



LEVERAGING THE POWER OF EDUCATION

CONFIDENTIAL CONTRACT SUMMARY



Product Category: **Janitorial/Sanitary Supplies & Equipment Distribution**

Getting Started: Contact Ciara Savage
Customer Service Representative
Network Services Company
Phone: (847) 803-4888 ext. 2282
Direct: (224) 361-2282
Email: csavage@nsconline.com

Ciara Savage will work with your Horizon Resource Group Account Director to obtain details on Horizon members. She will then set up the Horizon member in the Network Services system with a valid account number using the Horizon unit ID number. Ciara will be responsible for assigning a Network Business Unit (local distributor) to service the institution in accordance with the Horizon/Network contract. Once the Network Business Unit is in contact with the Horizon member, orders will flow through directly to the Network Business Unit.

Agreement Period: The term shall commence on February 10, 2006 and continue until February 9, 2009 with automatic renewals for two (2) additional one year periods.

Supplier Contact: Ciara Savage
Customer Service Representative
Network Services Company
Phone: (847) 803-4888 ext. 2282
Direct: (224) 361-2282
Email: csavage@nsconline.com

*To utilize this agreement, contact **Ciara Savage** with **Network Services Company** at the number listed above or contact your dedicated Horizon Account Director at (866) 531-3053.*

Payment Terms: Net 30

Price Protection: Guaranteed for term of the contract.

Agreement Summary:

Network Services Company delivers national and local programs and value-added services that will continue to lower Horizon member institution's total costs and improve service levels.

Network, an \$8.2B member-owned organization of more than 70 independent distributors, is the largest U.S. distributor of janitorial products and supplies, foodservice disposables, and industrial packaging products. Network has over 400 locations nationwide that cover 95% of the U.S. with free-freight service.

Network's members purchase from an estimated 2,500 suppliers. However, Network has preferred purchasing agreements with 110 of the "largest" suppliers. These key suppliers of thousands of quality products manufacture many of the leading jan-san products and foodservice disposables used by Horizon locations. The Horizon manufacturer agreements with Georgia Pacific, GoJo and Heritage Bag are distributed through Network.

Under the Network program, multi-location customers such as Horizon members realize many benefits, including:

- The ability to meet your unique product needs and help standardize the use of products across sites
- Local and flexible service
- Cost containment and negotiated price protection
- The ability to meet your unique product needs and standardize those products
- Local and flexible service
- One contact point for direct communication and problem solving
- Consolidated and electronic invoicing and payment, which will save Horizon members both time and money
- Quarterly purchase history reports, which allow Horizon members to control and monitor usage and cost
- The ability to place orders electronically, including online at the Network website or via EDI
- Standardized national pricing
- Cost containment and negotiated price protection

Other key indicators of Network's capabilities:

- 15M square feet warehouse space
- 750,000 customer locations
- 2,300 outside sales representatives
- 8,700 support staff
- Network distributor members' average years in business is 67 years
- Network itself has been in business for over 35 years

In summary, Network Services Company provides the best of both worlds to Horizon members – control over pricing and product standardization, with local individualized service to meet the needs of each end-use location.

For additional information, please contact Ciara Savage at 224-361-2282, or visit the Network website at <http://www.nsconline.com>.

Network thanks you for allowing us to work with Horizon in the past, and we look forward to continuing to do business with you in the future.