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## Customer News

FOR IMMEDIATE RELEASE

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June 2005

### **COUNTRY CURTAINS SEES GREAT POTENTIAL BENEFITS FROM USE OF NEW INVENTORY PLANNING SOLUTION FROM VALOGIX**

Saratoga Springs, NY – June 20, 2005 - Valogix announced today that specialty retailer Country Curtains will be implementing its advanced inventory planning and optimization solution at their headquarters in Lee, Massachusetts. Valogix develops advanced inventory planning and optimization solutions for finished goods, service parts, and MRO inventories.

Valogix planning solutions provide enterprise type features and benefits to small and midsize companies. According to Richard Vaccaro, President and CEO of Valogix, “we offer state-of-the-art advanced planning solutions that are easy to use and affordable. We are very excited about having a prestigious retailer like Country Curtains as a new customer and partner.”

Founders Jane and Jack Fitzpatrick established Country Curtains in 1956. Their core purpose is to bring "joy, beauty and warmth to everyday home and family life"... a statement that their customers wrote for them. As a private family and employee owned company, Country Curtains is well known for window treatment designs, great quality, fair, and reasonable pricing, and outstanding customer service. Currently, there are 26 Country Curtains retail stores with more planned. Customers can buy at their stores, through their catalog, or on-line.

According to Lee Williams, President of Country Curtains, “we have four main goals in implementing the Valogix solution. First, we are expecting to improve our productivity by spending less time deciding what inventory we need to replenish.

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Second, we want to enhance our service to our Customers at all levels. It is critical to us that we satisfy every customer that shops with us. Third, we want to maximize the return on our inventory investment. And fourth, we want our employees to feel highly satisfied in their work by providing them with tools that support their zeal for great customer service.”

Sandy Dignard, Executive Vice President, was key in the decision making process to choose Valogix. With over 21 years, experience with Country Curtains it is Sandy’s responsibility to insure everything flows smoothly behind the scenes. According to Sandy, “automating our planning process will help insure we meet our customers’ needs while helping the company to manage our costs.”

Many of Valogix’s other customers have very similar goals to those of Country Curtains. They see the real value and differentiation in using advanced inventory planning and optimization. Their goals of improving customer service while reducing planning time and investment in inventory are achievable with the technology from Valogix.

According to Jim Duff, Director of Inventory Planning for Country Curtains, “we reviewed a total of nine software solutions and felt that the Valogix management expertise and their easy to use and affordable solutions were a perfect fit for our company. We believe the combination of our great employees, our refined processes, and this new planning tool will help us meet our goals and provide a solid return on our investment.”

### **About Country Curtains**

Country Curtains®, founded in 1956 by Jane and Jack Fitzpatrick, and headquartered in Lee, Ma is a private family and employee owned company, employing approximately 600 people in its sales, distribution and manufacturing operations. The Country Curtains® catalog is mailed several times annually to millions of customers around the world, and twenty six Country Curtains® retail shops serve customers from Portsmouth, NH to Richmond, VA and from Boston to Chicago.

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The company's state of the art Web site at [www.countrycurtains.com](http://www.countrycurtains.com) offers customers information about decorating with curtains, a free catalog, and interactive online shopping and buying. The company also owns two factories, one in Housatonic, MA and one in West Hartford, CT where they make about half of the textile products they sell. The Country Curtains® product line today includes curtains, top treatments, shades and blinds, pillows and chair pads, bedding, rods and hardware, and decorating accessories.

Country Curtains, Inc.  
Tel: 1.800.456.0321  
<http://www.countrycurtains.com/>

**About Valogix, Inc.**

Valogix offers advanced inventory planning and optimization solutions that automatically, forecast future demand, set stocking levels, create replenishment orders, and optimize the inventory. The solutions are easy to use and provide rapid ROI. Dramatic cost reductions, improved productivity, and increased customer satisfaction are benefits received within months of implementation. Products include VALOGIX® Inventory Planner, VALOGIX® Parts Planner, and VALOGIX® MultiLink.

Since 1988, the Valogix Team has been providing dramatic results to companies worldwide. Valogix located in Saratoga Springs, NY has representatives across the US, Canada, the UK, and soon in Australia, New Zealand, France, Italy, and Spain.

For more information contact: Tom Glacken at 410-312-7780 or visit the company web site at [www.valogix.com](http://www.valogix.com).

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