



# Inland Sales Group, Inc.

*Wholesale Plumbing Distribution Representatives*

[www.inlandsalesgroup.com](http://www.inlandsalesgroup.com)

**Inland Sales Group, Inc.** is committed to providing the highest quality plumbing products to our customers through wholesale distribution. We strive to not only meet customer expectations—but to far exceed them.

We empower the team approach to our company and work collaboratively on opportunities. Our team is highly qualified with certified **CPMR** associates, with an extensive number of years in the plumbing industry.

Inland Sales Group, Inc. is the parent company for Inland Sales Peoria, Inc. and Inland Sales Chicago, Inc.—our two full service sales offices with warehouses.

## **Why Choose Inland Sales to Represent Your Line?**

We are a Professional Outsourced Sales and Marketing Firm with years of experience that gives our firm a distinct advantage in the marketplace. We know what manufacturers like you need to get your products marketed—and we have a proven approach that has generated great results for our clients:

- **Announcement Postcards.** To get the word out of the new line, we will send a mailing to engineers, contractors and wholesalers. The postcard serves several purposes—not only will it provide the announcement—but will also create awareness by directing our customers to our website to learn more about the manufacturer and/or the particular product(s).
- **Product Catalogs.** We know that the Illinois engineering community relies heavily on manufacturer representatives like Inland Sales—and that's why we will hand-deliver new catalogs to our engineering offices and personally review our product offerings with them. Because we believe that the engineers are the key to current and future business, we have always made it a practice to review master specifications annually on new and existing products to keep current products at the forefront.
- **Mobile Showroom.** When we travel to major shows and counter days, we bring our Inland Sales Mobile Showroom. We completed our 28' trailer last spring and are currently completing work on a 20' trailer for smaller shows and venues. Please visit our website [www.inlandsalesgroup.com](http://www.inlandsalesgroup.com) to view the pictures.
- **Follow-up.** We will provide consistent calls to all wholesale customers to monitor stock levels, follow-up on any opportunities or issues and educate the staff on the product line. Inland Sales

## **THE INLAND SALES GROUP ADVANTAGE**

Inland Sales is committed to all aspects of our territory. We call on wholesalers, contractors, engineers, hospitals, industrial accounts, architects and kitchen and bath dealers and end users. Our main focus is in the bid and spec market -- we leave no rock unturned.

A key advantage of Inland Sales is that it has offices in both Chicago and Central Illinois. No other plumbing representative in the state of Illinois can provide this coverage—we create the exposure our manufacturers need to be specified.

encourages our wholesalers to receive training to help streamline the product offering to the field. We continually provide information to our customers—as it is our desire to have our customers fully aware of our product offerings within the first three months of a new relationship.

- **Job take-offs and quotations.** Inland Sales is a “total professional rep firm.” Consistent and complete job take-offs and quotations are performed out of both of our offices. We follow up with a quote generated from our specialized in-house quote system, and once the job is quoted it is tracked through computerized tracking software, which allows Inland to receive timely and accurate information regarding all aspects of the job. Each order is documented internally and the order is sent via fax or email to the manufacturer. Once order confirmations are received, they are placed on file with the order, followed by the invoice once the product is shipped.

### **The Keys to Inland Sales’ Success**

We know that one-on-one contact with the bidding wholesaler is essential. Therefore, we personally visit the wholesaler and the bidding contractors to create a demand for the products we represent on the specific job. Our relationships at the contractor level are one of the keys to Inland Sales success. Between training, job follow-up and outside activities, we spend a great deal of time with both residential and commercial contractors.

**We are focused on your growth.** We will provide growth targets once territory data and past history has been established. We provide a detailed action plan and with specific goals as we gather information in the territory and lay the ground work for growth. And annually we will provide a detailed report to our manufacturers with results.

**We never miss the opportunity for exposure.** Inland is proud to be involved in many local organizations. We are members in both the Chicago and Central Illinois ASPE Chapters, and have responsibility for running the annual Central Illinois golf outing. We are also members of PHCC, AIM/R, MDA, ASSE, PAMCANI and CPMR. We participate in the local ASPE shows, wholesaler trade shows and counter days, IPIA and PHCC trade shows.

Please visit our website [www.inlandsalesgroup.com](http://www.inlandsalesgroup.com) for more information.

*We look forward to the opportunity to represent your line!*

### **HOW TO CONTACT US:**

#### **Corporate:**

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