Who We Are



YOUR SINGLE SOURCE WHOLESALE SOLUTION CONSTRUCTION - ENERGY - INDUSTRIAL - JANITORIAL - SAFETY - WELDING

WHOLESALE

PURE



Vision

We create efficiencies, speed, and prosperity across the supply chain through our firm commitment to exceptional **PURE** Wholesale service. Our associates, customers, and suppliers place their trust in us because we combine best in class capability with an ongoing promise to behave as a likeable, curious, humble, and tenacious partner.

BE LIKEABLE. BE CURIOUS. BE HUMBLE. BE TENACIOUS.



Mission

Create and Nurture Frictionless, High Value Relationships.





Buy High Volume and High Turn Product Direct Diversify Your Product Portfolio through Wholesale

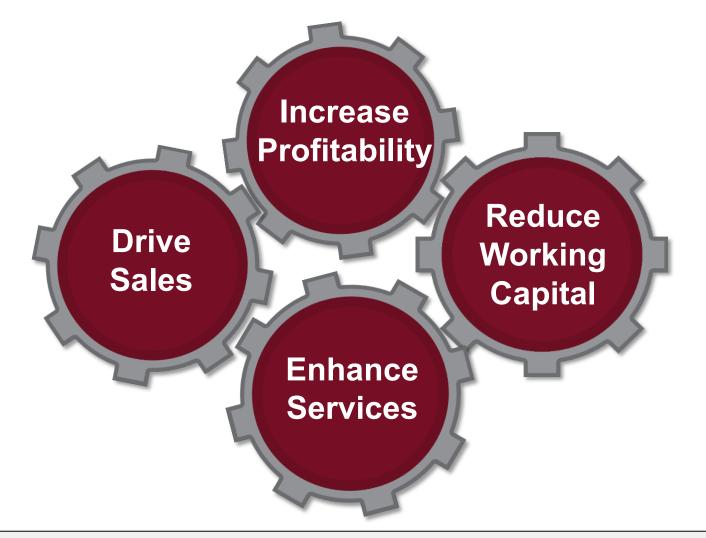


Value of Wholesale



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Value of Wholesale



Focus on Growing Your Customers' Business!



Drive Sales

Why should you diversify your business?

- Diversification creates revenue
- Sell more to existing customers
- Reach new markets & new customers
- Same or expanded field support from manufacturers
- Expand into new supplier lines or brands (build demand)
- Smaller inventory investment on new or expanded lines
- Expand into new categories or companion items









Drive

Sales



Increase Profitability

- Consolidate suppliers with ORS Nasco
 - Fewer PO's = fewer invoices to pay
 - Lower cost (cost per invoice reduced)
 - Less time managing suppliers
 - Single point of contact
 - Bundle multiple suppliers in one order
 - Reduce freight costs (one larger shipment versus multiple smaller ones)

Increase

Profitability

- Shorter lead times
- Less risk to the customer use our stock as their stock (don't need to buy into the minimums and order as needed for us)
- Lower Procurement Costs = Increased Profit
- Will call pick up = save freight and same-day pick up opportunities
- Blind dropship to end-user (we don't exist to the end customer)

Law of "And"



Reduce Working Capital

Reduction of Inventory

- Smaller, more frequent orders reduce inventory
 - Cash is not tied up in slow-moving inventory
- Shorter lead times 11 DCs nationally
 - Next-day delivery to 98% of contiguous U.S.*
 - Will call pick up available
- Stock located where you need it
 - Inventory stock requests to support your needs
 - Backup stock for key customer items
- Law of "AND" source direct AND wholesale







Reduce Working Capital

Shorten Cash Conversion

- Faster inventory turns equals faster payments
- Create the ability to sell product before you buy it
- As needed inventory buy what your customers need when they need it
- Build demand for new items or suppliers without making a large inventory investment that may not move
- Smaller UOM for items (case vs each)
- No manufacturer minimums to hit







Storefront

Find Products Faster

- Easy search functionality
- Real-time pricing and Inventory availability
- SDS information
- Chat function
- Mobile-Friendly

My Account

- Submit orders
- Track orders
- Access invoices
- View account status
- Price file download
- Request stock for your DC

Library

- Access selling tools
- Information center
- Line Card





Find The Easy Button

Will Call & Drop Ships

- Will-call pick up
- "Blind" drop ship available to end customer
- Customer Packing Slip, Customer Box
 ORS Nasco is "invisible"

IT Services

- Full EDI Implementations
- Price, Inventory and Order API
- Inventory Feeds
- Inventory Management (AIM)

Sales and Customer support

- Inside and outside sales reps
- Customer care team (phone or email)
- Chat function through website





When you hear...

"Wholesale does not stock the right product to support my needs" (WRONG perception)

Consider how we can help with:

- Strong distribution network (11 DCs across the US)
- Broad Stock Assortment (200k+ items and 600+ brands)
- Smaller UOMs vs. MFG minimum order quantities
- Our Inventory is Your Inventory! And improved inventory turns
- Access to supplier field support across our supplier-base
- Ability to try out and expand into new suppliers/brands/lines before making a large investment
- Reaching more customers faster (~1-2 days transit to most of the US)
- Blind drop ship to reach new geographies



When you hear...

"Wholesale cannot provide the support that I get from the supplier" (WRONG perception)

Consider how we can help with:

- We have strong partnerships with our 600+ suppliers
- Supplier reps WILL work with you in the field
- Online resources for reference and training
- Marketing solutions (a la carte and stacks)
- We work *with* the supplier to better serve our customers
- LAW OF "AND"
- Opportunities to provide backup stock on key items or lines
- Strong inventory position and supplier relationships allow for quick delivery of products will distributor or end-user support



When you hear...

"Wholesale is more expensive and reduces profitability" (WRONG perception)

Consider how we can help with:

- Is it easy to make minimums, both in dollars and case quantities with that supplier?
- What is your approach to stocking everything your customers need?
- How does having excess inventory tying up your cash affecting your cash flow?
- How does having dead inventory/inventory that isn't moving affect your business?
- What additional knowledge or resources would you need to break into additional categories?
- What factors do you consider when determining if you purchase through wholesale or direct?

