



Your Sole Source Electrical Supplier

VANTAGE GROUP®

VANTAGE GROUP® was formed exclusively to support the electrical supply needs of the multiple location industrial and commercial customer. VANTAGE is comprised of, and owned by, five of the most progressive electrical distributor organizations in the world. Combined, we offer over 400 years of experience and employ over 38,400 professionals. Our local branches are also market leaders, maintaining a strong position within their geography with specific inventory relating to their customers. With annual sales exceeding \$30 billion, our 2800 locations worldwide (over 800 in North America,) stand ready to service your multiple facilities. VANTAGE GROUP® centralizes the management and computer systems in order to manage the complete supply chain. Our experience with Inventory Management, Cost Reduction, and Supply Chain Management makes VANTAGE GROUP® the premier solution for your sole source electrical needs.

Rexel

ELECTRICAL & DATA/COM SUPPLIES

Headquartered in Dallas, Texas, Rexel, Inc., the US division of Rexel SA, is the largest electrical distributor in the United States. The acquisition of GE Supply, now Gexpro, has propelled them to the top spot in the country. Their parent company, Rexel SA Group of Paris, France, is the largest electrical distributor company in the world. A just completed acquisition of Hagemeyer expands the global footprint to a point that is unmatched in the electrical industry. Operating 2,600 locations in 34 countries, Rexel delivers quality products and high quality services. Rexel's strategy of partnering with best in class suppliers ensures its customers have access to the best products available on the market.



Established in 1919, Crescent Electric Supply Company has grown into one of the largest distributors of electrical, electronic, automation and data communication products in the United States. With over 125 company owned distribution facilities in 26 states, this top ten company successfully serves the electrical construction, industrial OEM/MRO, automation and data communication markets by truly listening to their customers and delivering cost and time saving value added services.



McNAUGHTON-McKAY
ELECTRIC COMPANY
YOUR ELECTRICAL CONNECTION

McNaughton-McKay Electric Company is a 100% employee owned, regional distributor of electrical products in the Industrial/Commercial marketplace. Established in 1910 in Detroit, MI., McNaughton-McKay has grown to be one of the world's largest and most diverse electrical distributors. While striving to maintain an environment that will assist you as you evolve, their footprint stretches from mid-Michigan through Ohio, the Carolinas, and Georgia. Their growing organization employs approximately 850 people in the US, and they have recently expanded into the European market acquiring facilities in Stuttgart and Wegberg Germany. McNaughton-McKay's offering represents some 300 different manufacturer's products.



Founded in 1953, Platt Electric has grown to 99 locations across 6 states in the Pacific-Northwest. They remain a family-owned company with a motivated workforce that focuses 24 hours a day on customers' needs. Platt is a value added distribution service company that supplies a broad range of high-quality products and services to the electrical construction, commercial, industrial, do-it-yourself and data/signal/voice markets. Using their central distribution center and local stock, their system of overnight deliveries to the branches ensures that you will get what you need when you need it.

"Saint-Gobain expanded our agreement from 22 plants to 200. VANTAGE GROUP® has given us the flexibility and resources to consolidate our electrical spend to further leverage our volume and have added great value to our strategic initiative."

David Stockwell
MRO Category Manager ~ Saint-Gobain



Rexel Canada Electrical Inc., the market leader in Canada, operates two separate networks – Nedco and Westburne. Both networks, separated by product lines, provide electrical material and services to customers in the commercial, industrial, maintenance and residential sectors. With over 200 locations across Canada, local service, inventory availability and knowledgeable support are close by. As the largest national wholesale distributor in the country, Rexel Canada Electrical, Inc. provides a wide range of quality products including Automation and Control, Communications, Wire and Cable, Distribution, Lighting and Data.



VANTAGE GROUP[®]

Mission

VANTAGE GROUP's mission is to provide a sole source electrical solution to the North American and global industrial and commercial markets by providing significant cost reduction and premium services. Through devoted employees, cutting edge technology, continuous improvement, and our expansive network, VANTAGE GROUP[®] is dedicated to developing strategic partnerships with our customers and suppliers. VANTAGE GROUP[®] is committed to delivering a quality of service that sets the standard for the electrical industry.

Product Line Offering

VANTAGE GROUP[®] consistently represents the top manufacturers in every electrical product group. Whether you need fittings, cable, PLC's or any other electrical product, VANTAGE GROUP[®] not only has the experience selling the product lines you prefer, but we also have a direct relationship with the manufacturers. Through our manufacturer partnerships we have created a unique opportunity to save our customers money by reducing inventory, avoiding OSHA violations, standardizing materials and improving product performance. This is completely outlined and measured through our Manufacturer Alliance Program. The Manufacturer Alliance Program (MAP) was created to formalize the cost saving process between our key manufacturers, VANTAGE GROUP[®] and our customers. Specific goals are set with each manufacturer for each of our customers, resulting in increased cost saving activity and documented bottom line results.



VANTAGE GROUP[®] MAP conference meetings, Chicago, IL

OFFERING

- ⚡ Access to every electrical manufacturer*
- ⚡ Substantial negotiation power
- ⚡ Local stock tailored to your needs
- ⚡ A wide array of inventory management services
- ⚡ Manufacturers Alliance Program (MAP)

**Franchise restrictions may apply*

BENEFIT

- ⚡ Reduced need for second tier suppliers
- ⚡ Lower costs through consolidated volume
- ⚡ Smooth supplier transitions and implementations
- ⚡ Reduced inventory management costs
- ⚡ Key manufacturers committed to cost savings

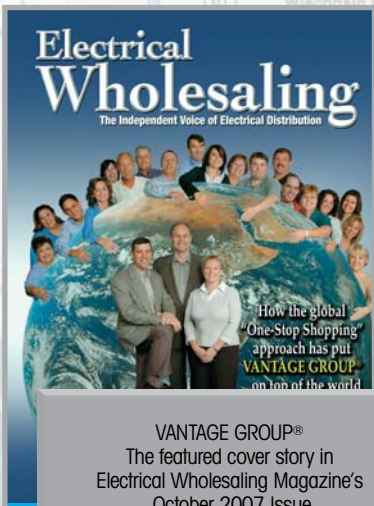


"The drive and professionalism we are seeing from VANTAGE GROUP[®] is exceptional."

Martha Rich
Director of Purchasing ~ Rock-Tenn Company



VANTAGE GROUP® is Everywhere



VANTAGE GROUP®
The featured cover story in
Electrical Wholesaling Magazine's
October 2007 Issue.

With over 2800 international locations in 34 countries around the world and over 800 locations in North America, we are likely to have a stocking branch close to your facility. With many of your facilities located in remote areas, you need suppliers that have the ability to service your plants from a reasonable distance. Most electrical distributor chains are found only in major metropolitan areas; however VANTAGE GROUP® is different. You will find us in towns like Keokuk, Iowa; Mineral Wells, Texas; and Lloydminster, Alberta, Canada. If your company has facilities outside of North America, VANTAGE GROUP® is the only true global sourcing solution.

OFFERING

- ⚡ 800 North American locations
- ⚡ Dual distributor coverage
- ⚡ Over 2800 locations in 34 countries

BENEFIT

- ⚡ Superior coverage and proximity to your plants
- ⚡ Unparalleled product availability
- ⚡ The only global strategic account solution

The Only
Global Strategic
Account Solution.
Over 2800 Locations
in 34 Countries.

"VANTAGE GROUP® has satisfied our electrical needs coast to coast, and provided an international solution with Rexel. They combine the leverage of a large corporation and the customer service of a local distributor. Owens Corning is pleased with the results and looks forward to further benefits of the partnership."

Gene Zychowicz
Global MRO Sourcing Leader ~ Owens Corning

- Crescent
- Rexel, Inc.
- McNaughton-McKay
- Platt
- Westburne & Ne...

Local Market Strength

Rest assured, VANTAGE will have a branch near your facility with the capability to service your plants. In many cases, we may have multiple branches in your area which will give you the option to work with the distributor of your choice. Your plants will have access to our full line, stocking distributor locations that have existed in the local market for years, and may already be working with your facilities. Years of experience has proven that it must work in the local market for your program to be successful.

OFFERING

- Strong local branches
- Multiple distributor options
- Many existing relationships

BENEFIT

- Superior service
- Significant inventory value
- Local market knowledge
- Trouble-free implementations



Platt Electric facility in Beaverton, Oregon.



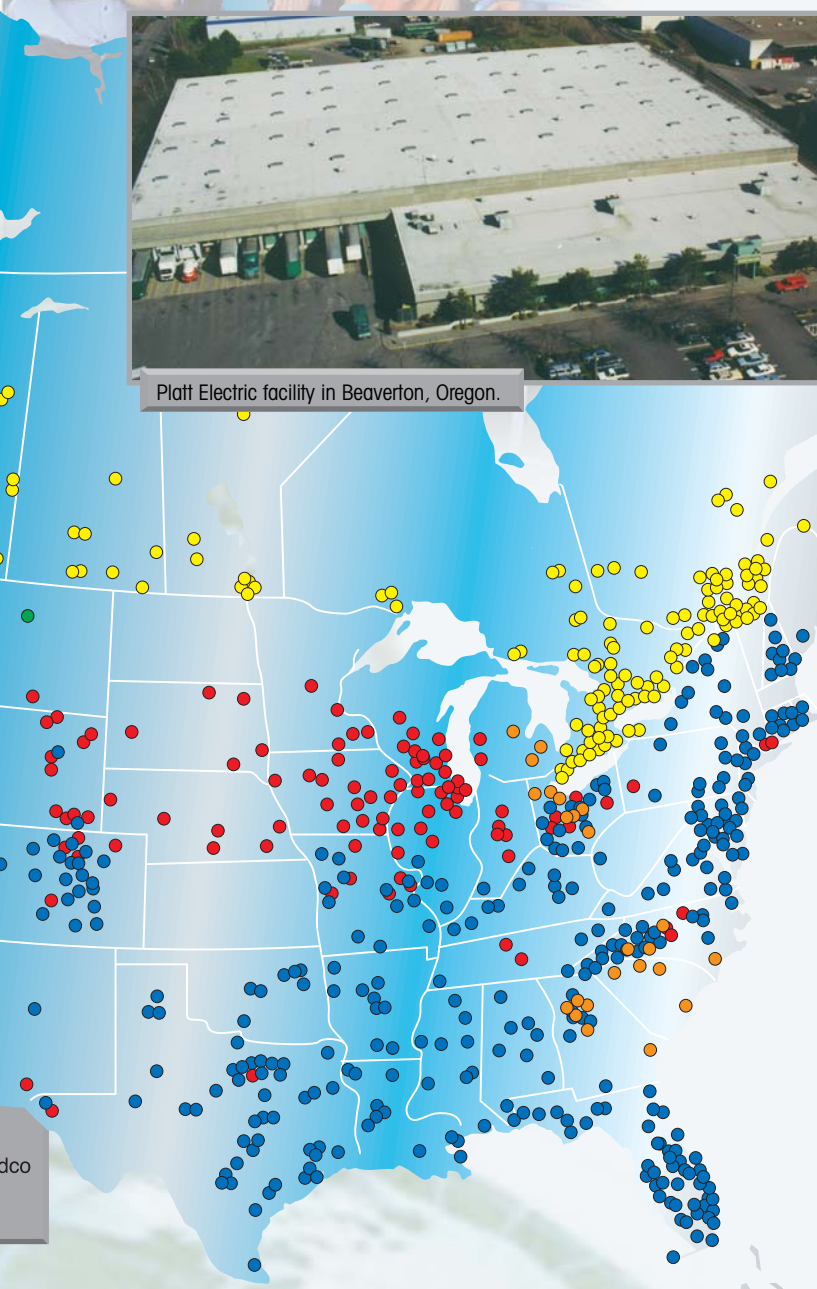
McNaughton-McKay Technical Center.



Rexel, Inc. facility in Upper Marlboro, Maryland.



ELECTRICAL & DATA



Cost Reduction

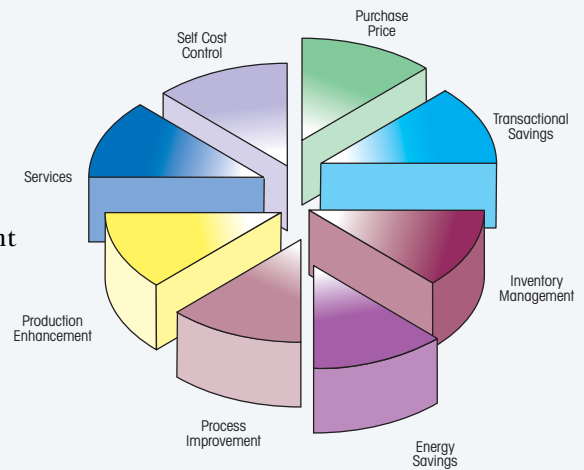
Regardless of your title, Strategic Sourcing, Commodity Manager, Manager of MRO Initiatives or Indirect Materials; everyone wants to accomplish the same goal: save money. VANTAGE GROUP® can help you achieve that goal by reducing your Total Cost of Ownership (TCO), which is critical in today's competitive world. VANTAGE will attack your purchase price, transactional costs and inventory issues in order to maximize all available savings opportunities. Our game-plan is based on your objectives.

OFFERING

- Guaranteed inventory
- Uniform national pricing
- Vendor managed inventory
- Flexible delivery schedules
- A wide array of training opportunities
- Inventory reduction programs

BENEFIT

- Reduced inventory value
- Seamless ERP integrations
- Reduced storeroom involvement
- Increased time management
- Enhanced knowledge & compliance
- Asset re-allocation



VANTAGE GROUP® can significantly reduce your procurement costs.

Turn this:

UPC Code	Description	Vendor	Catalog Number	UN/SPSC	Part Number
	GEF13BXSXP27 BULB	GE	F13BXSXP		736889

Into this:

UPC Code	Description	Vendor	Catalog Number	UN/SPSC	Part Number
04316814583	Lamp Fluorescent 13 Watt 7 1/2 Inches In Length T Shape 4 Diameter (In 1/8 Inches) Plug In Base Style 2700K Color Temp Carded	GE LAMPS	F13BX/SPX27/CD	39101605	736889

Data Scrubber

In today's environment, data is king. It is very likely that your company has invested heavily in an operating system that is designed to maximize your ability to execute your business. Without clean data in all aspects of your business, you cannot utilize your system to its fullest extent. The VANTAGE GROUP® Scrubber System will clean your electrical material data to the point that it can be easily integrated into your ERP system. The end result will be a file that has accurate and complete information containing manufacturer part numbers, UPC codes, UNSPSC codes, fully attributed data descriptions and even your internal system part number or identifier.

The VANTAGE process compares your parts against our database containing millions of electrical items. Even common industry acronyms and abbreviations are

used to identify your material. Once complete, you are on your way to more accurate pricing, ordering, receiving and reporting through the same system that runs your business.

OFFERING

- Data cleansing by industry experts
- All codes and identifiers included
- Manufacturer specific nomenclature

BENEFIT

- Seamless system integration
- Eliminates inventory redundancies
- Ensures accurate pricing & e-commerce transactions.

"I have seen savings from 10 to 40 percent, depending on the particular electrical commodity"

Ron Miller ~
Purchasing Manager, Roseburg Forest Products

e-commerce

It's official, e-commerce has finally made it to the level of indirect materials. In the time it has taken for that to transpire, VANTAGE GROUP® has developed a full complement of solutions to meet your growing e-commerce needs. Whether you utilize direct order entry, internally hosted data, 3rd party providers or a punch-out solution, VANTAGE has the ability to make your system successful. Our entire system functions on electronic transactions, so regardless of your needs, VANTAGE will be able to accommodate them. We even have the ability for you to request a quote electronically. As your single point of contact, we will be able to offer multiple invoicing options that can recognize regional or local differences. If your facilities are autonomous, placing their own orders and paying their own invoices, we have a solution for that as well. In today's world of multiple operating systems and acquisitions, VANTAGE has the flexibility to work with you to ensure the most effective outcome.

OFFERING

- Flexible, reliable systems
- Experience with multiple platforms
- 3rd party relationships
- Extensive industry knowledge

BENEFIT

- Direct link to solutions
- Timely integration
- Reduced implementation time
- Complete data integrity

Internet Reporting

The saying in our business goes, "If you can't track it, it didn't occur." For that reason, VANTAGE GROUP® maintains what is arguably the best on-line reporting capability in our industry. Available 24/7, your data will be accurate as of the previous day's transactions. Our password protected website allows your employees to view purchase history by facility and by manufacturer for any time frame you choose. You have access to order analysis, payables and cost savings information that allows you to determine the success of your stated goals. Because accurate data is critical to your decisions and operations, VANTAGE has created a reporting package that allows you to see the big picture.

OFFERING

- 24/7 availability
- Personalized password protection
- Easy to read graphic formatting
- Customer specific data options

BENEFIT

- Your time frame, not ours
- 100% secure access
- Conclusions as a glance
- More meaningful reporting



"VANTAGE GROUP® implemented a website following all of the Air Products rule sets for data and information flow. This was truly one of the quickest implementations we had with any of our national accounts."

Matt Merkle
Strategic Sourcing Manager ~ Air Products



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