

It's all about managing thousands of parts, while staying in one piece.

As a direct marketer of industrial products, your business is all about juggling thousands upon thousands of products. And delivering the right products at the right time to the right place for the right price.

Your customers order from your catalogs because it's easy and convenient. They know what they want, and when. They want reliability, affordability, and to streamline the indirect costs associated with supply purchases.

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 thousands of customers. Which makes you as strong and dependable as the products themselves.



Every little shipment makes a big difference to your customer.

A "hot order" doesn't care what day of the week it comes in, how backlogged your schedule is, or if it's just after cutoff time. So when your largest customer turns to you for that small item fast, you have to respond in a big way—with fast, reliable, cost-effective ground and express shipping services.

- Respond to customer demands at a moment's notice
- Deliver highly time-sensitive industrial supplies right when they're needed
- Ship products to thousands of customers quickly and efficiently



Save the paper for your catalogs and mailings, not your invoicing.

Automated invoicing saves you time and paperwork. And with FedEx, you get a powerful software tool that replaces the paper associated with invoicing, so you can dramatically streamline your invoicing process. For such an invaluable service, you can't beat the price—it's free.

- Eliminate virtually all of your invoicing paperwork
- Bring a new level of accuracy and efficiency to your invoices



Distributing large quantities can mean big headaches.

Whether it's thousands of valves or hundreds of air compressors, you need options. With FedEx 1-, 2-, and 3-day freight, you've got plenty. Critical items can arrive first, while less-time-sensitive items can be consolidated. So shipping costs are reduced and customer relationships are enhanced.

- Get greater cost-control, reliability, and speed when you need it
- Benefit from time-definite deliveries to keep customers on schedule and happy



Choosing your inbound shipper keeps things running like a well-oiled machine.

Consignee billing puts you in control. All of your suppliers use your preferred shipper, so you're in charge of coordination, timing, and the checkbook. And with FedEx, you can see how simple and accurate invoicing can be.

- Enforce vendor compliance by controlling how and when they ship
- Earn higher discounts (because they can be calculated on both inbound and outbound shipments)



You can't wait to ship everything at once just to get a bargain.

From a 28,000 BTU air conditioner to 28 V-belts, your customers' needs come in many shapes, sizes, and time frames. And with multiweight ground pricing, you pay one freight rate even when you're sending separate shipments—as long as they're all to the same zip code. How's that for delivering a bargain?

- Provide the service advantage of small-parcel shipping
- Save with the cost advantage of freight



Managing hundreds of shipments a day requires remarkable vision.

With thousands of SKUs moving between thousands of locations, you need up-to-the-minute information on inbound and outbound shipments. That's why FedEx provides you with Web-based tools that let you see the status and contents of shipments, and help your customers track their own shipments.

- Quickly identify where each package is located
- Get delivery notifications on all inbound and outbound shipments
- Build stronger relationships with your customers by allowing them to track their own shipments



Implementing a new shipping system takes time and energy.

That's why FedEx gives you shipping solutions that save you time and energy—not to mention money. Because when you're responsible for thousands of products going to hundreds of customers through all of your distribution centers, you need support. And the one company who can deliver is FedEx.

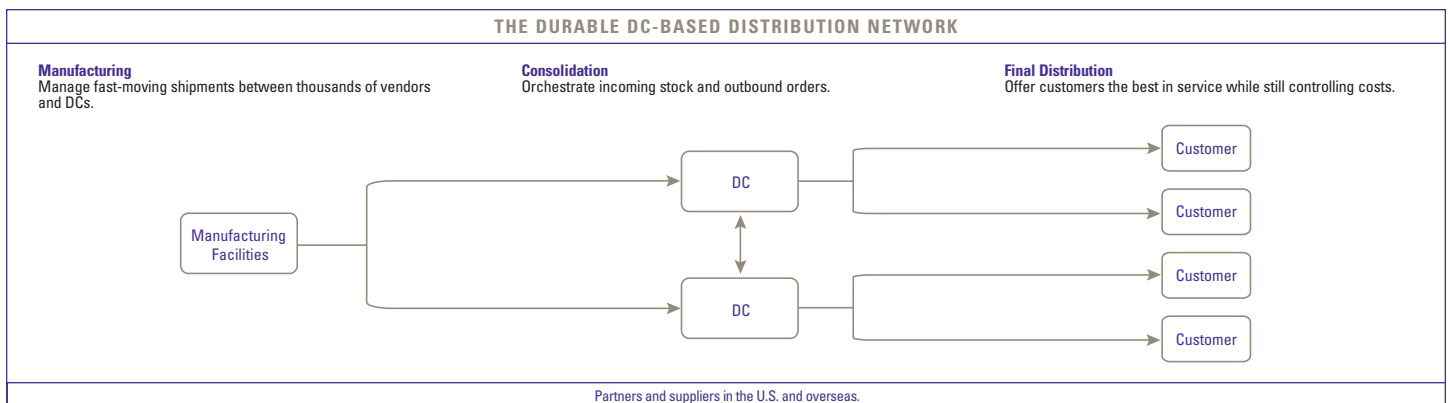
- Get personalized assistance for operational simplicity
- Rely on tracking and tracing to help you quickly identify and resolve customer delivery questions
- Give your customers convenient and flexible return options
- Get later pickup times and reduce processing costs



Operational excellence is what distribution is all about.

When your business is about distributing industrial products, everything comes down to the dependability of your operations—from purchasing, warehousing, and ordering to picking, packing, and shipping. That's why you need a transportation partner who can help you find every kind of solution.

- Find a service that fits every shipment, low-cost air freight to day-definite ground
- Manage your entire network more effectively with online tools and dedicated representatives
- Take advantage of volume discounts and other cost-savings options
- Get the level of service you expect from FedEx on every shipment



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