

**NEWS RELEASE**  
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**William Gindlesperger Recognized as Procurement Leader**  
*Named to Supply & Demand Chain Executive's Annual Pros to Know List*

CHAMBERSBURG, PA – William Gindlesperger, chairman and chief executive officer of e-LYNXX Corporation, has been selected by *Supply & Demand Chain Executive* for inclusion in the magazine's prestigious annual listing of top procurement leaders in the United States and Canada.

"From the thousands of procurement professionals at work across North America, it is a real honor to be one of about 150 to be singled out as a Pro to Know," said Gindlesperger. "More importantly, this is a recognition of the changes that e-LYNXX have introduced in the marketplace -- fundamental changes in procurement processing that are saving organizations 25% to 50% on the print that they buy every day."

e-LYNXX offers a patented methodology, a proprietary communications and workflow system and best practices that, when used together, not only reduce costs for print but also streamline and enhance the buyer's procurement process. Gindlesperger said controls are strengthened, total task documentation is provided, full transparency is ensured and the time required to identify a qualified supplier is compressed to a matter of seconds when compared to traditional procurement methods. In 2009, *Supply & Demand Chain Executive* editors named e-LYNXX one the top 100 procurement firms in North America.

"This year's Provider Pros to Know have shown themselves to be thought-leaders in the Supply Chain industry," said Andrew K. Reese, editor of *Supply & Demand Chain Executive*. "Highlighting the learnings that the Provider Pros to Know have taken out of the Great Recession provides our readers with a wealth of best practices that they can apply in their own supply chains, as well as insights into how leading organizations are positioning themselves for competitive advantage in the Great Recovery ahead."

The full listing of the 2010 Pros to Know will be available in the February/March 2010 issue of *Supply & Demand Chain Executive* magazine and e-book beginning in the third week of March and on the *Supply & Demand Chain Executive* Web site at [SDCExec.com/2010Prostoknow](http://SDCExec.com/2010Prostoknow).

Gindlesperger, a nationally recognized entrepreneur, inventor, author and consultant in print and procurement, invented the methodology that optimizes cost reduction in the procurement of print and other specification-defined goods and services. He has been granted two separate business method patents by the U.S. Patent Office, first for the competitive procurement of print and then for the competitive procurement of all customized and specification-defined goods and services.



He founded ABC Advisors and its successor, e-LYNXX Corporation, in 1975. Print buyers and suppliers alike have benefited from his insight and innovation.

Gindlesperger has directed major in-plant studies in both the private and public sectors and is highly regarded for his knowledge, advice and work on behalf of firms in matters pertaining to the U.S. Government Printing Office (GPO). He has testified before the U.S. Senate Committee on Rules and Administration regarding government print and procurement policy. He also has worked directly with numerous Congressional and Senatorial members and staff and has advised Congress on the development, operations and future of GPO print procurement and the federal print program in general.

He was a founder and chairman of Printing Industries of America's (PIA) PrintPAC (political action committee) and has been recognized for his contributions to PIA and services to the printing industry. He was inducted into PIA's Ben Franklin Honor Society of print industry leaders in 2009 for his lifetime contributions to the print industry.

Under Gindlesperger's leadership, e-LYNXX has grown to become the North American procurement authority. e-LYNXX has been exclusively endorsed by Printing Industries of America (PIA).

His firm handles more than 200 on-going consulting assignments at any given time. Among its contracts is one with Educational & Institutional Cooperative Purchasing to assist colleges, universities and other institutions nationwide with procurement and print-spend management.

A native of Chambersburg, Gindlesperger is a graduate of Dickinson College.

#### **About e-LYNXX Corporation**

e-LYNXX Corporation, the North American procurement authority, is exclusively endorsed by *Printing Industries of America (PIA)* and *Educational and Institutional Cooperative Purchasing (E&I)* and recognized as a top 100 procurement firm by *Supply & Demand Chain Executive*. Founded in 1975, e-LYNXX has three divisions. ● American Print Management provides enterprise print procurement solutions and patented competitive methods to reduce costs for direct mail, marketing materials, packaging and other procured print. Results include enhanced quality and service levels, efficiencies, process control, transparency and procured print cost reduction of 25% to 50%. ● Patented Procurement Method grants patent licenses for supply chain optimization. Results include substantial reduction in existing costs of competitively procured goods and services. ● Government Print Management offers U.S. GPO bid services, access and assistance. Results include filled downtime, operational stability, improved cash flows and increased profitability. [www.e-LYNXX.com](http://www.e-LYNXX.com) – 888-876-5432

#### **About *Supply & Demand Chain Executive***

*Supply & Demand Chain Executive* is the executive's user manual for successful supply and demand chain transformation, utilizing hard-hitting analysis, viewpoints and unbiased case studies to steer executives and supply management professionals through the complicated, yet critical, world of supply and demand chain enablement to gain competitive advantage. On the Web at [www.SDCExec.com](http://www.SDCExec.com).

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