

Dear Mr./Mrs.,

It's natural to assume a small business wouldn't be able to meet the needs of a large contractor. However, (Company Name), a certified small business and wholesale supplier, is unlike any small business. That's because (Company Name) has strategic partnerships that give us the buying power of a big wholesaler, meeting the needs of large construction companies, shipbuilders, Federal, State, and Local government agencies, defense contractors and other distributors. We have cooperative agreements with multiple wholesalers, providing superior customer service and very competitive prices to meet your construction material and supply needs.

(Company Name) also has a unique partnership with (Company Name), a division of (Company Name). On the surface, you know (Company Name) as one of America's leading retail hardware stores. Yet (Company Name) is anything but a retail store. In fact, Induserve is one of the world's largest member-owned building supply cooperatives with more than \$2 billion in buying power. What this mean to you is that our local warehouse inventory not only includes the most common brand name construction materials, but we also have access to (Company Name's) 12 nationwide distribution centers that feature 80,000 products from more than 2,000 leading manufacturers.

So whether it's building materials or tool and safety supplies, you can count on (Company Name) to quickly and efficiently to meet your needs, saving you time and money on many of the top brand name products. We are the certified small business you can trust.

Thank you for taking the time to learn about (Company Name). In this brochure, please find additional details of our unique capabilities. I look forward to working with you and your team.

Sincerely,

Client  
President