

# Why Choose Minerallac® ?

Quality since 1894



## Partnership

- Market research to drive sales and profitability
- Marketing support fund opportunities
- Support to achieve your specific goals
- Flexibility to meet your unique needs
- Custom marketing programs available

## Support

- Dedicated customer service, business development, and business development support teams.
- Personalized reports and analytics
- Up to 99.6% of product industry standard info in data warehouses

## Expertise

- Manufacturing quality parts for the electrical industry for over 120 years
- Continuously developing innovative solutions for your business
- Experienced marketing team to partner with you



## 97.8% Fill Rate in 2019

Over 323 million units shipped in 2019!

The Minerallac Advantage is a commitment to our customers to fill 98% of all orders within 24 hours and resulting in **ZERO** errors. This means orders are processed immediately, the products you want are in stock with minimal back orders, and you get the products you ordered - every time. Minerallac products go from dock to stock!

## Low transaction costs

- Lower your overall cost of doing business by becoming a Minerallac distributor!
- Combine multiple products on one purchase order and enjoy the benefits of the full Minerallac customer service experience.



By reducing the total number of invoices, eliminating the cost associated with order errors or back-ordered product, and improving inventory turns with the quick shipping from the Minerallac Advantage commitment, you lower your overall cost of doing business and maximize profits.

## We haven't sold it until you sell it!

- Never be stuck with dead inventory.
- Hassle-free returns on all Minerallac stocking items.
- Thorough analysis of the marketplace, the competition, pricing, and your customers to recommend a product mix that is right for you.



If you have inventory that isn't moving, send it back for an easy, no-hassle return and we will work with you to discover the ideal product mix to maximize profits. Contact Minerallac for more information.

## Partner for growth

- Online training course available for Stainless Steel.
- Participant in Gateway to Growth and IMARK Gainshare.
- Participant in national and regional NAED meetings.
- Active participant in AD Rewards and AD Market Driver Programs.
- Sonepar focused vendor.



As an active member of IMARK, AD, and NAED, Minerallac takes advantage of sales development programs that drive sales and boost profitability.

# Minerallac Company's Terms and Brands

## Terms

**Payment terms:** 2% 10<sup>th</sup> prox Net 25<sup>th</sup>

**Freight terms:** Minerallac will pay freight on each purchase order of \$750.00 or more within the continental U.S. and Canada. Alaska and Hawaii prepaid minimums are \$1250.

**Minimum Order:** Minimum order is \$50.00 net on all ground shipments and \$25.00 minimum on air shipments.

**General terms:** Orders can be faxed, e-mailed, mailed, or transmitted through EDI to the Customer Service Department. EDI: 810, 850, 855, 856 capable.

### 4 Ways to Order:



Toll-free Fax:  
800-824-8942



orders@minerallac.com



100 Gast Rd.  
Hampshire, IL 60140



EDI

Terms subject to change without notice.

**Minerallac**<sup>®</sup>  
*Traditional*

- The original and still the best
- 99% Made in the U.S.A.
- Widest range of Conduit Straps & Hangers
- 5 Different grades of 1-hole straps
- Stainless, Aluminum, & Other finishes available

Hangers  
Straps  
Beam Clamps

**Cully**<sup>™</sup>

By MinerallacCompany

- Full range of fasteners
- One of the largest stainless steel offerings
- Square jar packaging and merchandising
- Highly profitable line
- Inventory evaluations and display resets
- Buy-back competitor material for conversion
- Proven merchandising strategies

Fasteners  
Anchors  
Tools

Chemicals  
Paints  
Safety

**Black Claw**<sup>™</sup>

By MinerallacCompany

- Most products made in the U.S.A.
- Competitively priced
- Can cross with most Caddy & B Line
- Samples available
- Factory sales team available for end-user calls

Spring Steel Fasteners

**Minerallac**<sup>®</sup>  
*Strut Fittings*

- Most made in the U.S.A.
- Full line of strut fittings and accessories
- Stainless, Aluminum, & Other finishes available
- Competitively priced

Channel Nuts  
Strut Clamps  
Angle Fittings

Post Bases  
Beam Clamps  
Rollers

**REDMORE**<sup>®</sup>

By MinerallacCompany

- Utility staples with diamond or cut points
- Available in multiple finishes
- Competitively priced

Utility Staples

**Minerallac**<sup>®</sup>  
**STAINLESS STEEL**

- Over 850 total stainless steel products available
- Available types: 18-8, 304, 316, 410
- Easily identifiable packaging

Fasteners  
Strut Fittings  
Straps  
Hangers

Anchors  
Threaded Rod  
Chain