

Everything for the improvement of our customer's convenience.

As a trading company specializing in tools, TRUSCO Nakayama has developed business from the perspective of creating what is needed in the workplace of Japan's manufacturing. What we are today is the result of studying how we should be for our customers concerning the status of orders and the timing of delivery.

We've got them!

We have **250,000** items

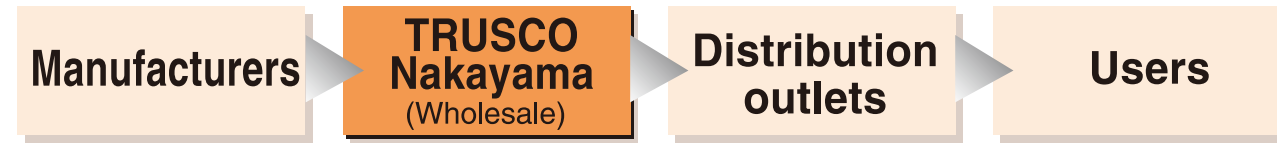
We offer various items that are needed in the professional workplace of the manufacturing industry.

In addition, our private brand TRUSCO, which offers bold new products based on the requests of professionals, responds to the sensitive needs of the workplace.

We deliver!

17 distribution centers
105 sales offices

The industry's largest number of nationwide bases. We are immediate and useful to our customers, as we continuously expand our distribution bases and offer stable supply and detailed response. We also reduce the burden of warehousing for our distribution outlets by our stock of approximately 70,000 items.



Right now!

Delivery **within a day** from order
You can even order **a single screw driver**

We respond to the needs of our customer's "small quantity, wide variety and frequency" in the "quickest and optimal way" we can.

We'll find it!

The **Orange Book**
Sophisticated search function

General catalogue with the industry's greatest (340 thousand copies a year) and largest (113,000 listed items, 6,000 pages) number of pro tools.



www.trusco.co.jp



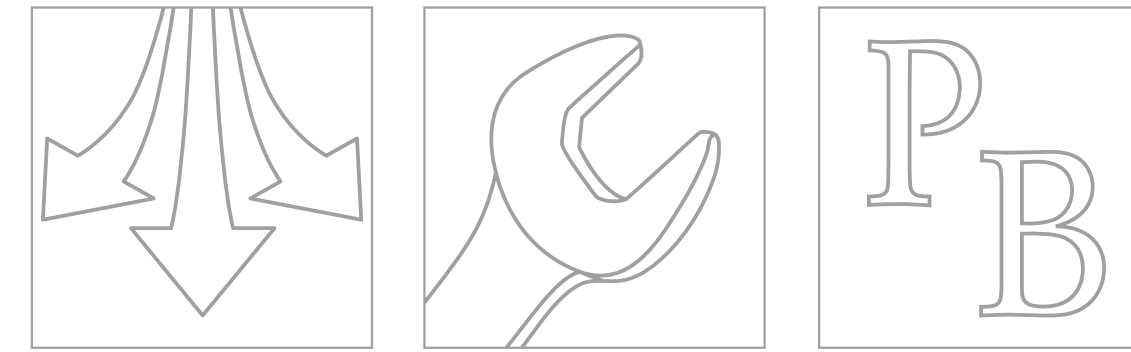
Osaka Head Office



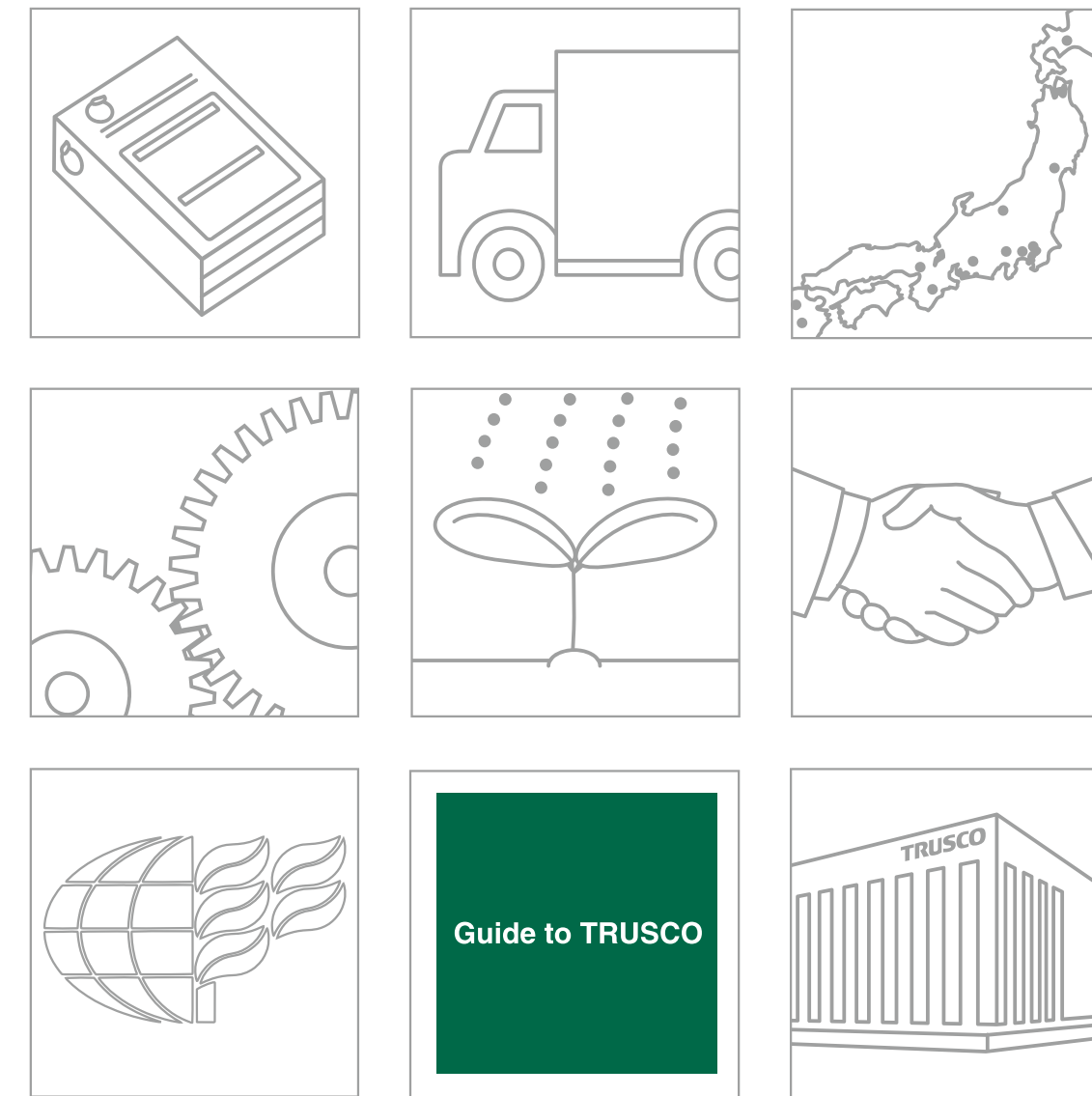
Tokyo Head Office

TRUSCO TRUSCO Nakayama Corporation

Tokyo Head Office: 〒105-0012 TRUSCO Harbor Building, 1-1-8, Shibadaimon, Minato-ku, Tokyo
Osaka Head Office: 〒550-0013 TRUSCO Glenchek Building, 1-34-15, Shinmachi, Nishi-ku, Osaka City



TRUSCO GUIDE



Decline of "manufacturing" leads to diminished vitality of Japan.

What can we do as a pro tool company to stimulate the manufacturing industry?

The problems that manufacturing faces.

We will work to improve our existence value by "pursuing efficiency demanded in diversification".



President
Tetsuya Nakayama

TRUST+COMPANY

TRUSCO is a coined word of Trust and Company. It directly expresses our stance "to create a company that is trusted" by everyone we are associated with including our distribution outlets and suppliers.

[PRO TOOL]

As a PRO TOOL Company



Various items that are needed in manufacturing such as tools, work supplies, consumables and quality machinery which satisfies professional craftsmen we call "PRO TOOL".

TRUSCO Nakayama supports Japan's manufacturing as a tools trading company by supplying "PRO TOOL".

PROFESSIONAL

TRUSCO Nakayama supports Japan's manufacturing industry as a pro tool company that deals in "tools".

PRODUCTION

We have **approximately 250,000 items** that are needed in the work of manufacturing.

PRODUCE

We deliver tools from our network of 70 warehouses throughout Japan, responding to the needs for "pro tool" "**small quantity, wide variety and frequency**" carriage free.

Come on!! Japan's manufacturing industry

Clear distribution **The Orange Book**

General catalogue of products available in factories throughout Japan.

The Orange Book is our general products catalogue with a circulation of 340,000 per year. It has 6,000 pages. It not only lists 113,000 pro-tools, nearly half of all the products we carry, but also allows you to find what you need easily, as it incorporates various search ideas. 70,000 items listed in the catalogue are always stocked at our 17 distribution centers throughout Japan. The Orange Book is useful in improving convenience and creating strong ties, as it works as a go-between when end users place an order to distribution outlets.



(Four volumes) 6.18kg

[Example of search function]

Color coded notation for an easy-to-find delivery date.

- Yellow..... Items stocked at the Planet Distribution Center (some are offices) (Approx. 68,000 items / same day shipping)
 - Green..... Items stocked at the Planet Supply Center (Approx. 6,000 items / 1 to 3 days from order)
 - Blue..... Items ordered to manufacturers (delivery method according to customer's specification)
- Recommended..... Best sellers chosen by pro-tool manufacturers in 2006.
Original..... Original Choice Products only available through the Orange Book.

Orangebook.Com*

The latest and detailed information for products on the web.

Products listed in the Orange Book can also be searched for on the internet. It offers the latest detailed information on products together with high search functions.



DOTKUL & WebTRUSCO*

Order items required quickly and readily

With "DOTKUL", you enter the product number and quantity on the order sheet and FAX it to the DOTKUL center (toll free). A few minutes later, you will receive an order response note with the scheduled date of shipment.

"WebTRUSCO" is an online ordering system. It has such functions as stock-checking, enabling customers to place an order after confirming the stock status.



* This site is for distribution outlets. Contact in advance for access.

Private brand, **TRUSCO**

Pro-tools unique to TRUSCO inspired by the manufacturing workplace

As well as being a trading company that specializes in tools, we offer new products based on the requests of our customers. We have consolidated our products as our own brand "TRUSCO" by the OEM supply from our manufacturers, and have a range of 30,000 items that are high quality yet "reasonably priced" and "meet the needs of the market in detail". Moreover, TRUSCO features many unique products that only TRUSCO Nakayama can deliver such as the industry's first environmentally friendly "non-gas spray" and the lightweight and compact resin trolley "Komawari-kun".



We promptly respond to product inquiries.

Orange Rescue ☎ **0120-509-849**

Repair Workshop "Naojiro"

Naojiro is a business that handles aftercare services such as product repairs and maintenance.

Advantages of using "Naojiro"

There is "no carriage fee" since all shipments and returns are done through our own courier. From directly linking up with specialist maintenance contractors and sharing the repair and collection work, we can carry out maintenance efficiently and reasonably.

Principal business of the repair workshop "Naojiro"

- Re-sharpening of cutting tools
- Repairs of electrical tools and air instruments
- Cleaning and maintenance of air-conditioners and heating appliances
- Calibration of measurement tools
- Construction and installation of cabinets
- Assembly of shelves and worktables
- Refilling of fire extinguishers etc

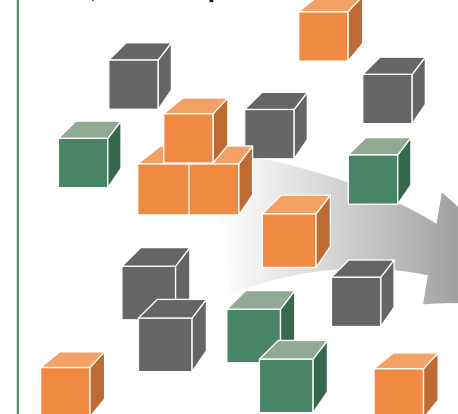
Channels (main customers)

Three routes that have been optimized for the needs of the manufacturing workplace

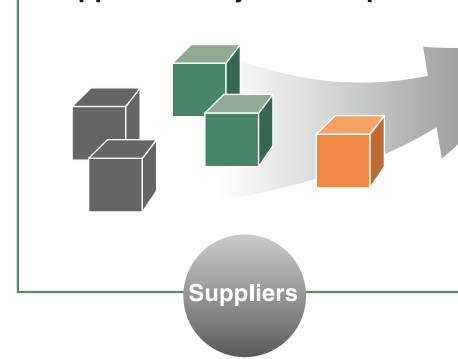
We have roughly divided the attributes of the users into three categories and established the channel of sales that suit each one.

Our aim is always customer satisfaction.

Manufacturers
Approximately 3,000 companies



Private brand
OEM manufacturers
Approximately 250 companies



Factory route

Worker's route

Home center route

Providing "what is needed" in the "quantity that is needed" "when it is needed"

Factory Division

The principal product line is accessory materials needed in factories such as tools, operation supplies, machinery and consumables. We help our distribution outlets provide business that enables an accurate and speedy supply of products for their customers.

Workers Division

Our Workers Division has a wide range of tools, operation supplies and consumables used in outdoor workplaces such as building and construction sites. The large scale distribution system promises a stable supply of products. We also handle urgent orders from various workplaces.

HC Division

The HC Division helps create the "Pro-tool Sales Room" for professional craftsmen who visit the home center. We respond to the demand for DIY with professional specification and offer many variations from a wide range of product choices.

3,760 companies

- Machine trade
- Solvent trade
- Physical and chemical equipment trade
- Measurement trade
- Rubber trade
- Steel product retail trade
- Machine retail trade
- Packaging material trade
- Health and safety (protective equipment) trade, etc.

Manufacturing industry

- Automobile related
- Hardware
- Electrical equipment
- Machinery
- Precision equipment
- Foods, etc.



2,019 companies

- Electrical material trade
- Tubing material trade
- Hardware, construction and painting trade
- Automobile related trade
- Transport equipment and material handling trade, etc.

Outdoor work related industries

- Building and construction industry
- Plumbing work industry
- Electrical work industry
- Building contractor's office, etc.



144 companies

- Home center
- Discount store
- Supermarket

Outdoor work related industries

General customers

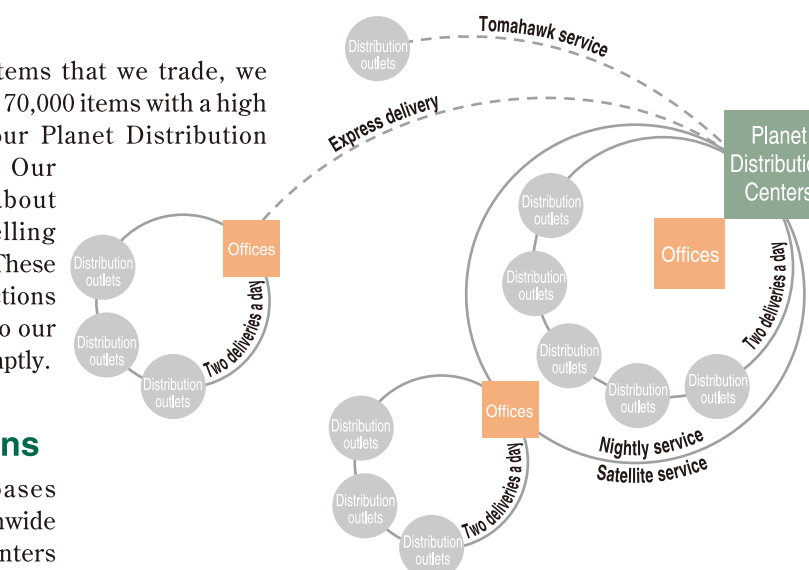


Distribution system

Instant delivery system for 250,000 pro-tools

Stock functions

Among the 250,000 items that we trade, we constantly stock about 70,000 items with a high order frequency at our Planet Distribution Centers nationwide. Our offices also stock about 8,000 of the best-selling products in each area. These outstanding stock functions enable us to respond to our customer's needs promptly.



Delivery functions

From the stock bases consisting of our nationwide Planet Distribution Centers and 70 principal sales centers, once or twice a day the product delivery service circulates to our distribution outlets. Orders are delivered the same day or in the morning of the following day. Our one-driver delivery is free of charge since it is supported by our own delivery network.

Nationwide expansion

105 sales centers nationwide and 17 distribution centers

TRUSCO Nakayama continues to get close to customers because we strive to meet the needs of the customer no matter how small. We have a network consisting of 105 nationwide sales centers and 17 distribution centers. In addition, seven head offices that work with the aim of improving and upgrading the business infrastructure is organically functioning with the sales centers to improve our existence value as a pro-tool company.

[Corporate Profile]

Trade name : TRUSCO NAKAYAMA CORPORATION
Headquarter : 1-34-15, Shinmachi, Nishi-ku, Osaka City
Headquarters office : Tokyo Head Office: TRUSCO Harbor Building, 1-1-8, Shibadaimon, Minato-ku, Tokyo
Osaka Head Office: TRUSCO Glenchek Building, 1-34-15, Shinmachi, Nishi-ku, Osaka City
Business office : 124 (2 headquarters, 94 business offices, 11 offices, 17 distribution centers)
Capital : 5,022,370,000 JPY
Stock listed in the First Section of the Tokyo Stock Exchange and Osaka Stock Exchange
Number of employees : 1,153 (As of the end of March 2006)
Plus 506 part-time employees
Inauguration of business : May 15th, 1959
Establishment : March 2nd, 1964
Fiscal term : March 31st
Sales : 129,176,000,000 JPY (March 2006 term)
Ordinary profit : 8,682,000,000 JPY (March 2006 term)
Bankers : Mizuho Bank Ltd., Resona Bank Co., Ltd., Sumitomo Mitsui Banking Corporation, Bank of Tokyo-Mitsubishi UFJ, the Sumitomo Trust & Banking Co., Ltd.
Suppliers : Approximately 2,955 domestic and overseas manufacturers
Customers : Equipment trade, solvent trade, electrical material trade, construction hardware trade, plumbing trade and home centers: Approximately 5,923 companies nationwide
Description of business : Wholesaler of equipment, distribution equipment and environmental safety supplies, and planning and development of own brand, TRUSCO.

Products traded

Professional quality and professional service demanded by the manufacturing workplace

To respond to the user's need for "small quantity, wide variety and frequency", TRUSCO Nakayama has consistently expanded the products it trades. These products currently amount to 250,000 items. The full product lineup offers items that can be used for various work in a wide range of manufacturing workplaces. There is also a web, fax-OCR and telephone ordering system.

Cutting tools and supplies	Production process supplies	Construction tools	Working supplies	Hand tools	Environmental safety supplies	Distribution and storage supplies	Research administration supplies	Office accommodation supplies
<ul style="list-style-type: none"> Cutting tools Drilling and screw cutting tools 	<ul style="list-style-type: none"> Mechanics Industrial machinery tools Electronic machinery Measurement tools Measurement supplies 	<ul style="list-style-type: none"> Pumps Welding supplies Painting and interior decorating supplies Civil engineering supplies Ladders and steps Plumbing and electrical supplies Machine element parts Screws, binding fittings Construction materials and hardware Hydraulic tools Repair parts 	<ul style="list-style-type: none"> Cutting supplies Grinding and sharpening supplies Chemical products Tap products Factory merchandise Packing supplies Casters 	<ul style="list-style-type: none"> Power tools and accessories Pneumatic supplies Pneumatic tools Tool sets and tool boxes Hand tools Electrical facility and plumbing tools Non-sparking and treated supplies Electrical and electronics related supplies Electrostatic prevention supplies 	<ul style="list-style-type: none"> Protective equipment Safety supplies Environmental improvement supplies Disaster and crime prevention supplies 	<ul style="list-style-type: none"> Cargo handling supplies Conveyers Transportation supplies Power saving equipment Containers and storage bins Steel shelves 	<ul style="list-style-type: none"> Service carts Storage and management supplies Workbenches Food hygiene related supplies Stainless supplies Clean-room related supplies Research and development related supplies 	<ul style="list-style-type: none"> Cleaning supplies Office supplies Office furniture Storeroom and exterior supplies

We are looking for pro-tools manufacturers whom we can start business with. With the aim of providing all-round support for manufacturing workplaces and delivering more items to the workplace, we are looking for a new category of products. We are seeking ideas that could not be commercialized or commercialized items that had no buyers.

