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**Prime Advantage to Mark 10<sup>th</sup> Anniversary at Fall Conference in October**

*Top manufacturers and suppliers gather to share insights for improving bottom-line profitability in a global economy*

CHICAGO, September 24, 2007 – Prime Advantage, the leading buying consortium for industrial manufacturers, will mark its 10<sup>th</sup> anniversary this October at its Fall Conference 2007: Improving Bottom Line Profitability in a Global Economy.

The conference will run from October 24-26 and will host senior professionals representing the leading U.S. manufacturing and industrial supply companies. The event, which will be held in Paradise Island, Bahamas, marks the latest important milestone for the company that launched a decade ago with the desire to better serve the purchasing and sourcing needs of small and mid-sized manufacturers.

**FALL CONFERENCE HIGHLIGHTS**

Noted Wall Street investment analyst Eli Lustgarten, of Longbow Research and ESL Consultants, will headline a stellar education and networking platform with a presentation that will examine the near-term outlook for industrial America. Entitled "Managing through Mid-Cycle", Lustgarten's presentation will also address how economic indicators may impact efforts to improve purchasing and sourcing strategies for industrial manufacturers and suppliers.

"U.S. manufacturers are enjoying one of the strongest and most prolonged periods of growth on record, and yet their competition from the global marketplace continues to push them more fiercely than ever," said Louise O'Sullivan, president and founder of Prime Advantage. "The theme of this year's conference is not only topical for today's industrial market but also defines our life for the past ten years; we need to find ways to improve bottom line profitability for our members every day."

Conference attendees will also be exposed to a series of educational sessions, known as the Executive Summit. The Executive Summit sessions will include Strategies for Improving Pricing, Utilizing Lean for Product Development, Attracting and Retaining Talent, and Relationship Building via Networking.

Since its inception, Prime Advantage has also used its conference gatherings as occasions to distribute payments that have accrued throughout the year from the volume rebates and discounts negotiated with the organization's endorsed supplier base to its manufacturing members. In the past ten years, Prime Advantage has paid nearly \$60 million in rebates and

discounts to its manufacturing industry members, and those payments have grown at a 19.4 percent compound annual growth rate over this period.

***FOUNDED UPON SIMPLE PRINCIPLES: HELP U.S. MANUFACTURERS SUCCEED***

Since 1997, Prime Advantage has worked to make small and mid-sized manufacturers more competitive through improved purchasing and business networking opportunities.

The company has strived to prove that aggregating the purchasing power of individual manufacturing companies and driving their purchases toward a limited network of qualified suppliers will deliver increased cost savings, more productive relationships, and countless related benefits for manufacturers that are often forced to compete against global organizations.

“Prime Advantage provides a superior format through which members and suppliers benefit their respective companies,” said Steve Romanelli, president, Gerlin, Inc., a manufacturer of stainless and alloy pipe fittings and flanges. “The interaction throughout this network has driven significant savings for all members while substantially growing the business prospects for our suppliers. There is perhaps no greater organization that accomplishes so much yet still finds a way to make it an enjoyable experience for everyone involved.”

“Prime Advantage has not only become our most powerful tool to lower our cost, but it has also become a window to the world of supply chain for us,” said Nestor Ibrahim, president of Southbend, a manufacturer of heavy-duty, commercial cooking equipment. “It helps us understand what is going on in the multiple industries our suppliers are in as well as how our partners and competitors in the foodservice industry approach their supply chain.”

“We first joined Prime Advantage in order to help us purchase low usage items competitively, that we did not have on contract, by using the dollar volumes of the buying group to get deep discounts and rebates,” said Woodrow Deerr, purchasing manager, Vogt Ice. “After seven years, we continue to reap benefits by replacing our large dollar volume contracts with more cost-effective ones from Prime Advantage’s endorsed suppliers. This allows us to save up front, and in addition receive group rebates twice a year at the Prime Advantage conferences.”

“We have saved hundreds of thousands of dollars since we first joined Prime Advantage five years ago,” said Harry Anderson, manager of purchasing and logistic control of Alto-Shaam, Inc., a manufacturer of cooking, holding, and serving equipment for hotels, restaurants, institutions and supermarkets. “We take advantage of the broad range of qualified suppliers and buy services, raw materials and components through Prime Advantage. The supplier approval process eliminates this costly step for us. In addition, we enjoy a strategic benefit of knowing and discussing business issues with companies in the same industry. As we build relationships within the Prime Advantage network, we naturally share sourcing ideas, discuss supplier issues and network with a trusted group of suppliers and manufacturing industry peers.”

“In this competitive world of food service, you must be able to compete on a global level,” said Bill Stompf, national sales manager, Bally Refrigerated Boxes, Inc. “In addition to the monetary advantages group purchasing affords the information available from the PA vendors and staff allows us to make decisions based on true market conditions and forecasts on most major components.”

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“Through Prime Advantage, we have been able to develop truly innovative programs with some key suppliers that would have otherwise not been possible,” said Joseph Carlson, president, Lakeside Manufacturing. “Prime Advantage makes our entire supplier management process easier to start and maintain.”

“Joining Prime Advantage has been like adding a person to our supply management team,” said Dewey Stevens, materials manager, Curt G. Joa Inc. “Its qualified supplier network has opened our organization to additional resources for products, plus developed relationships that have brought us new technological developments, and allowed us to reduce our vendor base. Most importantly, it has expanded our supply chain family with outstanding suppliers and members by building trust and confidence through the process of helping one another.”

“Prime Advantage has introduced us to numerous suppliers, and the result of these relationships have produced substantial savings for us over the past 10 years,” said Steve Cobb, chairman and CEO, Henny Penny, Inc. “Without Prime Advantage, we may have never established the relationships we now have, or reaped the benefits they have brought forward. We consider Prime Advantage and many of their suppliers to be true partners.”

“Prime Advantage has “Shown Me the Money” in many ways,” said Gene Wood, purchasing manager, Perfection Equipment. “Buying from the top qualified suppliers in their fields simplifies the buying process by reducing man hours up front and improving the bottom line in the end.”

“Duke has been in Prime Advantage since its beginning and the process has been a complete and quite amazing success,” said Terry Dailey, purchasing manager, Duke Manufacturing. “We have found some excellent suppliers, saved some significant dollars and made a lot of good friends.”

“From the first short meetings during the formative years in hotel rooms we’ve long since outgrown, from the first quizzical hello’s to the friendships that will last a lifetime, from the alliances formed between members and suppliers and where competitors walk arm in arm, this is my Prime Advantage,” said Lisa Catanzano, purchasing manager, The Montague Company. “Cost reductions, rebates and endless resources are all a part of the benefits we continue to enjoy through our affiliation with this fine organization.”

“We first joined Prime Advantage to increase our vendor base and to save money. Prime Advantage has done this in spades,” said Harmon Lewis, executive vice president, American Panel Corporation. “We save on our purchases; we enjoy improved quality, have better deliveries and love the rebates. After 10 years, we see the savings every day. Our wildest expectations have been exceeded.”

“Through our involvement with Prime Advantage, Unified Brands has been able to find new suppliers that have proposed many cost saving opportunities and many new ideas to us,” said Bryan Gonseth, materials director, Unified Brands. “The Prime Advantage suppliers are true partners that care about our business and about our continued success.”

Prime Advantage is the brainchild of O’Sullivan, who recognized that small and midsized manufacturers could effectively compete against global organizations if they were able to realize some of the procurement and sourcing benefits that these larger manufacturers enjoy.

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Before starting the company, O'Sullivan was president of Groen, a Dover Corporation operating company and a manufacturer of commercial food service and industrial processing equipment, a position she held for more than 12 years.

A former elementary school teacher, she joined Groen in 1975 as a part-time writer in its advertising department. During the next 10 years she rose rapidly through the ranks, serving as vice-president of sales, marketing and engineering immediately before being appointed president in 1985.

In its early years, Prime Advantage leveraged its deep experience in the commercial food service industry to attract manufacturing members like Enodis and industrial suppliers like Macsteel USA and Motion Industries. However, the company has steadily expanded its industry expertise and its ability to serve other specialty manufacturers and suppliers, including the automotive, packaging, consumer goods, energy, industrial machinery, medical device, paper, pharmaceutical, plastics, telecom and the vending machine industries.

**About Prime Advantage**

Founded in 1997, Prime Advantage is a buying consortium for industrial manufacturers with more than 400 members, 70 associate members, and more than 110 endorsed suppliers. For more information on Prime Advantage, visit the website at [www.primeadvantage.com](http://www.primeadvantage.com).

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