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VAI INCREASES PRODUCTIVITY FOR LEADING INDUSTRIAL DISTRIBUTOR

-- Spokane House of Hose Leveraging VAI's S2K Distribution Management for Greater Efficiencies in Operations Performance --

Ronkonkoma, N.Y. – March 9, 2011 – [VAI](#) (Vormittag Associates, Inc.), an award-winning ERP solution provider, announced that Washington-based Spokane House of Hose, a leading provider of hydraulic and industrial hose and fittings in the Pacific Northwest, has integrated VAI's S2K [Distribution Software](#). VAI's S2K software will streamline disparate siloed systems into one integrated solution to better manage supply chain performance against aggressive fiscal business goals. Spokane House of Hose chose VAI for its track record of delivering powerful [enterprise resource planning](#) (ERP) solutions for the distribution, manufacturing, retail and service industries on time and on budget.

Spokane House of Hose stocks the largest hydraulic and industrial hose inventory west of the Mississippi in an 80,000 square foot facility. The company has remained committed to its roots as a locally owned business, founded in 1973. With expected continued opportunity and new customer growth, Spokane House of Hose needed to tie together the various parts of its organization into one centrally managed and scalable ERP system. VAI's S2K Distribution Software gives [Spokane House of Hose](#) and its product partner, Air Electric Equipment and Tools, the ability to analyze trends in inventory and shipment orders to streamline warehouse management operations and eliminate unnecessary and time-consuming manual processes.

According to Rob Jones, project manager, VAI, "We implemented a robust and customized software solution for Spokane in record time, and the system has delivered value from day one. Our goal was to fully integrate both Spokane House of Hose and Air Electric Equipment and Tools, with complete visibility into all business operations, to better manage and analyze the Company's inventory and financial performance. Both sides of the business are now working harmoniously for greater efficiencies in overall operations performance."

Mark Swenson, general manager, Spokane House of Hose added, "It was not just VAI's in-depth understanding of the intricacies of our distribution business, but their spirit of partnership and committed staff that convinced us this project was not only achievable but critical for the growth and development of our company. With VAI's S2K Distribution Software, we can focus on what we do best – offer fair pricing, quality products, expert advice and excellent customer service – only now we're doing this so much easier, faster and with better business intelligence."

VAI's S2K Distribution Software offers customers numerous solutions to help manage supply chains, enterprise resources and customer relationships efficiently and effectively.

About VAI (Vormittag Associates, Inc.)

VAI is an award-winning software developer and an IBM Premier Business Partner. Designed for the mid-range market, S2K Enterprise Resource Planning (ERP) Software Suite is used by a wide variety of mid-sized companies worldwide, with a number of clients in the manufacturing, distribution, retail, food and related service industries. Advanced applications such as Warehouse Management Systems, EDI, CRM, Business Analytics and e-Business provide companies the power to leverage their information technology investment. VAI is headquartered in Ronkonkoma, New York, with branch offices in Miami, Orlando, Chicago and Oroville, California. For more information, please contact Diane Dady at 800-824-7776, ext. 236 or visit www.vai.net.

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