

What our Members are saying about Prime Advantage



“Prime Advantage provides a superior format through which members and suppliers benefit their respective companies. The interaction throughout this network has shown 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.”

Steve Romanelli, President, Core Pipe Products.



“Prime Advantage has introduced us to numerous suppliers which has produced substantial savings over the past 10 years. Without Prime Advantage, we may have never met with these suppliers and 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.”

Steve Cobb, Chairman and CEO, Henny Penny, Inc.



“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. 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.”

Nestor Ibrahim, President, Southbend



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

Joseph Carlson, President, Lakeside Manufacturing



“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. 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.”

Woodrow Deerr, Purchasing Manager, Vogt Tube-Ice, LLC



“Joining Prime Advantage has been like adding an additional person to our supply management team. 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.”

Dewey Stevens, Materials Manager, Curt G. Joa Inc



“We first joined Prime Advantage with an attitude of let’s try this new buying group concept and see if it brings value to our organization. That was 10 years ago, and we have since participated in every Semi-Annual Conference, every Technical Symposium, and every Executive Summit. Prime Advantage continues to provide tools that Hatco Corporation uses to stay on the cutting edge in bringing value to our customers.”



Bob Larson, Procurement Specialist, Hatco Corporation

“We first joined Prime Advantage to increase our vendor base and to save money. Prime Advantage has done this in spades. We save on the purchase, have improved our quality, have better deliveries and love the rebates. After 10 years, we see the savings every day. Our wildest expectations have been exceeded.”

Harmon Lewis, Executive Vice President, American Panel Corporation



“We have found, working with Prime Advantage suppliers, immediate savings and we’d been working with suppliers that were right outside our back door. Now we’re working with Endorsed Suppliers all over the country and we’re still saving money. It’s a great thing.”

Lisa Catanzano, Purchasing Manager, The Montague Company

“Anytime I call a company and say I’m with Prime Advantage I get right to the head source. I don’t go through a chain of command to get to whom I really want to get an answer from.”

Jerry Nolan, Purchasing Manager, Advance Tabco



“Prime Advantage helped us to save a lot of money on direct costs compared to what we’ve been buying in the past. Also Prime Advantage Endorsed Suppliers are truly partnering with us so our engineers can meet their engineers and work together. You need that real commitment between the two companies so you can invite them to your facility, work hand in hand with your engineers, look at your product and not just sell your products but help design your next piece of equipment.”

Bill Hickey, Executive Vice President, A.J. Antunes & Co.

