

National Distributor of Quality Maintenance Supplies Since 1958

What to Expect: SHOP REVIEWS

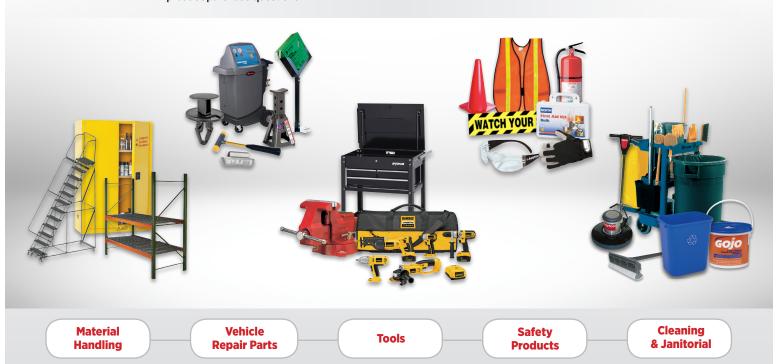


PRODUCT EVALUATION

Imperial Supplies will be performing a Product Evaluation to **capture micro detail** for shop supplies, MRO and general **product used throughout the facility**. The Imperial Product Evaluation Team includes **product managers** and **field service technicians**; they are **not sales reps** and this is **not a sales call**. Imperial performs hundreds of product evaluations a year and **will not impede the daily work flow**.

- 1 Shops are chosen
 - Key contact is identified.
- 2 Visit
 - Imperial will coordinate the day and time that the Product Evaluation Team will be visiting the facility.
- 3 Introduction
 - Imperial will initially require a half hour or less to explain and answer questions, and be introduced to people that own the ordering process or can answer product/purchase questions.

- 4 Evaluation
 - Imperial Product Evaluation team will then deploy through the facility going from product to product capturing micro detail.
- 5 Questionnaire
 - Once completed the Product Evaluation Team will compile a questionnaire. They will need access to contacts that can provide needed information.





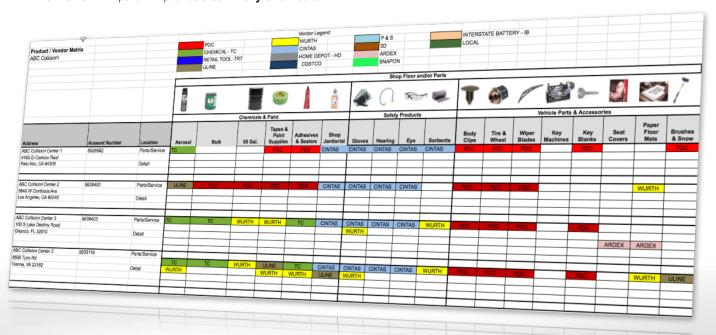
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GOAL Identify SKU, group, category, brand and vendor.

Data is compiled and a **site report that compares all information** is provided back to corporate procurement and operations **for review**. Imperial will provide a **summary of all data**.



Information will be used for an analysis conducted by corporate procurement.

		CURRENT	CURRENT	PRODUCT DESCRIPTION	PART#
			BARTH	(Field Service Notes)	
10		COMPETITOR	148.100	#10 LEATHER GLOVE - WORN OVER RUBBER GLOVE FOR INSULATION	8914
MAIN STOCKING	BLACK CABINET			N95 RESPIRATOR	8808
		The Safety Director		P95 RESPIRATOR WITH EXSULATION VALVE	8808
		3M			GDS
MAIN STOCKING		MARIGOLD INDUSTRIES		RUBBER INSULATING GLOVE TYPE 1 CLASS 00 - HIGH VOLTAGE SIZE 10	8923
		WURTH		XXL BLUE N/TRILE GLOVE	
		WURTH	1899440122	XL BLUE NITRILE GLOVE	8923
		Wurth	1899440121	L BLUE NITRILE GLOVE	8923
		ALLEGRO	7102	KNEE AND ELBOW PAD	88009
		BULLDOG HARDWARE	P0-400 C	SARAGE UTILITY L HOOK	DNO
		BULLDOG HARDWARE	92192	SARAGE UTILITY J HOOK	DNO
		CRUISE		ACE SHIELD W/ HEADGEAR	5074
OUN STOCKING	CABINET-1	WURTH	18949121	/2 X 65 DOUBLE SIDED TAPE	8053
		WURTH	19929932	X 60 EDGE GUARD TAPE	
		SHURTAPE	3/	4 X 66 ELECTRICAL TAPE - BLACK	7644
		WURTH	1985620 3/	4 X 60 FRICTION TAPE - BLACK	71668
		WURTH	0893446001 Z P	PART EPOXY MIXER CUPS	71648
			-	THE STORY WINES CUPS	9114

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