

ABOUT VNA

VNA is a thriving, 100% distributor-owned organization with more than 50 leading North American Allen-Bradley distributors. It is the strength and commitment of these companies that promote and sponsor the intelligent growth of VNA.

As a member-owned organization, our members are directly involved in the accounts that are related to their business. VNA is designed to add value, not cost, as a private for-profit organization would. VNA, instead focuses on providing opportunities to our participating members to capitalize on the efficiencies and low cost solutions shared with all 50 companies.

VNA operates primarily as a service organization for its members, and performs specific sales, marketing, and IT functions designed to maximize economies of scale, minimize cost, and maximize member value to our customers.

VNA has evolved into a market leading business solution for North American electrical supply contracts. Our distribution channel consists of more than 50 separate distributor companies with over 600 distributor branch locations in the US, Canada and Mexico. Our sales solution also includes a strong Minority and Diversity Supply offering.

Electrical is our ONLY focus. Our company is the first of its nature to have a 100% focus on electrical supply contracts for industrial customers only.

Vanguard National Alliance is Rockwell Automation's preferred choice for national accounts.

— Rockwell Automation

TAKE CONTROL

Your business can benefit from VNA's expertise and experience. Contact VNA to get your operation moving towards greater profits and improved efficiency.



(508) 907-7090 • www.vnaweb.com

235 West Central Street, Suite 201, Natick, Massachusetts 01760-3714

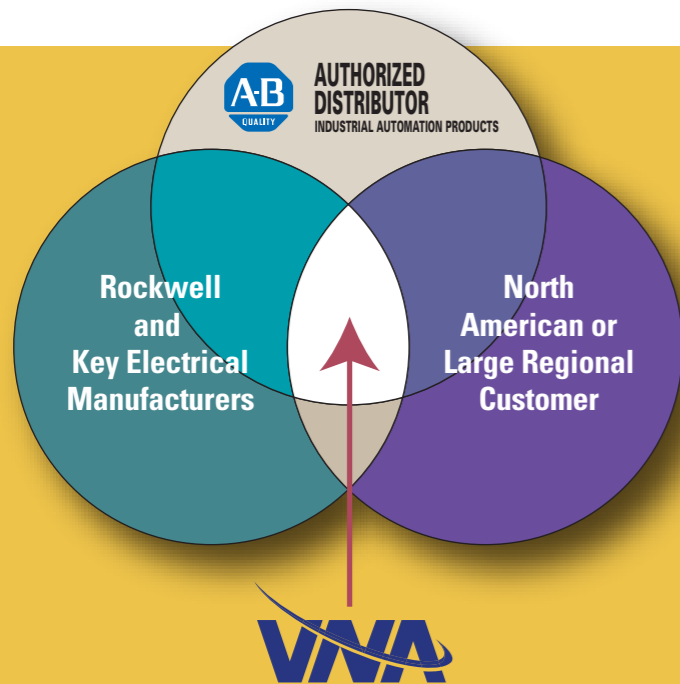


Your Competitive Supply Advantage



Vanguard National Alliance is the North American Solution that provides

large corporations who are partnered with Rockwell and Allen-Bradley Distribution, the structure to deliver the lowest Total Cost of Ownership, use and process across every platform of their electrical spend.



The Vanguard National Alliance mission is to enhance total customer productivity – to be competitive and stress efficiency so that potential advantages are fully maximized.

VISION

The business concept for Vanguard National Alliance originated in March of 2001, when Allen-Bradley distributors, owners, and industry leaders recognized that they needed a strong national sales platform to compete on national account business.

Our distribution channel of individual Allen-Bradley distributors provide a single national sales solution to national account customers. Our combined channel sales volume is estimated at \$10 Billion. This channel consists of 100% of the authorized Allen-Bradley Automation distribution locations.

VNA is the only solution provider that can deliver the number one industrial focused distributor in every market. This means VNA locations completely understand the complexity and needs of each of your facilities. Our sales solution also includes a strong Minority and Diversity Supply offering.

WHY VNA?

Extend Your Team – Let us put our expertise to work for you!

Financially Sound – VNA is Distributor Owned

Largest Network – We have over 600 “Industrially Focused” branch locations in North America.

Experience – Over 1100 Plants Under Contract

Product Depth and Coverage – Over 300 Manufacturer Relationships

**VNA is Your Low Risk Solution —
Using the People you Know and Trust**

TCO INITIATIVES

Vanguard National Alliance and its Manufacturing Partners developed our **Total Cost of Ownership (TCO)** programs based on 7 key initiatives.

These programs are designed to improve the efficiency of all the resources in use within our customer's facilities, be it technical, financial, or labor related. When we are able to improve the efficiency of these resources, the direct result is a lower Total Cost of Ownership for our customers.

Our focus on TCO goes beyond considering delivered price as the only factor in reducing costs.



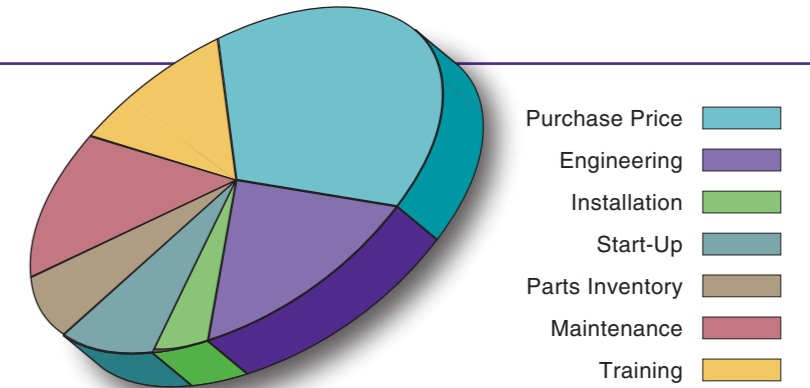
VALUE-ADD

Local Inventory Local Support Local Technical Expertise Local Training Facility Local Branch Facility Local Mfg. Support	National Sales Effort National Pricing Negotiation National Supplier Relationship National Contract Negotiation National Implementation National Data Mngmt (Reports, Invoicing) National TCO Programs

You don't lose anything locally and you gain proven national results.

LOWER YOUR TCO

VNA delivers just what you need to lower your Total Cost of Ownership . . . Slice by Slice. Because being good in one slice is not good enough!



VNA / RA Actions or Deliverables	Impact
PURCHASING <ul style="list-style-type: none"> Single Point of Order Entry Unified Terms & Conditions EDI Transactions Active Technology Migration Vendor-Share Tracking & Optimization Agreement Fulfillment 	<ul style="list-style-type: none"> Lower Automation Budget Lower Transaction Costs Reduced Inventory Transaction Efficiency Consolidated Reporting Consolidated Order Processing
INVENTORY <ul style="list-style-type: none"> Locally Available Stock Quick Delivery & Service Inventory Base Evaluations Storeroom Management Options Parts Management Agreement Clean Sweep Program 	<ul style="list-style-type: none"> Lower Capital Investments Less Downtime Product Availability Increased Productivity Product Consolidation & Standardization
START-UP & ENGINEERING <ul style="list-style-type: none"> Advanced Toolset Support Quick Delivery & Service Coordinated Multi-Site Training Conversion Assistance Outsourced Engineering Services Scalable and Integrated Automation Architecture for Deliverables 	<ul style="list-style-type: none"> Increased Engineering Productivity Faster Time to Market Increased Reliability Lower Initial Cost Reduced Engineering Cost
MAINTENANCE <ul style="list-style-type: none"> Spare Parts Services Predictive Maintenance Tools Repair Plus 	<ul style="list-style-type: none"> Lower Non-Productive Time Less Spare Parts Required
TRAINING <ul style="list-style-type: none"> Consistent Multi-Site Training Programs Plant-Wide Safety Training Adaptable Training Programs for Emerging Technologies 	<ul style="list-style-type: none"> Better Worker Productivity Better Process Consistency More Educated Workforce
INSTALLATION <ul style="list-style-type: none"> Integrated Components Architecture Optimization 	<ul style="list-style-type: none"> Up to 80% Less Wiring Smaller Space Requirements