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FOR IMMEDIATE RELEASE

EDmarketplace is Now Available to EDmarket Member Independent Dealers and Manufacturers



Gaithersburg, MD (October 26, 2023) — [EDmarket](#), a leading education-focused industry association, has announced the availability of its [EDmarketplace Purchasing Consortium](#) to all independent dealers and manufacturers that are members. This membership benefit is the result of a successful pilot program and is a collaboration between EDmarket and the Independent Suppliers Group (ISG). The consortium offers a cooperative business solution that is specifically designed for education furniture-focused dealers and manufacturers. Eligible EDmarket members can now access this innovative program at no additional cost.

"It is an exciting time for us," says Jim McGarry, President & CEO of EDmarket. "Two years ago, the concept of creating a purchasing consortium for dealers and manufacturers was just an idea. Now EDmarketplace is a game changer in the industry, with hundreds of thousands of dollars in sales already processed through the system in the 2023 pilot phase alone."

EDmarketplace dealers can increase their profitability and competitiveness through the program's collective buying power, which offers a better cost of goods than they could typically negotiate on their own. Just one application allows you to buy from all of the EDmarketplace's manufacturers. The consortium also simplifies billing and allows dealers to enjoy extended payment terms while still taking advantage of quick-pay discounts from manufacturers. This feature is particularly beneficial as interest rates have increased. Participating manufacturers can grow sales, increase dealer loyalty, and improve cash flow through EDmarketplace's simple, streamlined accounting system that can interact with the manufacturer's system.

Mark Hubbard, President of Paragon Furniture and EDmarket Chair, says, "As ESSER dollars fade away and the highly competitive landscape heats up, EDmarket members will be better prepared for the future with EDmarketplace. I encourage all education-focused dealers and manufacturers to explore this important new member benefit."

To learn more about the EDmarketplace program, please contact [Scott Beyer](#), Director of Business Development, or visit the EDmarket booth ([#1165](#)) at EDspaces 2023.