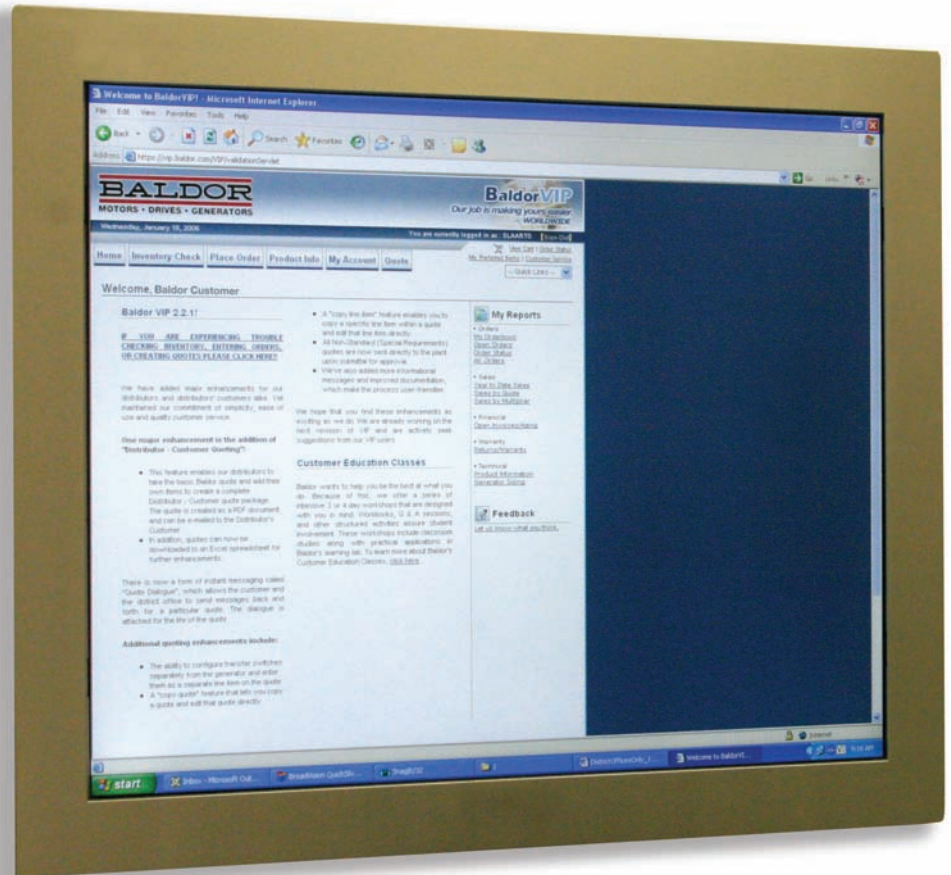


BaldorVIP

Making Your Job Easier



www.baldorvip.com

BALDOR®

The Business Challenge—BaldorVIP can Help!

We at Baldor realize that as an OEM, you are faced with a range of complex business challenges and decisions. As the needs for businesses change and the pace of business continues to accelerate, we want to help you make conducting business with Baldor simple, efficient, and hassle-free.

With that in mind, we have designed and implemented an Internet solution called BaldorVIP (Valued Internet Partner). BaldorVIP is a sophisticated online tool available to you, our valued Baldor customer, at no charge. The data is reliable, high-quality, and delivered to you real-time.

BaldorVIP may be just the right tool for you. You can enter orders, check your order status, and check Baldor inventory. You can also effectively manage and track your existing Electronic Data Interchange (EDI) orders with Baldor.

This brochure explains the advantages that BaldorVIP can offer you:

- Order Entry
- Inventory Check
- Account Activity Reports
- Technical Information Availability
- BaldorVIP and EDI
- Signing up for BaldorVIP

BaldorVIP is for OEMs!

BaldorVIP was originally developed for distributors who buy stock products off-the-shelf. It was a huge success and was quickly enhanced to work for OEMs who buy custom products. BaldorVIP offers the following special features for OEMs as well.

- EDI orders accepted using your part numbers.
- EDI orders immediately available in order status.
- Schedule delivery dates on your orders.
- View CAD drawings and nameplate specs on products. Call it up with your part number.

Placing an Order is Easy!

You can enter orders online 24 hours a day! With user friendly screens and popular “Shopping Cart” technology, ordering on Baldor VIP is easy. You can add Baldor items to your shopping cart and proceed to the check out when your shopping is complete. Or you can create lists of commonly ordered items for one click order entry.

You can order stock products and parts from any of the Baldor warehouses with a simple click of the mouse. Plus, track your shipments using your purchase order number. To maintain communication regarding your order, BaldorVIP provides automatic email notification for order acknowledgement, shipping, and invoicing. Warranty status information is also just a click away.

In addition to a user friendly ordering process, BaldorVIP has a built-in shipping information feature called Rate Shop. Rate Shop automatically determines the shortest delivery times and/or best shipping rates for your orders. Furthermore, if needed, you can easily set multiple shipping dates on individual line items. You may want some of the items to ship this week and some next week. With BaldorVIP, you have control.

BaldorVIP and EDI Work Hand-in-Hand!

Many of our OEMs currently enter their orders with EDI. BaldorVIP and EDI work hand-in-hand. BaldorVIP offers numerous account activity reports that allow you to monitor your order status as well as invoices and sales history—even when you order with EDI.

Checking Baldor Inventory is a Breeze!

With BaldorVIP, you can enter in a Baldor product number or your part number and search our inventory. The search promptly returns your results including the product's list price, your net price, and the weight of the product. We even show you the warehouses that have this product and the quantities available at each location.

Checking your Account Activity is Just a Click Away!

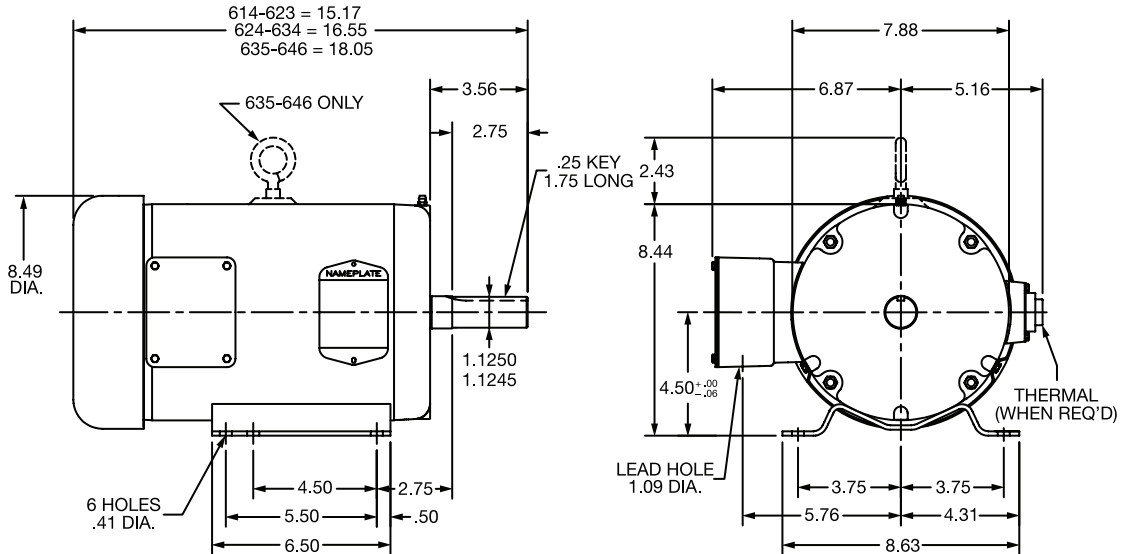
BaldorVIP, offers you access to your account information with several tools to help you check your account activity and maintain important profile information. Having the ability to continuously check your account, can save valuable business administrative time and reduce errors, ultimately increasing productivity. Here are just a few account activity tools available through BaldorVIP:

- Order Status Report—Displays the order, invoice, and delivery status of your order as well as a detail of the line items on the order.
- Open Orders Report—Displays a list of current open orders including the order number, PO number, Baldor product ID, customer part number as well as additional order details.
- All Orders—Displays a list of all orders, both open and closed.
- Year to Date Sales Report—Displays a list of all Baldor products that you have sold by year broken down by month.
- Sales by Multiplier Report—Displays a list of Baldor products sold broken down by your multiplier.
- Open Invoices/Aging Report—Displays current account activity including open invoices and aging.
- Update your User Profile—Provides the ability to update your account password.

Real-Time Technical Information is at your Fingertips!

Another valuable VIP tool is real-time technical product information, such as nameplate data, including; product spec number, mechanical spec number, wiring diagram, and layout drawing number. Including the ability to view and print the layout drawings.

In addition, BaldorVIP will generate a 'Product Information Packet' which, includes; nameplate information, connection diagram, and the layout drawing in PDF format.



How do I sign up for BaldorVIP?

BaldorVIP is a high quality valuable solution to help your business be more efficient and productive, thereby lowering your administrative costs. To sign up for BaldorVIP, simply contact your local Baldor district sales office.

Sign up today and start enjoying the benefits that BaldorVIP has to offer!



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