



Walking The Talk

From Trash to Treasure: Creating “Extreme Value”

Hudson Salvage, LLC (Hudson’s) is a Mississippi-based regional retailer of salvage merchandise. Growing at a rate of 20% per year, Hudson’s is the leading purchaser of retail salvage merchandise in the USA. Hudson’s has a bold and aggressive strategy to fuel their rapid store expansion plans by relying on many different sources of product types.

Hudson Salvage, LLC is a family-owned and operated business operating three companies from their headquarters in Hattiesburg, Mississippi. CEO Bill Hudson is the 2002 winner of the Ernst & Young Entrepreneur of the Year award for Mississippi and Louisiana. To learn more about Hudson’s, visit www.hudsonsalvagellc.com.

Alliance Communications Management (Alliance) is the industry leader in outsourced telecommunications management services. Alliance offers a suite of management services that includes network design, carrier selection and management, issue resolution, bill auditing and consolidation, and consulting services for both voice and data services. Alliance’s clients are mid-sized, multi-location businesses who lack the internal resources to manage telecommunications in the current environment.

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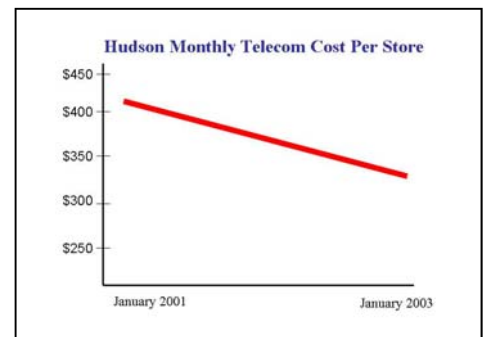


Hudson Salvage, LLC

Tracing its roots to a catastrophic fire at H.C. Hudson’s store in Palmer Crossing, Mississippi, Hudson Salvage has literally risen from the ashes to become a national leader in the retail salvage market. Buying end of season, closeout, irregular and damaged goods allows Hudson’s to provide to their customers an “extreme value” shopping experience. From those humble beginnings in south Mississippi, Hudson’s continues to grow with new stores opening regularly.

To support the company’s significant growth, the IS Department had been deploying the required systems and management infrastructure. To ensure they were equally focused on all elements of their infrastructure, the IS Department engaged an outside firm to manage the telecommunications services and providers.

Since engaging Alliance in 2001, Hudson’s has increased their number of stores by 28% while seeing their total telecommunications cost per store actually drop by nearly 18%, a direct result of Alliance’s TeleManagement service. When coupled with Unify invoice auditing and payment, Hudson’s has also seen their invoice transactional costs cut by reducing the number of telecommunications payments from over 60 to just two.



“We’ve been extremely pleased with the service Alliance provides to Hudson Salvage,” says Hudson CFO Rick Preusch.

“Not only do they manage our costs and all our service issues, but they’ve made sure every new store has all the services it needs to be successful from day one. Knowing Alliance is watching our spending and the quality of service is a huge burden lifted,” Preusch adds.