

*Everything we promise...*

**WE DELIVER.**

*Are you getting the most out of your National Accounts team?*



**Van Meter Industrial, Inc.**  
100% Employee Owned

# BEST OF BOTH WORLDS

A National Accounts and Procurement Solutions provider that gives you the local relationship, inventory, and technical support that your facility can rely on...

## **VAN METER INDUSTRIAL**

By forming an alliance with Vanguard and supplyFORCE, both distributor-owned National Account organizations, Van Meter Industrial has the ability to provide a wide range of benefits.



*For More Information  
Contact Your Local  
VMI Account Manager*

*- or -*

*Email: [nationalaccounts@vmind.com](mailto:nationalaccounts@vmind.com)*

*Phone: (800) 247-1410*

*[www.vanmeterindustrial.com](http://www.vanmeterindustrial.com)*

# WITH YOUR SUCCESS IN MIND

## **Corporate-Focused Resources**

### **One Contract**

- Convenience in having all locations under one contract

### **Corporate-Wide Reporting and Spend Tracking**

- Detailed reporting of purchases by manufacturer
- Ability to view trends and work toward standardization

### **Procurement**

- E-catalog or everyday business as usual

### **Coordinated T.C.O. Activities with Documented Results**

- Proven results and documentation of our T.C.O. (Total Cost of Ownership) efforts
- Provide savings documentation of downtime avoidance, energy savings, and process improvement as a result of troubleshooting your current processes

### **Partnership**

- Member of the nation's largest and strongest networks
- Provides you unmatched critical mass when it comes to inventory, branch location proximity, and purchasing/negotiating power
- Best-in-Class Manufacturers

### **Competitive Pricing**

- Work closely with the manufacturers at the national level to negotiate pricing
- Consistent pricing to all plants
- Develop standardization programs to provide further cost reductions

### **Advanced E-commerce Solutions**

- Centralized, single point of invoice and payment
- Punch-out catalog from your system or an on-line catalog

## **Local-Focused Resources**

### **Sales Personnel**

- Local representative who knows you and understands your business

### **Technical Specialists**

- Team of experienced specialists for troubleshooting
- Local expertise readily available for on site support

### **Training**

- Training at our facility or your plant site

### **Industry's Top Manufacturers' Representatives**

- Competitive pricing from best-in-the-industry manufacturers
- Manufacturers of the industry's best products and materials who stand behind their products with their full support

### **Local Branches**

- Support closer to your location
- Inventory at your fingertips
- Quick turnaround in time-sensitive situations

### **Efficient Inventory**

- Audits and analyses
- Vendor-managed crib or storerooms via our crib specialists
- Dedicated inventory on the shelf at our warehouse locations
- Consolidation and inventory standardization programs
- Parts management agreements to handle spares and repairable assets and to track/reclaim warranty dollars

## **supplyFORCE**

As an owner-member of the supplyFORCE National Accounts, Integrated Supply and Procurement Services Program, Van Meter Industrial and our valued customers have access to over 175 distributors with 2,900 stocking locations ranging in areas of expertise in electrical, industrial, safety, and pipe/valves/fittings with annual revenues exceeding \$18 billion. supplyFORCE delivers process, inventory, and product cost savings for large industrial businesses, with local expertise and fulfillment to meet the needs of the local plants. More on supplyFORCE can be found at [www.supplyFORCE.com](http://www.supplyFORCE.com).



## **VNA**

Van Meter Industrial is a proud owner-member of the VNA organization. We focus on delivering competitive pricing, superior services, and a Total Cost of Ownership package, which clearly allows us to make an impact on our customers' bottom lines. VNA is a stand-alone sales and service organization focused on securing and servicing electrical MRO and factory automation needs of industrial-oriented national account customers. More on VNA can be found at [www.vnaweb.com](http://www.vnaweb.com).

