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AAI Celebrates 15 Years As Electronic Component Leaders, Expands HQ, Wins Awards

As Industry-Leading Electronic Component Distributor Hits Major Milestone, They Continue to Thrive

Stratham, NH – June 19, 2013 - The recent economic climate has proven difficult for many businesses. However, AAI, an industry leading electronic component distributor is now celebrating 15 years in business and is continuing to grow. As the Stratham, NH-based company hits this important milestone, they continue to generate impressive revenue growth and are expanding to a new, larger headquarters in Portsmouth, NH, all while earning prestigious industry awards.

"When we started the company in 1998, we knew the electronics component distribution business well because we had successfully sold products worldwide. Within two years, we outgrew our first office in Amesbury, MA and moved the business to New Hampshire. Throughout our 15 years running the company, we have continued on an upward trajectory," said Tom Mahoney, Founder and CEO of AAI.

"Since the beginning, we have been committed to providing best-in-class products and extraordinary service on a global scale. Our unwavering commitment to excellence is the key to our success," added AAI Vice President Jamie Connelly.

Over the past 15 years, AAI has increased their customer base, grown sales significantly and expanded their talented team. Additionally, AAI has received numerous accolades for their impressive growth, including:

- Recognition on *Entrepreneur Magazine* and Dun & Bradstreet's annual list of the "Hot 100 Fastest Growing Companies in the U.S."
- Listing with Dun & Bradstreet as the fifth fastest-growing privately owned company in the U.S.
- Nomination for the New Hampshire High Tech Council Entrepreneur of the Year Award.
- Award from *Business NH Magazine* as the 2nd Fastest-Growing Private Company in New Hampshire
- Recognition in *Business NH Magazine* on their "Top 100 Private Companies in NH" list, ranked 8th in growth and 32nd overall.

Now, as the company celebrates 15 years of success and prepares for future growth, AAI is building a new, larger office in Portsmouth. As the company plans for continued expansion, they remain committed to providing industry-leading service to their customers throughout the world.

"It took some time, but we gradually built up the capital, built an impeccable track record, reinvested heavily in the business and won over a loyal customer base. And now, at our 15 year anniversary, we're celebrating our success - and are poised for continued growth in the global market," added Connelly.

One of the keys to our continued success has been reinvesting in the business to create proprietary software. Our O2 Portal enables both buyers and sellers of electronic components and finished goods to buy and sell available inventory without disclosing the company. "Making these transactions anonymously is essential because of the competitive nature of the business. It's such a competitive industry that both buyers and sellers want to keep their peers in the dark about excess inventories and purchasing needs," Mahoney explained. Mahoney and Connelly created the O2 Portal (www.aaiO2portal.com) because they saw a need in the market, and it's been an effective way for the AAI team to add value to their customer relationships.

"Our industry is constantly evolving, which also keeps things interesting," Connelly explained. "We realize that we need to remain flexible to be successful. But at the end of the day, it's about providing great service to our customers around the world. We've grown because we deliver for our customers."

About AAI

Currently based in Stratham, NH with its new facility under construction in Portsmouth, NH, AAI is a global distributor of electronic components, integrated circuits, and computer products. AAI provides enhanced visibility and secure access to product availability, pricing and market trends, to Original Equipment Manufacturers (OEMs), Electronic Contract Manufacturers (ECMs) and Consumer Electronics Vendors. AAI technology offers greater visibility into your peer communities' inventory to help fill shortages, sell excess inventory, and ensure high quality. AAI's proprietary technology brings together real-time information from a global network of manufacturers, distributors, e-tailers, and retailers, resulting in smooth, efficient transactions at the most aggressive price. For more information, please visit: <http://www.aai-inc.com>.