

eDataFlex® and TRA-SER® SX

Where's the Growth in 2010?

According to several industry observers, 2010 is supposed to deliver higher returns than 2009, with expected growth coming from the industrial and institutional market segments.

While every market is different, and energy efficiency opportunities abound for distributors, **Trade Service** understands the advantage of having the right tools to capture business in growing markets.

To help you maximize the benefit of your **eDataFlex** and **TRA-SER** subscriptions, we thought you'd like to know that:

- Thousands of SKU's in **eDataFlex** and **TRA-SER** have been coded with the **Energy Star** designation. When you put together a quote it might be valuable to mention the products that are **Energy Star** approved. Research has shown that this could be important to your customer ... and it doesn't cost you anything to provide the information ... you already have it!
- Selling to the government is both an opportunity and a challenge. Distributors can pursue government business through projects that their contractors bid on, while other effective strategies include having a GSA agreement and bidding for individual contracts.



Bidding for Government Contracts

Trade Service can help in bidding for government contracts. Consider that:

- A recent survey of **Trade Service** customers revealed that hundreds of our contractor users are doing business with the government.
- Over 180 government facilities (local, state, federal, military) are **TRA-SER** subscribers.
- Educational, medical & institutional clients rely on **Trade Service** as a trustworthy, neutral third-party provider of manufacturer parts and pricing.
- Solicitations across the US and Canada reference **TRA-SER** as the pricing basis.
- Use of **TRA-SER** can minimize incorrect parts' orders, disputes over invoice pricing and future audits.
- Distributors offer **TRA-SER** to their customers for "real-world" pricing, and use **TRA-SER** as proof for price adjustments and change orders.

The question is, are you getting your fair share of government business? Are you using the tools that governments are using?

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Keeping the Channel Connected

- 650 manufacturers
- 2,600,000 items
- 1,500 brands
- 1,110,000 items with images
- 800,000 items with technical attributes
- 1,200,000 items with catalog pages
- 150,000 additional items populated with image data each quarter (product & thumbnail images, catalog pages, install instructions, MSDS sheets)
- 50,000 new SKUs added per month
- 10 new manufacturers added per month (average)
- 2,700 distributor locations on Supplier Xchange™

Reaching Your Customer

- 20,000 contractor / government agency / institutional desktops

eDataFlex®

▶ Take a tour

TRA-SER® SX

▶ Take a tour

Supplier Xchange™

▶ Take a tour