



FOR IMMEDIATE RELEASE:  
May 31, 2010

Contact: Mike Gentile  
President/CEO  
is.group  
Tel: 317-579-1113  
E-mail: [press@isgroup.org](mailto:press@isgroup.org)

## **IS.GROUP CONTINUES TO BUILD "YOUR TRUSTED NATIONAL CHOICE" NATIONAL ACCOUNTS PROGRAM**

is.group is excited about United Stationers' recent announcement of another proactive and innovative program that will result in additional sales opportunities for the independent dealer. is.group is proud to continue to collaborate with United Stationers and strongly supports their creation of Orbit Point, a field-leveling initiative that will power Independent Stationers' "Your Trusted National Choice" national accounts program. Orbit Point will reinforce is.group's already established national account program, which is successfully being implemented with large, national, regional, multi-location, public and private sector national accounts.

"is.group recognizes the tremendous opportunity for its members created by the recent decision by The County of Los Angeles, lead agency for the US Communities office supply agreement, to competitively re-bid the office supplies contract. Many of is.group's independent resellers participate in existing multi-vendor contracts such as the copier and office furniture agreements marketed by US Communities, and do a fine job of meeting those contract requirements. is.group is confident that it is well-positioned to meet the needs of the participating entities of the US Communities agreement and has proven capabilities in securing, managing, implementing and monitoring public sector contracts," said Mike Gentile, President & CEO of is.group.

Gentile also announces that a proven industry leader has joined the team to lead Independent Stationers' "Your Trusted National Choice" national accounts program. Kevin France, who recently served as the National Director of the Healthcare Division for the Humanscale Corporation, will serve as Vice President National Accounts for Independent Stationers, Inc. France previously spent 10 years with Boise Cascade Office Products Corporation-OFFICEMAX as a Director responsible for the healthcare market.

Gentile states, "These are exciting and paradigm-changing times for the independent dealer community. To reinforce is.group's 2010 annual meeting theme "Collaborate", it is is.group's intention to reach out to numerous dealers, groups, manufacturers and others in the industry to find ways to productively work together."

ABOUT IS.GROUP: Founded in 1977, is.group is a leading global organization providing marketing support and purchasing power for the independent office products dealer. The organization's members are located throughout the U.S. and in 3 foreign countries. Collectively, is.group members produce \$2.5 billion in end-user sales from small to mid-sized businesses. For more information, please contact Cora Baker at is.group headquarters (Phone: 317-579-1111; e-mail: [cora@isgroup.org](mailto:cora@isgroup.org)) or visit the is.group web site at [www.isgroup.org](http://www.isgroup.org)).

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