About Motion Industries

A leading distributor of quality products and services to 150,000 government and industrial customers in North America, Motion Industries operates in the MRO (maintenance repair and operating) replacement parts market as well as the OEM market (Original Equipment Manufacturer or Equipment and Machinery).

Motion Industries serves its local markets with over 500 locations including 473 branches, 10 distribution centers and 52 service centers throughout North America. Through this extensive operating network, our customers have access to over 4.8 million quality parts, sourced from a global manufacturing base.

- Wholly Owned Subsidiary of Genuine Parts Company (GPC)
- $4.2 Billion 2011 MI Sales
- OEM Sales account for a significant growing market
- Proven track record with more than 65 years in the industry
- Leader in a large and diverse industry
- Broad and deep inventories representing major brands
- Highly developed supply chain and logistical capabilities
- State-of-the-art e-business technology

Product Breadth & Logistical Strength

Providing U.S. government agencies access to 4.8 million quality parts and on-demand delivery effectively requires a sound, efficient network. Motion Industries’ sophisticated inventory and delivery system locates products within seconds and facilitates shipping within 24 hours upon request.

Motion Industries has the parts you need from the quality brands you know and trust. We make the procurement process easy and hassle-free for our customers—our systems are customized to provide the kind of service you demand.

- Bearings
- Mechanical Power Transmission
- Electrical & Industrial Automation
- Linear Motion Products
- Pneumatics
- Hydraulics
- Hydraulic Hose
- Industrial Hose
- Material Handling
- Process Pumps & Equipment
- Industrial Supplies
- Safety Supplies
- Seals & Accessories

Repair & Service Capabilities

Motion Industries provides customers with timely and reliable repair and build services from 52 strategically located shop facilities throughout North America. Using the latest testing equipment available, our experts are fully qualified and trained in the repair of liquid transfer pumps, hose, electrical, mechanical and fluid power services.

Once components are serviced, they are fully tested for performance, repainted, capped and properly boxed for shipment. This is our standard process, ensuring the highest level of attention.

Motion Industries’ service technicians are available 24/7/365 for customers’ repair needs:

- Hydraulic & Pneumatic Repair
- Power Unit Fabrication
- Motor & Gearbox Repair
- Process Pump Fabrication & Repair
- Hose & Belt Fabrication
- Electrical Drive Systems & Repair
- Product Modification Services
- Mill Services

Massachusetts State Contract FAC76

- Contract Number FAC76
- Category 3 Industrial and Commercial Products and Supplies
- Discounts ranging from 10% - 60% off all Yes catalog pricing (see back page)
- Orders are Accepted via the Following Methods:
  - Phone
  - Fax
  - Email
  - Counter Order/Pick-up
  - On-line Ordering at www.motionindustries.com
- 2 day delivery FOB on contract items
- Delivery Methods:
  - Company Owned Vehicle
  - Common Carrier
  - Express Delivery Available
- 1% 10 days prompt payment terms

Ask your Motion Account Representative for your Contract Participation Form today!
Energy Assessments & Savings Solutions
Motion Industries can help your facility reduce energy consumption and operating costs, thereby improving your bottom line. Our team of dedicated energy professionals will evaluate your facility’s inefficiencies, then recommend simple and effective solutions. Just take a look at the potential savings:

• **Compressed Air**: optimization can provide energy improvements of up to 50%
• **Electric Motors**: efficiency solutions can reduce a motor’s lifetime cost, which is 97% energy consumption
• **Steam**: projected savings per year for incorporating a new energy-efficient steam trap system is 30%

Cost-Saving & Sourcing Solutions
Let Motion Industries help you identify opportunities that lead to real bottom line savings. We conduct analyses—frequently onsite—to identify, quantify, and prioritize cost savings and productivity improvements for individual customers’ needs. Solutions include but are not limited to:

• Asset and Repair Tracking
• Storeroom and Replenishment Tracking
• Vendor Managed Inventory (VMI) and Just In Time (JIT) Programs
• Cost Management Program (CMP)
• Vendor Reduction Programs and Bill of Materials Parts Reduction Programs
• Engineering Services for Conversion of Flexible Materials
• Wide offering of Eco-friendly Product Lines

eCommerce Solutions
Motion Industries offers a comprehensive eBusiness platform to meet your procurement challenges whether it be routine storeroom replenishment, critical spares management or emergency sourcing and fulfillment. In addition to our robust transactional website, we support a variety of communication methods including EDI, XML, Punchout and Roundtrip.

Motionindustries.com allows access to Motion’s entire $651 million inventory, including product selection guides and specifications, product availability and pricing, order entry and order status tracking. We offer customized mapping to your part numbering system, bin locations and kitting. Our website can be used as a stand-alone offering or it can be easily integrated with your internal requisition or procurement management systems to prevent duplicate processing. We have extensive experience integrating with all of the major ERP systems.

Our eBusiness consultants can help you determine the best combination of eBusiness offerings to meet your needs and can assist in integration planning and training to get you up and running with minimal effort.

Industries We Serve
Motion Industries is built to respond on demand to a variety of government agencies including:

• Water Transportation & Ports
• Air Transportation
• Waste Management
• Waste Water & Treatment
• National Security
• Prisons & Correctional Facilities
• Bridge, Highway, & Infrastructure Construction
• Mass Transit
• Defense Contractors
• Colleges & Universities
• State & Local Government Entities
• Federal Government
• Military

Ask your Motion Account Representative for your Contract Participation Form today!
“YES” Product Catalog

Discounts Ranging from 10%-60% on YES Catalog Products for FAC76 Category 3 Industrial and Commercial Products and Supplies

For customer convenience, we also offer a full line product catalog which includes many of the most popular products purchased every day. Offered both in print and online at www.motionindustries.com, our “YES” catalog provides over 44,000 products covering 20 categories, searchable by product or manufacturer. A total of 4.8 million items are accessible through Motion Industries’ branch network.

POWER TRANSMISSION PRODUCTS

Bearings
Electric Motors and Accessories
Hydraulic Hose
Hydraulics
Industrial Hose
Linear Motion
Mechanical Power Transmission
Pneumatics
Seals & Accessories

INDUSTRIAL SUPPLY PRODUCTS

Abrasives
Chemicals
Adhesives
Lubricants & Equipment
Cutting Tools
General Industrial Supplies
Cleaning and Maintenance
Material Handling
Paint & Accessories
Safety & Environmental
Tape
Tools

Rick Francolini, Motion Industries’ Contract Manager Industrial Sales Specialist-Boston Division
Cell: 860-849-6491
Office: 860-872-6733
Branch ETO4-East Windsor, CT 860-292-6091

or contact: Government Sales Team 855-223-4551
Govsales@motion-ind.com

Visit Our Government Sales page at www.motionindustries.com
Look for Government Sales in the red bar.