

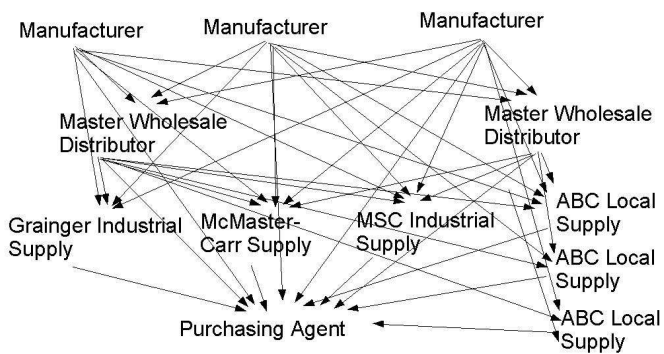
MRO Landscape

- **Manufacturers**
 - Mass Production, Inconsistent inventory, Don't like to sell direct or in small quantities
- **Large Catalog/Warehouse Suppliers: Grainger, McMaster-Carr, MSC, Fastenal**
 - Large Inventories, National Availability, Account Pricing Discounts
 - Only sell items that are in catalog
- **Small Local Distributors**
 - Customer Service Expertise, Special Stock, Lower Price Points
 - Limited Inventory

MRO Landscape

As technology, commerce, and business in general progresses, product lines only grow wider, deeper, and more difficult to access. Purchasers deal with a longer list of vendors each year. The cost of business climbs as purchasing agents are forced to spend time and energy drafting additional purchase orders, tracking down shipments, and updating product records due to the variety of items needed for proper function within company departments. Maintaining supplier lists and adding new vendors continues to add to time invested, money spent, and confusion in purchasing departments across the country.

Typical Supply Chain



At CASADA, we understand the difficulty in keeping pace with the evolving world of supplies and materials acquisition. Every day, we see needed product lines being both discontinued and introduced. We see vendors created, relocated, renamed, and closed down. We hunt for substitutes for discontinued items. We search for replacement parts for equipment that is no longer supported by the manufacturer. Most importantly, we understand the investment needed to find the best possible price.

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CASADA Supply Chain

- **Large Vendor Base**
 - Strategic Alliances with National "Wholesale" Distributors
 - Distribution Agreements with Manufacturers
 - Special Relationships with National Catalog Companies
 - Various Local Supply
- **Diverse Customer Base**
 - Fortune 500 Companies
 - Small to Medium (Private and Public) Firms
 - Federal, State and Local Government Customers

Let CASADA Work for You

Because we understand the issues, delays, and roadblocks of today's procurement process, CASADA has been structured in a very unique manner to provide the best purchasing option for our customers.

- CASADA is designed to act as a direct supplement to your purchasing department. We are able to maintain your vendor data base, keep current parts listings, and store data down to the SKU level to promote accuracy, continuity and efficiency.
- Unlike other vendors, CASADA *thinks* like your purchasing department. Efficiency, reliability, and dependability are important to us. We understand the need for cross-docking and order consolidation. By maintaining proactive "personal" communication with our suppliers, we ensure timely, accurate shipments. Returns, exchanges, misshipments, and any other problems receive prompt and continuous attention from our dedicated staff.
- CASADA has the flexibility to adapt to your purchasing methods. We utilize your existing part numbers, catalogs, and e-commerce. There is no need to redesignate requisitioned items with new numbers or sources. CASADA maintains extensive part databases and utilizes high power cross-referencing tools to make part identification as hassle-free as possible.

Competitive Advantage

- **Product Offering**
 - Expertise Cross-Referencing Allows "No-Limit" Selection of Items
 - Customer Chooses Item They Need vs. What's Offered in a Catalog
- **Product Depth**
 - Expansive Vendor Base Ensures Virtually No Stock Outages
- **Product Knowledge**
 - CASADA's MRO Expertise & Intimate Order Processes Ensure Order Accuracy
- **Specialized Customer Service**
 - Flexibility to Tailor Solutions to customers Specific Needs
 - Over 55 years of Distribution Experience

\$aving Customers MONEY

- **Product Savings-Cost of Goods**
 - Minimal Overhead and No Huge Inventory Costs Means No "Built In" Mark Up
 - We offer savings on items from each of the following catalogs:
 - Grainger, McMaster-Carr, MSC Industrial Supply, Lab Safety Supply, C&H Distributors, Global Industrial and more
 - We Guarantee Price Savings Beyond the "National" Discounts Offered by Our Competition
- **Process Savings-Transaction Costs**
 - Reduce # of Purchase Orders- Customers Can Send 1 P.O. With Part #'s from Various Catalogs
 - Reduce Vendor Base
 - Minimize "New Vendor Setup"

What CASADA Offers

Our philosophy is to offer a competitive alternative to the traditional catalog procurement process without losing the ease-of-use of catalogs. Purchasing agents can utilize the tool or part number from their end user's favorite catalog. Then, we go out and find you the best price -- often buying straight from the manufacturer.

From a single item inquiry to contract prices, CASADA has the ability to improve your purchasing process. We can provide you with per item quotes on individual requisitions, contracted prices for a period of time, or even cost-plus fees.

CASADA is capable of varying levels of involvement, from coordinating requisitions to acting as your complete purchasing solution.

The Benefits of CASADA

As both vendors and purchasers, CASADA's personnel are in a unique position to see all sides of the procurement process. Careful analysis and continued research allows us to provide many competitive advantages to your company.

- CASADA provides lower pricing than competitors. We deal with hundreds of different companies to ensure the best pricing and availability. Savings are guaranteed from virtually all major catalogs, including Grainger, McMaster-Carr, C&H, etc. (*even beyond "national discounts"*)

Order Processing CASADA's Core Competency

- **Quoting**
 - Identify Point of Reference
 - Check Cost & Availability
 - Cost Plus or "List" Down
- **Sourcing Product**
 - CASADA's Cross-Referencing Expertise/Database
 - Cross-Referencing Tools
- **Procurement**
 - Availability
 - Price
 - Vendor Reliability
 - Discretion of Supply Manager

Order Tracking CASADA's Core Competency

- **Order Expediting**
 - Cross-Docking and Order Consolidation at CASADA
 - Proactive "Personal" Communication With Suppliers to Ensure Accurate and Timely Shipments
 - Facilitate Returns/Exchanges Solve Any and All Problems
- **Documentation**
 - Data is Stored Down to the SKU Level to Promote Accuracy, Continuity and Efficiency

- With CASADA, you only need one point of contact. We deal with the dozens of suppliers that may have items being purchased on just one of your purchase orders.
- We save you time and money by keeping pace with new vendors and product lines. Your purchasing department no longer has to invest valuable time in setting up new suppliers.
- CASADA reduces the number of purchase orders that must be issued by your company. We are geared toward order consolidation. Combine part numbers from different catalogs issued by different companies – we'll handle it.
- We find less expensive options for you. Through cross-referencing and dedicated research, CASADA offers less expensive equals on items when a substitute is desired.

Who is CASADA?

CASADA is a group of professionals dedicated to the improvement of the acquisition process in the corporate world. With over 55 years of distribution experience, CASADA has grown steadily since 1993.

As a small business, CASADA has dedicated itself to remaining flexible, efficient, and dependable. We work hard to identify and provide the service to industry needed today. Our goal is to deliver the products you need at the prices that save you money. Plus, we help you achieve your minority and small business participation goals.

CASADA Industrial
PO Box 203161
Austin TX 78720

Toll free: 800-828-0934
Phone: 512-219-9089
Fax: 512-219-5656