grow the company to new levels in 2011.”

Stampede has added nine sales people in last four months, with more to come. This year the company also plans to:

- Open new offices with Dealer Training Centers in Columbus and Seattle;
- Publish an “Even Bigger” Big Book of AV (more than 750 pages) and Dealer Show Tour (14 cities in North America);
- Grow Stampede University through a partnership with InfoComm that offers more live and online training;
- Target growth in Latin America and Canada.

In 2010, despite the worst economic conditions in recent history, Stampede saw a 25 percent growth in revenue, including 45% growth in the unit count of the core categories of projectors and flat panels. The majority of Stampede’s growth was seen in existing products lines. The company also grew its gross margin by 100 basis points, a metric that reinforces the fact that Stampede’s sales force is continuing to develop and spec deals, rather than simply migrating sales from other distributors.

“Our investment in staff training has resulted in more and more effective consultations with our dealers,” said Kelly. “This consultative approach to sales, in addition to further development of product mix, has propelled Stampede’s margin growth in a difficult economic environment.”

### **About Stampede**

Known for its value-added distribution, Stampede is the leading distributor of presentation equipment including LCD/DLP projectors and flat panel displays. Stampede provides a complete range of brand name presentation equipment to a variety of audio/visual, computer, and home theater resellers and integrators in the United States, Canada and Latin America. These resellers rely on Stampede for value-added services in distribution, marketing and solution-based sales. Stampede annually produces the “Big Book of AV,” a 656-page catalog and companion website ([www.BigBookofAV.com](http://www.BigBookofAV.com)) providing hundreds of sales, installation and spec tips for Stampede’s dealers in addition to product details on more than 5,000 SKUs. For more information on Stampede, log onto [www.stampede-global.com](http://www.stampede-global.com).