



FOR IMMEDIATE RELEASE

The Edge Group adds West Penn Wire as new Preferred Supplier

(HOUSTON, April, 2020) – The Edge Group recently announced the addition of West Penn Wire to their expanding network of industry leading manufacturers. The alliance represents an ideal strategic partnership designed to grow business on local, regional and national levels.

Of becoming a part of Edge, Andy Oswald, West Penn Wire’s VP of Sales, said, “West Penn Wire is excited to be the newest Edge Preferred Supplier. We joined the team because we were interested in growing our existing distributor business as well as building new distributor relationships. Working with Mr. Don Koehler and the entire team to complete the partnership was a pleasure. We are looking forward to driving the West Penn brand and inventory position with The Edge Group and all of the Partners”.

For 50 years, West Penn Wire has manufactured institutional, commercial, and residential Fiber Optics and Low Voltage Wire and Cable for AV, Security and Networking. With members located all across the US, Edge will be able to provide West Penn with a strong distribution channel complete with local stock, extensive marketing to end users along with the expertise to drive sales.

In welcoming West Penn to Edge, Ron Meyers, President and CEO of The Edge Group, said: “Edge is proud to partner with West Penn. Based on the member feedback and their enthusiasm to support West Penn, Edge looks forward to a great strategic partnership.”

About West Penn Wire

West Penn Wire designs and manufactures wires, cables, harnesses, and related products to companies of all sizes, as well as for higher education, healthcare, government organizations, and houses of worship. Their design, engineering and manufacturing excellence provide solutions that meet the most demanding requirements for audio, video, security, and networking applications. Visit them online at: <https://www.westpennwire.com/>

About The Edge Group

The Edge Group, founded in 1990, is a distributor-owned buying and marketing group with the strength, inventory, and sales equivalent to those of national distributors. Edge founder, Ron Meyers, had previously owned an electronics distribution company and struggled to get the right products at competitive prices. It was this experience that inspired him to start a distributor owned buying group to help independent distributors team up with leading manufacturers and compete more effectively.

Today, The Edge Group represents more than 200 supplier lines serving the datacom, security, low voltage, AV, electronic MRO, and electronic OEM industries. The group has over 1200 stocking locations throughout the U.S. and Canada with more than \$1.2 billion in annual buying power. Learn more at: <http://www.edge-group.com>.