

**NEWS RELEASE**

For Immediate Release

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**CORPORATE UNITED ANNOUNCES ELECTRICAL SUPPLIES AGREEMENT WITH VANTAGE GROUP**

*The nation's largest group purchasing organization adds an electrical supplies contract to its portfolio of more than 20 leveraged agreements.*

CLEVELAND – March 10, 2009 – Corporate United, the nation's largest group purchasing organization, enters a new three-year contract with VANTAGE GROUP. VANTAGE GROUP is comprised of and owned by five of the most progressive electrical distributor organizations in the world. The company was formed exclusively to support the electrical supply needs of multiple location industrial companies.

The new agreement, which became effective January 1, 2009, offers Corporate United's more than 140 member companies the opportunity to participate in VANTAGE GROUP'S electrical supplies contract.

“After conducting an exhaustive sourcing process, we are pleased to announce our new three-year electrical supplies agreement with VANTAGE GROUP,” says Marc Rosen, Corporate United president. “The new agreement allows Corporate United to expand our already strong suite of MRO offerings.”

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Corporate United Members will receive the following benefits when they participate in the VANTAGE GROUP agreement:

**Price Reductions through Leveraged Volume**

Combined, Corporate United and VANTAGE GROUP have more than \$11 billion in worldwide electrical supplies purchasing power to deliver the lowest prices for Corporate United members.

**Manufacturer Alliance Program (MAP)**

VANTAGE GROUP sets specific goals with manufacturers for every Corporate United member, documenting and formalizing cost saving targets. These efforts have historically delivered nearly twice as much cost savings activity as traditional sourcing efforts.

**Greater Efficiency through an Integrated Solution**

VANTAGE GROUP is comprised of five electrical distributors, including: Crescent Electric Supply Co., McNaughton-McKay Electric Company, Platt Electric Supply, Inc., Rexel, Inc. and Westburne Nedco. As a result, members have access to a comprehensive network of providers, resulting in fewer suppliers and a consolidated ordering and billing process through a single point of contact.

**Elite National Status**

Corporate United members achieve national account status with VANTAGE GROUP, affording them dedicated account support aimed at locating additional savings. Members can take advantage of vendor managed inventory, energy saving audits and data reporting to ensure program compliance and accuracy.

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### **Contract and Supplier Management**

Corporate United performs monthly auditing of each member's usage and spend data to ensure that pricing from the supplier is accurate and all terms and conditions are adhered to. Furthermore, Corporate United works diligently to drive compliance through member organizations, while delivering regular business reviews to outline continuous improvement opportunities.

### **About Corporate United**

Corporate United is the nation's leading group purchasing organization, with more than 100 Global 2000 companies across every industry sector collaborating for the purposes of enhancing their spend management efforts, sharing best practices and interacting with an unrivaled network of professionals.

For more than a decade, Corporate United has provided its membership with unique solutions to more effectively manage indirect spend across their enterprise. By combining leveraged agreements with ongoing supplier development and implementation support, member organizations realize savings and resource flexibility. For more information, contact our headquarters at 440.895.0938 or visit [www.corporateunited.com](http://www.corporateunited.com).

### **About Vantage Group**

VANTAGE GROUP is comprised of and owned by five of the most progressive electrical distributor organizations in the world, including: Crescent Electric Supply Co., McNaughton-McKay Electric Company, Platt Electric Supply, Inc., Rexel, Inc. and Westburne Nedco. With 3,200 locations worldwide, VANTAGE GROUP was formed exclusively to support the electrical supply needs of multiple location industrial companies.

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