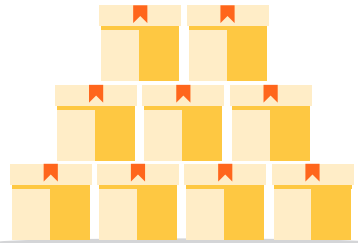


'DROP-SHIP' CASE STUDY



Increase Your Bottom-Line

With No Increase in Inventory or Sales and Admin Costs.



Increase Breadth of Your Product Line

Get Access to \$70M Component Inventory You Can't Get Direct!



Offer a high-mix, low-volume capability, **Shipped FAST**

Acme Distribution Company adds the PEI Distributor Advantage

Let's take a look at Acme Distribution Company, a global distributor with \$10M in annual sales and a 5% Return on Sales. One year ago, Acme added the PEI Distributor Advantage, giving their customers ready access to assembled-to-order connector solutions from the premier global brands, shipped FAST with no minimum order quantity.

Acme also leveraged PEI's ability to provide a blind drop-ship service world-wide. This allows Acme's customers to receive what they want in any quantity, when they want it!

At the end of year 1, Acme was able to increase sales \$500K which added \$125K to their bottom-line (assuming a 25% GP) with virtually no investment – no increase in inventory and no increase to SG&A, and resulting in a 1 percentage point increase to ROS!



ACME DISTRIBUTION COMPANY

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ADVANTAGE >](#)