



McNaughton-McKay Electric Company selects epaCUBE for Gross Profit Optimization

DALLAS, Texas, Jan 6, 2010 – epaCUBE, an innovative provider of pricing and margin optimization and product data management solutions announced that McNaughton-McKay Electric Company has licensed their full suite of Product Data Management and Gross Margin Optimization tools.

“We are honored to be working with a market leader and one of the most operationally excellent companies in the Electrical and Automation Controls Distribution marketplace.” stated Randy Hughes, VP of Sales & Marketing for epaCUBE. “We look forward to working with and supporting McNaughton-McKay’s efforts to continually improve their customer service and reduce costs through better product data management, pricing improvement initiatives and gross margin optimization.

The McNaughton-McKay operations and sales staff has years of experience in pricing management and optimization. Internal efforts have yielded dramatic improvements and epaCUBE will further automate and improve their tested processes. epaCUBE’s complete solution helps insure that all product data is accurate, up-to-date and synchronized with their suppliers.

“As we continue to evolve our Product Information and Pricing strategy, we have selected epaCUBE’s innovative pricing optimization and product data management suite of software to assist in the improvement of our processes.” said **Scott Sellers, Vice President of Operations for McNaughton-McKay**. “Accurate data and proper management of pricing within our business system is critical to McNaughton-McKay’s overall profitability. We believe that our partnership with epaCUBE will assist in taking us to the next level by automating some of these critical processes and provide additional visibility that will allow for improved decision making.”

About McNaughton-McKay Company

McNaughton-McKay Electric Co. 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. McNaughton-McKay’s market stretches from mid-Michigan through Ohio, the Carolinas, and Georgia, employing approximately 800 people in the US, and has recently expanded into the European market to include facilities in Stuttgart and Wegberg Germany. McNaughton-McKay offers over 1,000 different lines of products and serves customers in a variety of application areas, ranging from furniture to pharmaceutical, aerospace to automotive, and facilities from hospitals to universities to shopping malls.

About epaCUBE, Inc.

epaCUBE was founded on the premise that “real dollars” could be reclaimed in the supply chain by solving the problems and overcoming the challenges associated with accurately optimizing “gross margin” over “continuously” cleansed and up-to-date product data. The Product Data Management and Gross Profit Optimization tools give a company the powerful ability to manage every aspect of its product mix, specifically and accurately target its customers and their consumers, and negotiate with suppliers from a position of strength based upon complete knowledge of its products.

epaCUBE offers a powerful solution that improves gross margin and data quality, dramatically increases productivity, and streamlines product data integration with internal systems and outside trading partners. High performance companies thrive from this type of product, market and customer knowledge, and epaCUBE’s goal is to make this level of product information available to the distribution and manufacturing marketplace in a packaged, affordable solution.

For More Information...

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