

Opportunities to Make More Money

It is the season for giving, so we're giving you opportunities to make more money in 2012!

How, you ask?

- Based upon the feedback we received at the **NAED Eastern**, our newest service, **Margin Optimizer™**, will help distributors generate more profit by simply helping them better evaluate the impact of pricing changes on their bottom line.
- Distributors who are using **Submittal Manager™** are reporting a significant decrease in the amount of time it takes to prepare a professional submittal package for their contractors. Some have even told us that their contractors were so impressed with the presentation that it was one of the reasons that the business was given to the distributor.
- **Supplier Xchange™** continues to grow with more contractors participating in our online quotation system. We're now facilitating over \$400 million in quotes each month ... or almost **\$5 billion annually!**



So, we can help you make money (and maintain your product and pricing database with the industry leading **eDataFlex®** service). If you'd like to improve your profitability in 2012, give us a call to get together at the upcoming **NAED Western** in **Phoenix**, the **NAED South Central** in **Orlando** or we can arrange a web conference to show you how **Trade Service** puts profit into your business.

To schedule a meeting, email **Robert Stone** at robert_stone@tradeservice.com or call **1-866-561-5942**.

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 electrical SKUs added per month
- 10 new manufacturers added per month (average)
- 2,800 distributor locations on Supplier Xchange™
- \$4.55 billion in parts priced through Supplier Xchange so far this year

Reaching Your Customer

- 20,000 contractor / government agency / institutional desktops



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