

Energy-Oriented Products for a Changing Industry

The electrical industry is always changing. And so are the products that electrical distributors sell. While construction projects may be hard to find, energy-oriented projects continue to create opportunities, which is why **Trade Service** highlights over 16,000 **Energy Star** certified products in our database.

Speaking of changing products, we know the importance of updating the electrical products in our **eDataFlex®** and **TRA-SER®** products. After all, if the right product isn't in your system, it's difficult for you to write an order from your customer let alone place the order with the manufacturer. Did you know that so far this year we've added 88,267 products to our database and have deleted 65,416 SKUs that are no longer manufactured?

At **Trade Service**, we know that having the right information is critical to your business.



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Pointing Them in the Right Direction

Trade Service is about helping manufacturers, distributors and contractors do more business together more profitably. To help our contractor customers, **Trade Service** recently introduced **TradeLeads**. (See [press release](#)).

TradeLeads is an online job / project lead generation service for contractors and distributors. The recent federal stimulus program is creating many opportunities for electrical contractors and distributors in the form of projects and energy efficiency initiatives. **Trade Service** has developed relationships enabling us to access projects from over 89,000 local, state and federal agencies.

Each subscribing contractor and distributor receives the information and can then be one of the first ones to respond. With business being tough to come by, it always helps to have a head start. **Trade Service** recognizes that the more we can help our contractor customers, the more they can create opportunities for our distributor customers.



[More info](#)

Keeping the Channel Connected

- 650 manufacturers
- 2,000,000 items
- 1,400 brands
- 825,000 items with images
- 800,000 items with technical attributes
- 940,000 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)
- 2,300 distributor locations on Supplier Xchange™

Reaching Your Customer

- 20,000 contractor / government agency / institutional desktops

Generating Project Business

Hopefully by now you've heard about our new Supplier Xchange (tm) service which is available exclusively to our TRA-SER and eDataFlex customers.

Supplier Xchange is helping over 50 distributors write more project business. To date, 5,900 projects, representing over \$200M, have been quoted; and last month was a record month. In May alone, over 75 contractors quoted 1,700 projects via Supplier Xchange, representing \$60M.

If you're not on Supplier Xchange, you may be missing out on opportunities.

If you are on Supplier Xchange, ask us how to get more of your contractors connected with you.

For more information about Supplier Xchange, visit our [web site](#) or call 800-710-8987.

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