

Interested in Growing Your Business Without Adding Cost?

There is something many distributors are doing today to achieve this goal. By subscribing to **Trade Service** data, either **eDataFlex®** or **TRA-SER®**, you, too, can connect to **Supplier Xchange™**, at no additional expense!

Supplier Xchange provides you and your contractors with access to enhanced project quotation tools that streamline the estimating process and increase your customers' ability to win more bids. And because the system can be quickly implemented and is automated, it also saves you money.

What could be better than an effective way to grow sales, increase customer loyalty, and provide your customers (and prospects) a new service that helps them be more successful -- all without adding to your budget's expense line?

For more information about **Supplier Xchange**, take a [tour](#) or call **800-710-8987**.



A Year In Review

The past 12 months have been challenging, yet rewarding, for **Trade Service** ... and our customers. Last July, **Trade Service** and **IDEA** agreed to part ways, enabling each company to pursue its individual objectives.

Over the course of the last 12 months, **Trade Service** has:

- Added / deleted over **100,000** SKU's within our **eDataFlex** product and pricing system, representing **650** manufacturers' products. As there is value in preserving outdated information, we can retrieve three years worth of past updates for customers if needed, and we retain quarterly back-ups of our database going back seven years. (Take an **eDataFlex** [tour](#).)
- Linked product images (jpg) and catalog pages (pdf) to over **225,000** additional items.
- Added product attributes (technical properties) to an additional **50,000** items.
- Tagged over **16,000** SKUs that carry the **Energy Star** designation.
- Enhanced the leading contractor and distributor stand-alone product and pricing system, **TRA-SER**, by launching an Internet version, along with numerous expanded features. In addition to product and pricing for **1,551,080** products, **TRA-SER SX** also offers: faster item retrieval, more and improved color images, more cross-references, real-time customer quoting with a full set of administration tools, and much, much more. (Take a **TRA-SER SX** [tour](#).)
- Launched **Supplier Xchange** (January 1), a unique project quotation service to facilitate interaction between distributors and their contractors. To date, **2,500** distributor locations and **437** contractors have collaborated using **Supplier Xchange** on **7,578** projects valued at over **\$280 million**.
- Released **TradeLeads™**, a service providing subscribers with daily leads on new government and commercial projects within their specific geographic region, the moment they become available.
- Included **Maxwell Systems** among those leading contractor estimating software companies who have integrated to our new **TRA-SER SX** and **Supplier Xchange** services. **Accubid Systems** has integrated to these solutions as well, with **McCormick Systems** to announce their integration later this month.
- Acquired the **C2Importer** product from **C2 Elements**, one of the office products industry's premier content and software solutions providers, expanding our reach in the Office Products industry.

All this was achieved while continuing to maintain the accuracy, currency, and integrity of our data for your systems. Last year, we processed over **2,000,000** product updates (including new and deleted items), while ensuring that **Trade Service** customers continue to have access to the industry's most accepted commodity code schema, used for data analysis and the effective management of many day-to-day business processes.

We believe we've accomplished a lot this past year, and it's gratifying to hear confirmation from many of our customers that we are on the right track with our new service offerings and enhancements to existing products. Stay tuned for further exciting innovations in the coming months!

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)
- 2,500 distributor locations on **Supplier Xchange™**

Reaching Your Customer

- 20,000 contractor / government agency / institutional desktops

TRA-SER[®]SX[▶ Take a tour](#)**Supplier Xchange™**[▶ Take a tour](#)**eDataFlex[®]**[▶ Take a tour](#)