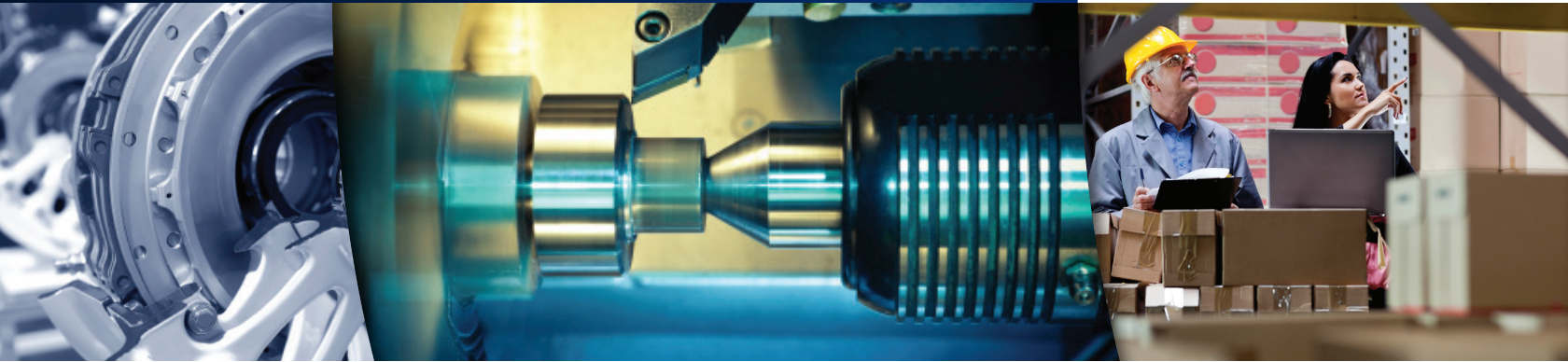


P.F. MARKEY, INC. AND IBC:

Helping Your Company Meet Diversity Spend Goals

All purchases made through a Minority Contract Program with P.F. Markey, Inc. and IBC qualify for 100 percent minority credit.

P.F. MARKEY



There is an increasing need for businesses to meet diversity spend objectives with qualified MBE suppliers. Through P.F. Markey, Inc.'s partnership with IBC, minority credits are available to your company.

Participating in a P.F. Markey, Inc. / IBC Minority Contract program provides many benefits:

- > Fulfill minority spending requirements with a top-performing company that has national distribution reach, covering multiple product categories
- > Increase market share and build brand loyalty in the increasingly diverse sectors of today's society
- > Better position your company to compete for government contracts and business earmarked for minority participation
- > Support local economic growth in the communities in which you do business

IBC is the only national organization in the MROP category with Certified Minority Status.

IBC is proud to be a Hispanic Minority Business Enterprise (MBE) certified by the National Minority Supplier Development Council. IBC is also certified as a veteran-owned small business.

IBC is registered with SAM (System for Award Management) at www.sam.gov, the U. S. Small Business Administration, the Department of Defense, the Office of Management and Budget and the GSA (General Services Administration).

"IBC's Minority Contract Program provides us with the potential to gain more business with key customers that value the diversity of our supplier programs. Having a supply base that reflects our customer base just makes good business sense."

> John Carlos, Supplier Diversity Champion,
Purchasing Administration, Koyo/JTEKT





IBC – Who We Are. What We Do.

IBC is a dynamic national buying & marketing group for independent distributors in the industrial, bearing/power transmission & electrical supply sectors.

Independent Distributors become members of IBC for the purpose of aggregating buying power, the ability to support national contract opportunities and to share best practices with fellow members.

- > Founded in 1999
- > Over 250 independent branch locations
- > \$1.6 Billion in gross sales
- > 95% of all locations are full stocking facilities
- > \$215 Million in stocking inventories
- > Over 2.5 million square feet of warehouse space
- > 2,500 members associates
- > Serve over 100,000 manufacturing customers
- > A certified minority owned business with expertise in fulfilling diversity spend initiatives

What We Do

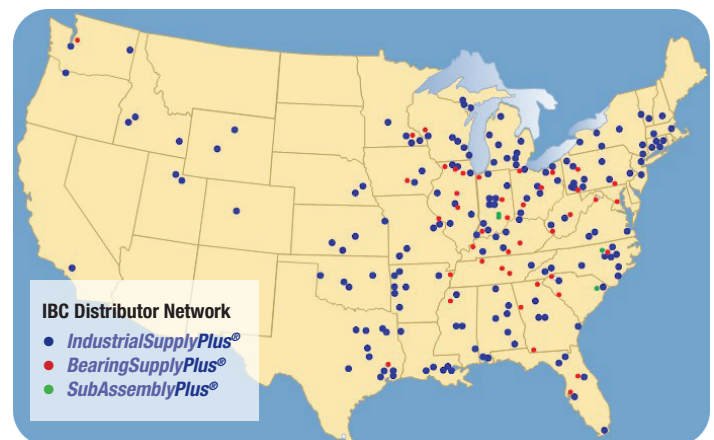
- > Build strong, personal relationships at local facilities
- > Offer custom tailored services at the local level
- > Consolidate billing into a single source
- > Standardize and leverage national pricing
- > Offer Vendor Managed Inventory (VMI) solutions, including RFID

National Footprint

For national contracts serving multi-location customers, IBC has the solution. Through our network of local, Independent Distributors and Preferred Suppliers, IBC provides a welcome alternative to the “big box” distribution companies. By leveraging the collective power of our buying group, our Independent Distributors and suppliers unite to ensure that our contracts are met with competitive prices and outstanding technical service – delivering cost saving benefits with local representation and distribution.

IBC Areas of Expertise:

- > Industrial MRO Products
- > Bearing & Power Transmission Products
- > Electrical Repair Services
- > Subassembly Services



www.industrialbuyers.com

For more information about meeting diversity spend requirements with P.F. Markey, Inc. and IBC, please contact:

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