



Beatrice Companies, Inc.  
Post Office Box 7724  
Phoenix, Arizona 85011-7724  
602 225 2000  
[www.beatriceco.com](http://www.beatriceco.com)

**Monday, January 24, 2011**

## **Beatrice Companies, Inc. Selects Anixter International as New Structured Cabling Vendor**

PHOENIX -- Beatrice Companies, Inc. announced today that the company selected Anixter International to become the new vendor for structured cabling products, for both low voltage and high voltage applications. Anixter replaces Graybar Services, Inc., who has been supplier to Beatrice since 2000.

"Beatrice is delighted to be working with Anixter and their team of dedicated experts," DeWitt P. Hoopes President, CEO & CTO of Beatrice Companies, Inc. said. Mr. Hoopes went on to say, "With our previous vendor, we just were not getting the support and pricing that Beatrice needed, and it was only getting worse. So, our procurement department had decided to investigate other vendors that could handle our purchasing requirements, including product availability, pricing and global operations, and Anixter fit all criteria. Their pricing is competitive, they have operations in both Europe and Asia, which Beatrice is expanding to, and having a supplier that has a presence in not only North America, but internationally is a plus. Anixter also coordinates and fosters working relationships with the manufactures representatives and the end user customer, which is beneficial for Beatrice."

### **About Beatrice**

Beatrice Companies, Inc. ([www.beatriceco.com](http://www.beatriceco.com)) manufactures and distributes high quality food and beverage products for the wholesale and retail markets, through our business units; Beatrice U.S. Food Corp., Beatrice Distribution, Inc., Beatrice International, Inc., and Beatrice Mercantile Exchange, Inc. Beatrice also has two non-food subsidiaries, Beatrice Consumer Products, Inc., and Beatrice Technologies, Inc.