



## Products

As your primary supplier, Barnes Distribution stocks over 55,000 of the industry's leading brands including terminals, mini bulbs, wheel weights and bench chemicals, putting these critical shop supplies readily at your fingertips.

## The Barnes Distribution System Vendor Managed not Vendor Controlled

Our service model is designed to reduce the 'wastes' in your organization, while keeping you in the driver's seat. Whether you need a complete organizational overhaul or you simply need to rid your system of obsolete products, we tailor our services to meet your needs! We believe in vendor managed....not vendor controlled. You select the programs that fit your operation, and we'll do the rest.

- Advanced computer software designs the physical layout of your inventory storage area to increase your productivity
- Plan and manage your inventory procurement to ensure you have the right product when you need it
- Reduce the cost and physical constraint of obsolete items
- Streamline your inventory receiving and stocking process



1301 East 9th Street, Suite 700  
Cleveland, OH 44114-1824  
Tel. 1-866-438-6767 Fax 216-430-6925  
www.barnesdistribution.com



# Automobile Dealerships

Maintenance and Shop Supply Solutions  
Designed Around You



# DRIVING OUT COST ... DRIVING IN PROFITABILITY

One of the most profitable areas of your dealership is your parts department. Barnes Distribution provides an expansive array of shop supplies and service options designed to lower your total cost of ownership and maximize your profitability.

Our Dealer Advantage Program features:

- Inventory management services
- Fixed competitive pricing
- Parts tapes that integrate with your Dealer Management System

All of this allows you to inventory items and automate retailing to customers while simultaneously increasing the profitability of your dealership.

Even more, we offer the industry's top rated computerized key cutting machines, PC+® Flash and BDLaser™, available only through Barnes Distribution. These unique solutions generate incremental revenue and enhance customer satisfaction for over 12,000 dealerships across North America.

Barnes Distribution...shift your profitability into high gear!

## Body Shop



1

- Body Repair Tape
- Bristle Discs
- Flap Wheels
- Undercoating
- Adhesives
- Silicones
- Aerosol Sprays
- Welding Supplies

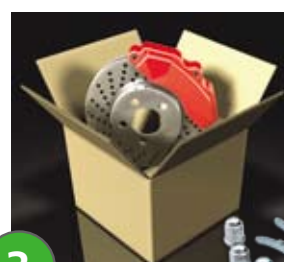
## Service Bays



2

- Brake Cleaners
- Degreasers
- Grease
- Lubricants
- Batteries
- Wheel Weights

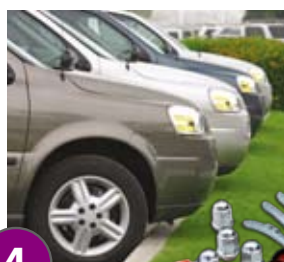
## Parts Department



3

- Cable Ties
- Butt Connectors
- Clamps
- Radiator Hoses
- Grease Fittings
- Fuses
- Flashers

## Building & Grounds



4

- Janitorial Supplies
- Maintenance Supplies
- Protective Clothing
- First Aid Supplies
- Storage Equipment
- Hand Cleaners
- Light Bulbs

## It's All About Service

Our unique service portfolio maximizes your profitability by focusing your employees on revenue generating activities.

- Increase employee productivity with our value added service
- Eliminate obsolete inventory and increase inventory turns
- Consolidate vendors and reduce transaction costs
- Consult with one of our product experts and prevent costly mistakes



## Technology to Free Your Time

Our state-of-the-art programs dramatically reduce acquisition costs to lower your total cost of ownership.

- Easy-to-use web-based programs
- Integrations with ERP and e-procurement systems
- EDI and EFT capabilities
- State-of-the-art website



## Complete Logistics

No other supplier gives you the confidence that Barnes Distribution's supply chain logistics can. We provide service to nearly every zip and postal code throughout the United States and Canada. In total, our logistics network ensures your mechanics have the right product, on time, every time.

- 24 hour order shipment
- 1 to 2 day order delivery
- Industry leading fill rates