

Capturing Business Online

As companies have downsized personnel, many of them are considering more efficient ways to procure materials from distributors. For many, e-purchasing systems are becoming more important. Educational facilities, government entities, healthcare and larger industrials are inquiring about the ability to either order via the web, through proprietary e-catalogs, or through direct connections.

This acceleration to an e-purchasing environment can be a differentiator for distributors. Consider the investments that Grainger is making into a new website and that they have over **300,000 SKUs** online (of which about **16,000** are electrical).

Our **eDataFlex Catalog Connect** service has over **800,000** attributed SKUs that you can use to power your e-purchasing system, enabling you to compete with the largest of distributors. Additionally, you can use this content to help populate vertical market or customer-specific catalogs that you can provide to your customers in a pdf format.

And if you serve more than the electrical industry, **Trade Service** can help you with catalog content for multiple industries.

If you're looking to differentiate yourself in 2010, perhaps an e-catalog can help?

For more information about **eDataFlex Catalog Connect**, take a [tour](#) or call **866-561-5942**.

More Distributors Choose eDataFlex Pricing Service

Trade Service's industry leading **eDataFlex Pricing Service** continues to grow and serve more distributors than any other product and pricing service in the electrical industry.

Through July, **eDataFlex Pricing Service** contains **2,600,000** SKUs and serves **1,200+** distributors. In fact, this summer, another **15** distributors have decided to rely exclusively upon **Trade Service** for their product and pricing needs.

The reason: ease of use, completeness of data, and cost-effectiveness.

To learn how we can save you money on your product and pricing information needs, contact **Bob Stone** at **866-561-5942** or by [email](#).

Supplier Xchange Gaining Momentum

Supplier Xchange™ continues to gain traction and grow. Through July, **521** contractors have posted over **9,700** projects (**2,467** in July) valued at **\$325 million (\$76 million during July)**. The biggest benefit, however, is the time savings for your customer as well as for your own staff.

A common misperception is that **Supplier Xchange** facilitates contractors obtaining pricing from multiple distributors and "cherry picking" quotes. The reality is that **Supplier Xchange** automates the quotation process, but you still control the price that you want to provide to your customer. Additionally, since you are quoting on the entire project, you have a better opportunity to win the business. In fact, many contractors using **Supplier Xchange** tell us they'd much rather work with a "single source" supplier who's willing to provide a fair quote on their entire bill of materials. It saves time, makes their operation run more efficiently and cost effectively, and perhaps most importantly, helps strengthen the supplier / customer relationship.

Supplier Xchange is a tool that helps a contractor develop more accurate quotes and potentially win more bids. Procurement is handled as a separate function, once the bid is won. When your customer is ready to buy, they will call your outside / inside salesperson.

Contractors aren't the only ones benefitting. We've had distributors tell us that as a **Supplier Xchange** participant, their productivity has increased and they are earning more business. If you'd like to talk to some references or learn more, contact **Bob Stone** at **866-561-5942** or by [email](#).

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

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