



Achieve New Levels of Productivity and Savings with MRO Products and Direct Services from IBC



IBC is Your Partner for National and Regional Contracts

IBC's local, technical expertise, Minority Business Enterprise status and national buying group deliver powerful supply chain management programs for our customers.

At IBC, we offer our customers a solid plan for increasing supply chain profitability and productivity – while fulfilling a growing need to help customers meet diversity spend initiatives.

Who We Are

- A supplier of choice for over 155,000 manufacturing facilities, from Fortune 500 companies to mid-sized plants
 - Technology-driven supply chain management company
 - Dynamic national buying group for Independent Distributors and Suppliers
 - A certified minority owned business with expertise in fulfilling diversity spend initiatives
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- Founded in 1999
 - Over 250 independent branch locations
 - Over \$1.6 billion in gross sales
 - 95% of all locations are full stocking facilities
 - \$215 million in stocking inventories
 - Over 2.5 million square feet of warehouse space
 - 2500 member associates

What We Do

- Consolidate billing into a single source
- Standardize and leverage national pricing
- Offer custom tailored services at the local level
- Offer Vendor Managed Inventory (VMI) solutions, including consignment, vending and RFID technologies
- Build strong, personal relationships at local facilities

IBC Areas of Expertise

- Industrial MRO products
- Bearing & Power Transmission products
- Electrical repair services
- Subassembly services



Supply Chain Solutions

By combining the goals of corporate purchasing with the needs of local plants, IBC helps its customers support supply chain operations from top to bottom. We do this by lowering costs, improving production, supporting operations, communicating effectively, and boosting profits.

IBC's platform provides:

- Vendor consolidation and single point of contact for seamless service
- A corporate solution combined with local distribution for immediate impact
- Professional project managers who implement deliberately and accurately using Lean Six Sigma methodologies
- Ongoing cost reduction and productivity improvement recommendations from local distributors
- Consolidated billing and customized reporting
- Certified purchasing reports for minority credits

Customers take advantage of IBC's cutting-edge technology, including:

- National inventory management and tracking to prevent stock outs
- Invoicing speed and efficiency, including single-point invoicing
- Vendor Managed Inventory (VMI), including consignment and committed inventories
- Vending solutions to fit the program's needs, including technology-driven solutions such as radio frequency identification (RFID) systems

“I am excited about future implementations. IBC continues to introduce world-class distributors to our marketplace in order to meet the demands of the manufacturing plants, while at the same time providing guaranteed cost savings.”

– STEVE HOBBS, BUYER MRO TOOLING, KOYO

IBC National, Regional and Minority Contracts

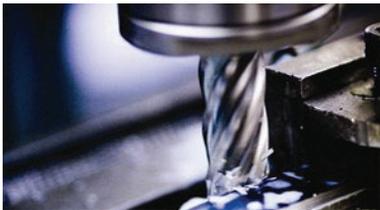
Through our National, Regional and Minority contract programs, IBC provides strategic oversight and a single point of contact with our customers to negotiate, manage and enforce contract execution. IBC's National/Regional contracts provide customers with numerous benefits and competitive advantages to reduce the total cost of ownership, increase profitability and enhance efficiencies – our solution is not “one size fits all.” Account executives at IBC customize each contract to achieve and exceed objectives our customers' facilities are intending to meet.

IBC is able to do this by leveraging the collective power of our buying group: Our network of local, Independent Distributors and premier suppliers unite to ensure our contracts are met with competitive prices and exceptional service.

When comparing supply chain management options, customers who choose IBC enjoy best-in-class cost savings programs and local, expert service. IBC can help you develop a program that:

- Reduces cost and improves productivity
- Offers local, subject matter experts for each manufacturing facility
- Leverages the breadth and depth of sourcing options from one of the largest industrial supply buying groups in the country
- Customizes programs with benefits that only come from working with local, Independent Distributors
- Services single and multi-location customers through a cost effective purchasing platform

And, as a Minority Business Enterprise, IBC offers customers the added advantage of meeting diversity spending initiatives throughout North America.



The value of our network

With decades of experience providing value-added solutions to customers, our distributors' technical and operational knowledge will meet your plants' needs, cut costs and build business through agile thinking that only personal relationships at a local level can deliver.

When partnering with IBC, end users benefit from:

- Strategic sourcing solutions
- Quantity/volume discounts
- Local on-site delivery and expertise through our network of distributors
- Support for total cost ownership (TCO) reductions

Diversity Initiatives: helping customers meet diversity spending requirements

There is an increasing need among customers in the manufacturing industry to meet diversity spending requirements by doing business with strong, qualified minority suppliers. Through its Minority Contract Program, IBC's minority certification can be a valuable asset for our customers. All purchases made through an IBC contract qualify for 100 percent minority credit.



Participating in IBC's Minority Contract program allows customers to:

- Fulfill minority spending requirements with a top-performing company that has reach and distribution covering multiple product categories
- Gain a competitive edge to win – or grown additional business allocated for diversity spend initiatives
- Increase market share and build brand loyalty in the increasingly diverse sectors of today's society
- Support local economic growth in the communities in which your customers do business
- Better position your company to compete for federal state and local government contracts



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