



National Distributor of Quality  
Maintenance Supplies Since 1958

# What to Expect: SHOP REVIEWS



## PRODUCT EVALUATION

Imperial Supplies will be performing a Product Evaluation to **capture micro detail** for shop supplies, MRO and general **product used throughout the facility**. The Imperial Product Evaluation Team includes **product managers** and **field service technicians**; they are **not sales reps** and this is **not a sales call**. Imperial performs hundreds of product evaluations a year and **will not impede the daily work flow**.

### 1 Shops are chosen

- Key contact is identified.

### 2 Visit

- Imperial will coordinate the day and time that the Product Evaluation Team will be visiting the facility.

### 3 Introduction

- Imperial will initially require a half hour or less to explain and answer questions, and be introduced to people that own the ordering process or can answer product/purchase questions.

### 4 Evaluation

- Imperial Product Evaluation team will then deploy through the facility going from product to product capturing micro detail.

### 5 Questionnaire

- Once completed the Product Evaluation Team will compile a questionnaire. They will need access to contacts that can provide needed information.



**Material  
Handling**

**Vehicle  
Repair Parts**

**Tools**

**Safety  
Products**

**Cleaning  
& Janitorial**



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**GOAL** | Identify SKU, group, category, brand and vendor.

Data is compiled and a site report that compares all information is provided back to corporate procurement and operations for review. Imperial will provide a summary of all data.

Product / Vendor Matrix		Vendor Legend												P & S					INTERSTATE BATTERY - IB		
ABC Collision		PDC			WURTH			CINTAS			HOME DEPOT - HD			3D			LOCAL				
		CHEMICAL - TC			WURTH			CINTAS			ARDEX										
		RETAIL TOOL - TRT			COSTCO			SNAPON													
		ULINE																			
Address		Account Number	Location	Shop Floor and/or Parts												Vehicle Parts & Accessories					
ABC Collision Center 1 4180 El Camino Real Palo Alto, CA 94305		562662	Parts/Service	Aerosol	Bulk	55 Gal.	Tapes & Paint Supplies	Adhesives & Sealers	Shop Janitorial	Gloves	Hearing	Eye	Sorbents	Body Clips	Tire & Wheel	Wiper Blades	Key Machines	Key Blanks	Seat Covers	Paper Floor Mats	Brushes & Snow
			Detail	TC			PDC	PDC	CINTAS	CINTAS	CINTAS	CINTAS		PDC	PDC	PDC		PDC			PDC
ABC Collision Center 2 5840 W Centinela Ave Los Angeles, CA 90045		5638400	Parts/Service	ULINE	PDC	PDC	PDC	PDC	CINTAS	CINTAS	CINTAS	CINTAS		PDC	PDC	PDC					WURTH
			Detail																		
ABC Collision Center 3 100 S Lake Destiny Road Orlando, FL 32810		5638403	Parts/Service	TC	TC	WURTH	WURTH	TC	CINTAS	CINTAS	CINTAS	CINTAS	WURTH	PDC	PDC	PDC					PDC
			Detail							WURTH											
ABC Collision Center 3 8500 Tjico Rd Vienna, VA 22182		5633119	Parts/Service	TC	TC	WURTH	ULINE	TC	CINTAS	CINTAS	CINTAS	CINTAS	WURTH	PDC	PDC	PDC			ARDEX	ARDEX	
			Detail	WURTH			WURTH	WURTH	ULINE	WURTH											WURTH
																					ULINE

Information will be used for an analysis conducted by corporate procurement.

LOC	BIN	CURRENT COMPETITOR	CURRENT PART #	PRODUCT DESCRIPTION (Field Service Notes)	IMPERIAL PART #
MAIN STOCKING	BLACK CABINET	PIR	148-1000	#10 LEATHER GLOVE - WORK OVER RUBBER GLOVE FOR INSULATION	89141
		The Safety Director	3030504	1695 RESPIRATOR	89080
		SM	8377	995 RESPIRATOR WITH EXHALATION VALVE	89081
		MAKIGOLD INDUSTRIES	111778	RUBBER INSULATING GLOVE TYPE 1 CLASS00 - HIGH VOLTAGE SIZE 10	GD57
		WURTH	1899440123	NL BLUE NITRILE GLOVE	89239
		WURTH	1899440122	NL BLUE NITRILE GLOVE	89238
		WURTH	1899440121	NL BLUE NITRILE GLOVE	89237
		ALLEGRO	7102	KNEE AND ELBOW PAD	89009
		BULLDOG HARDWARE	PD-400	GARAGE UTILITY L HOOK	DNC
		BULLDOG HARDWARE	82182	GARAGE UTILITY J HOOK	DNC
		CRUISE		FACE SHIELD W/ HEADGEAR	5074
MAIN STOCKING	CABINET-L	WURTH	1894912	1/2 X 65 DOUBLE SIDED TAPE	8053
		WURTH	1992993	1/2 X 65 EDGE GUARD TAPE	7644
		SHURTAF		3/4 X 66 ELECTRICAL TAPE - BLACK	71865
		WURTH	1895620	1/4 X 60 FRICTION TAPE - BLACK	71848
		WURTH	0893448001	PART EPOXY MIXER CUPS	8114

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