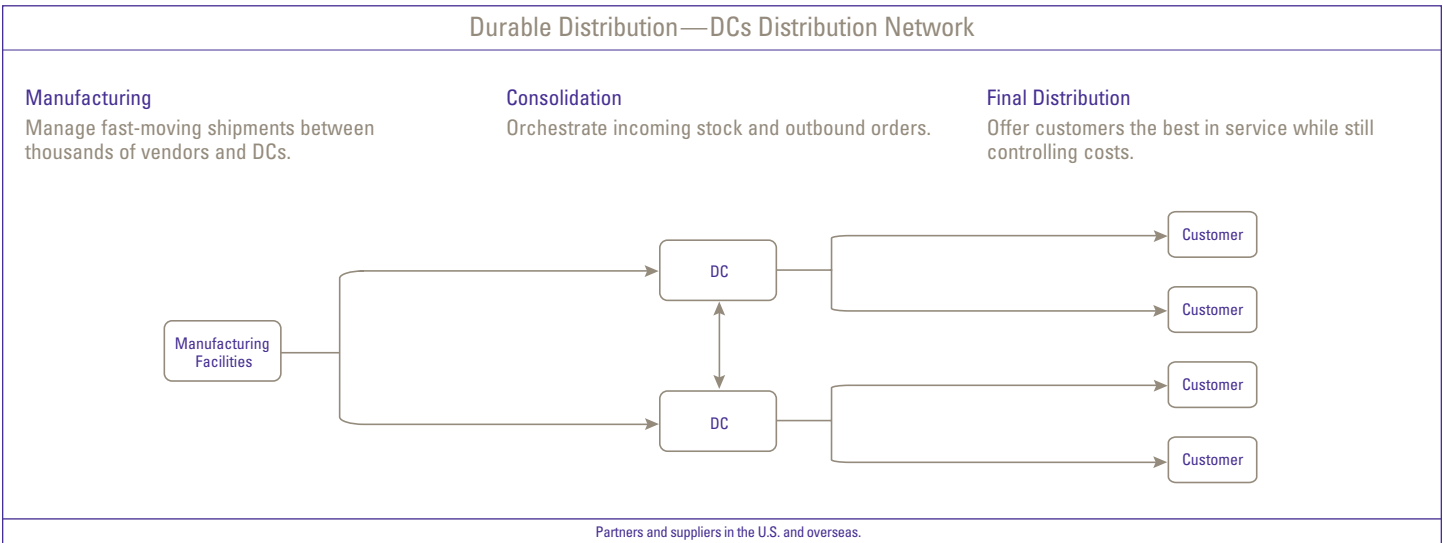


## Operational excellence is what distribution is all about.

From purchasing, warehousing, and ordering to picking, packing, and shipping, distributing industrial products can get complicated—and it’s a business that relies on the dependability of your operations. That’s why you need a transportation partner who can help you find every kind of solution, every step of the way.



### Manufacturing: With thousands of products due in from vendors worldwide, it’s easy to blow a gasket.

When your DCs are receiving everything from electronic components from overseas to fans from Dallas, you need to have options. And with FedEx 1-, 2-, and 3-day freight and low-cost international air freight, you’ve got plenty. So you have the flexibility to consolidate shipments and reduce costs while keeping shipments moving.

- Choose from a range of domestic and international shipping options
- Take advantage of seamless international shipping to and from more than 210 countries
- Benefit from time-definite, customs-cleared deliveries shipped directly to your DCs
- Replenish DCs as needed and keep inventory costs under control
- Cut up to two days off long-haul ground shipments



### Consolidation: If you don't know exactly what's coming and going, you're bound to get hammered.

With all those SKUs moving out of your DCs, you need total control and up-to-the-minute information on every shipment. That's why FedEx gives you both. Consignee billing means all of your suppliers use FedEx as your preferred shipper, so you're in charge of coordination, timing, and—most important—the checkbook. And a powerful Web-based visibility tool, yours to use free of charge, lets you quickly locate every inbound and outbound shipment.

- Ensure that vendors comply with your shipping preferences
- Pinpoint shipment locations throughout transit
- Receive delivery notifications for inbound shipments and notify customers of outbound shipments
- See how simple and accurate invoicing can be



### Final Distribution: Your customers want high-speed turnarounds at low-budget prices.

Responding to a customer's demand at a moment's notice, shipping orders on a dime, and changing distribution plans for shipments already being picked wouldn't be so taxing if you didn't have to do it all on a budget. But that's why FedEx offers you so many shipping choices with cost-saving options. Like fast, reliable ground and express shipping to get that small item out fast. Or multiweight ground pricing, for the advantage of small-parcel service at the low cost of freight.

- Find a service that fits every shipment, from deferred to overnight
- Have more shipments count toward your FedEx Express earned discounts
- Pay one freight rate when you're sending separate shipments, as long as they're all to the same zip code (see Service Guide for multiweight details)
- Get the level of service you expect from FedEx on every shipment



## FedEx can make the complex seem simple.

### Implementing a new shipping system takes time and energy.

With FedEx, you get shipping solutions that save you not only time and energy, but also money. Like free automated invoicing that replaces the paper associated with invoicing, so you can dramatically streamline your invoicing process. And more time-definite deliveries with later pickup times to reduce processing costs. Because when you're responsible for so many products going to so many customers, you need support. And the one company who can deliver is FedEx.

- Receive personalized assistance for operational simplicity
- Rely on tracking and tracing to help you quickly identify and resolve customer delivery questions
- Give your customers convenient and flexible return options
- Eliminate virtually all of your invoicing paperwork

### Your business requires you to manage thousands of parts while staying in one piece.

Whether you're a full-service distributor or a direct marketer, your business is all about delivering the right products to the right place at the right time for the right price. To succeed, you need to have a simple, efficient process that can help your customers reduce their costs. That's why FedEx offers you the broadest range of transportation services. So you can move products more efficiently, fulfill on last-minute orders, better manage inventory, and service every last one of your customers. Which makes you as strong and dependable as your products.

FedEx wants to help you find solutions for your distribution needs. Contact your sales representative today.