

Who We Are



ORS•Nasco

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

PURE WHOLESALE



ORS  Nasco

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.**

Direct

Wholesale

AND



**Buy High Volume and High Turn
Product Direct**



**Diversify Your Product Portfolio
through Wholesale**



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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

200,000 SKUs
from **600** brands



1 order 
MANY BRANDS &
PRODUCTS



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)
 - 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



Inflation = Risk

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



Inflation = Risk

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?