



# \$1.3 BILLION REASONS TO JOIN...

Imagine what our network can do for you!



## Looking for a **COMPETITIVE ADVANTAGE** to hit your **SALES TARGETS?**

**We're looking for a market leading company,  
like yours...**

**With 90+ independent industrial distributors across the U.S., IBC's network is strong, vibrant and significant!**

IBC members are winning new end-user business and growing market share. IBC independents are laser-focused on further **strengthening our portfolio by adding a select number of strategic suppliers who value working with independents.**

### **Why?**

Our members are looking for strong, mutually beneficial partnerships for the long term. As strong advocates of branded products, IBC is seeking select, market-leading suppliers to help round out product categories most valued by our members. A partnership with IBC can be the catalyst for top-line sales growth and enhanced member loyalty.

- **Offensive Strategy:** increased member focus and growth opportunities
- **Defensive Strategy:** members increasingly support IBC suppliers
- **Enhanced distributor-supplier relationships:** loyalty, partnering, planning, results

# \$1.3 billion reasons to join IBC

IBC represents strength in numbers. Just take a look at the sheer size of our network and range of our capabilities:

- \$1.3 billion in IBC member sales
- 90+ mid-size, independent distributors, many locally owned
- Close-to-customer relationships and innovative value-add service programs
- 75+ end-user engagements through our award-winning national accounts program
- \$1.3 million in incremental sales from successful “matching” of suppliers and members

Imagine what this kind of access and expertise could do for your business. When you join IBC, you get an integrated and robust platform of programs designed to increase sales, grow market share, extend the mix and reach of your products, and enhance your marketing efforts.

## Creating a win-win

IBC’s network of independent distributors presents Preferred Suppliers with an **efficient and effective sales channel in an increasingly crowded and competitive marketplace**. Our members’ experience and special expertise in the **Metalworking, MROP, Material Handling** and **Safety/JanSan** categories, paired with IBC’s leverage and influence, creates a unique opportunity for Preferred Suppliers to increase their sales and market share potential.

*“[What attracted me to IBC] was the breadth of the distributors that are here, and the value that IBC brings to us as a cutting tool supplier. IBC helps us help our distributors grow their margins, increase their profits, and ultimately grow YG-1 sales.”*

– Shane Hollenbaugh,  
Executive Director of Sales,  
YG-1 Tool Company

## IBC offerings designed to drive results



### IBC National Conference

Suppliers and distributors in one location for one-on-one planning sessions and networking.



### Award-Winning National Contract Program

Dedicated IBC staff prospects for end-user opportunities on behalf of members and supplier partners.



### IBC University Training Platform

An innovative, front-line-focused education portal; on average, suppliers see a 38% increase in sales.



### IBC Central Billing

A cloud-based Electronic Data Interchange (EDI) program that replaces manual data entry systems of purchasing and invoice processing.



## Additional IBC offerings



### **PIM (Product Information Management) Program**

A centralized database of rich-content, imaged digital data.



### **Loyalty Rewards Program**

The Brandmovers loyalty rewards platform incentivizes end-user customers when purchasing IBC supplier partner brands.

***“IBC and its programs are important to me; therefore, it is essential that my primary suppliers are aligned with IBC. The best suppliers and the best distributors attract each other. I want the best suppliers to help IBC to continue to be the best buying group!”***

– Jeff Haggard  
Vice President Sales  
Haggard & Stocking

**If this is the kind of collaborative, growth-focused sales relationship you’re looking for, let’s talk!**

## Contact the IBC Today!



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