

Friday, 14 January 2005.

A Message from Tony Butler
Managing Director
Tech Pacific NZ Limited
An Ingram Micro Company.

Late last year Ingram Micro finalized the acquisition of Tech Pacific Group. We are now in the process of merging the organisations in New Zealand.

The purpose of this letter is to give you an update on the leadership team, and an overview of the transition plan.

The leadership team from the 1st of February will be:

Tony Butler	Managing Director
Vivienne Larsen	Director Marketing
John Dunbar	National Sales Manager, OEM and Retail
Gary Bigwood	National Sales Manager, Enterprise and SME
Will Stark	Operations Manager
Martyn Smith	Finance Manager
Bruce Pain	Commercial and IT Manager
Scott Cowen	Marketing Manager
Desmond Ling	Marketing Manager

We are now in the process of consulting with employees on the proposed structure of the new organization. It is our intention to finalise the structure by the 24th January, and confirm employee positions by the end of the month. There is overlap in the two organizations which means there will be some redundancies. We expect that there will be around 25 positions affected by the merger.

From the 1st of February both companies will trade together as a combined operation. The new organization will be based out of existing Tech Pacific premises in Albany, Wellington and Christchurch. It is our intention to maintain an order pickup point in South Auckland (initially at the old Ingram Micro facility).

The new organization will initially operate on Tech Pacific Computer Systems including the Techlink website. We are completing a gap analysis between the two systems and expect to have closed the functional gaps by later this year. At that time we will probably move to the Ingram Micro worldwide system while maintaining Techlink as the reseller facing front end.

Inventory will be moving to the Albany premises throughout January, and completed by the end of the month. The agencies and dates affected are detailed below:

Verbatim, Adaptec, Canon, InFocus, Netgear and Acer will move to Albany on the Friday 14th January.

Logitech, Sony, Imation, Maxtor will move to the Albany warehouse on Friday 21st January. All other brands will be moved across in the last weekend of January.

We are very focused on ensuring the merger is relatively quick with positive impact on our business partners. Customers which did not previously have an account with Tech Pacific will have accounts established up in the "Tech Pacific" systems and on Techlink by 21st January. We will continue to provide the channel with a credit level which is no less than the combined total credit provided by Ingram Micro and Tech Pacific prior to the merger.

I'm looking forward to a great 2005 and to working with all our business partners to achieve a highly successful year for all of us in the industry.

Happy New Year to you all and best wishes for 2005,

Yours faithfully,

Tony Butler
Managing Director New Zealand
Tech Pacific and Ingram Micro.