

## Fitting the right customer with the right product at the right time.

As the local industrial distributor, your business depends on balancing inventory levels with customer service. You're at your best when you're perfectly balanced between understock and overstock. Where you have everything on the shelves that your customers need—and not much more. Customers are happy, and costs are low.

Your experience, personal knowledge, and relationships come naturally. And you need a transportation partner who's equally adept at delivering excellent service while keeping costs under control. With FedEx, you have dozens of shipping options to choose from and knowledgeable and dedicated FedEx representatives who specialize in industrial distribution, so you'll find you're able to manage all your transportation needs with more precision and cost-effectiveness than ever before.



### It's often the smallest shipments that carry the most weight.

A "hot order" doesn't care what day of the week it comes in, how busy you are, or if it's just after cutoff time. So when your best 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 the right product to the right place at the right time
- Increase your local presence with your exceptional customer service reputation
- Strengthen customer relationships



### 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



### You want to be filling out orders, not invoices.

Automated invoicing saves you time and overhead costs. That's why FedEx gives you a free, powerful software tool that replaces paper associated with invoicing, so you can dramatically streamline your invoicing process. That leaves you more time to do what you like best—get orders and serve customers.

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



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

That’s why FedEx gives you a shipping solution that actually saves you time and energy—not to mention money. Because when you’re the one responsible for getting the local contractors all the products they need, right when they need them, you’re the one who needs support. And the one company who can deliver is FedEx.

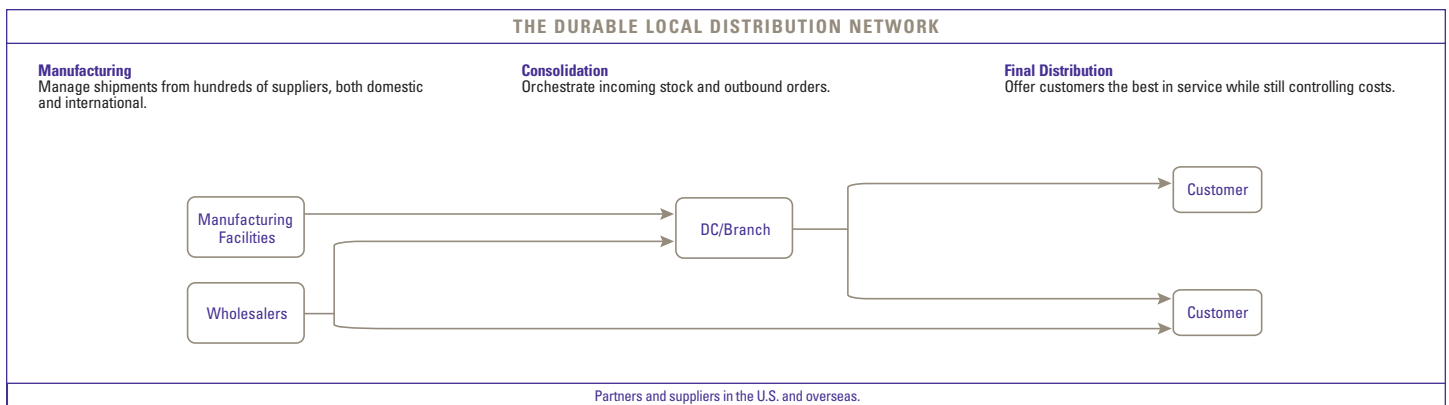
- Get personalized assistance for operational simplicity
- Rely on tracking and tracing to help you quickly identify and resolve customer delivery questions
- Give your customers convenient and flexible return options
- Get later pickup times and reduce processing costs



**Operational efficiency is what distribution is all about.**

When you’re the one the local community turns to for industrial supplies, everything comes down to the speed and reliability of your distribution system. That’s why you need a transportation partner who can help you find every kind of solution, every step of the way.

- 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.