



 **sanders**  
SINDS 1908

*Industriepartner*



## IP SANDERS MRO AND OEM PARTNER FOR THE INDUSTRY

With three stockholding branches in the South-West of the Netherlands, IP Sanders specializes in the supply of technical components and supporting services. Here, our total package is aimed at MRO and OEM companies in the Dutch industry.

IP Sanders specializes in the product groups, power transmissions, bearings, pneumatics, hoses, appendages, tools, metalcutting tools, metalworking machines, welding products, personal protection, fasteners, and workshop equipment. With this, we offer a very wide variety of products and services for the industry

which make's us a one stop shop for most of our customers.

IP Sanders has precisely the right stocks for our industrial



customers with delivery guarantees and comprehensive automation solutions. In addition, IP Sanders regularly organizes training and education for you as a customer, but also for our own people.

### Service workshops

Due to the collaboration with the IP IndustriePartner cooperative, IP Sanders has access to several service workshops for construction and maintenance:

- Mechanical power transmissions
- Electromechanical drives
- Winding electric motors
- Electrical and pneumatic control boxes
- Hydraulic installations
- Welding equipment
- Cleaning equipment
- Metalworking machines

IP Sanders offers the possibility to have inspections carried out on lifting and hoisting equipment as well as climbing materials. We can also carry out calibrations on measuring tools.



## IP SANDERS A TOP PLAYER IN THE MARKET

Since 2015, Bernard Sanders (Est. 1908) has been a member of the IP IndustriePartner cooperative. The collaboration of these technical wholesalers aims to strengthen their respective market positions through intensive collaboration.

In this collaboration, the ranges of products are coordinated, knowledge is exchanged, purchasing volumes are bundled and joint marketing activities are set up. Due to the geographical location of the various branches, there is national coverage in the Netherlands as well as extensive possibilities in Belgium. The individual independence of the participating companies is retained.

The companies are customer focused and efficient family businesses. No complicated organizational structures but always ready to be of assistance to the customer. This working method has ensured that the companies are financially strong which makes us a reliable partner for the market leading factory's we are proud to represent in the region. The joint turnover is more than 120 million euros. The 28 branches each have their own sales office, their own identity, knowledge of the local market, and the associated local stock!



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

[www.industriepartner.nl](http://www.industriepartner.nl)

# PRODUCTS

## EVERYTHING FOR THE INDUSTRY

Your complete MRO and OEM needs can be found at IP Sanders so that you do not have to rely on multiple suppliers. We are always nearby and like to work with a personal approach.



Bearing technology



Drive technology



Pneumatics



Hydraulics



Fittings, hoses and couplings



Tools

### A-brands and private labels

Our range consists of innovative products from A-brand manufacturers. These products have proven themselves through quality, durability, and service. Our suppliers are continuously monitored on these items. Sourcing of new products takes place at both IP Sanders and the IP IndustriePartner cooperative so that you can rely on the latest and best products.



Machining tools



Fasteners



Welding technology and equipment



Safety and ergonomics



Maintenance and cleaning products



Electrical materials



Internal transportation



Workshop equipment



Metalworking machines



Seals



Service and maintenance activities



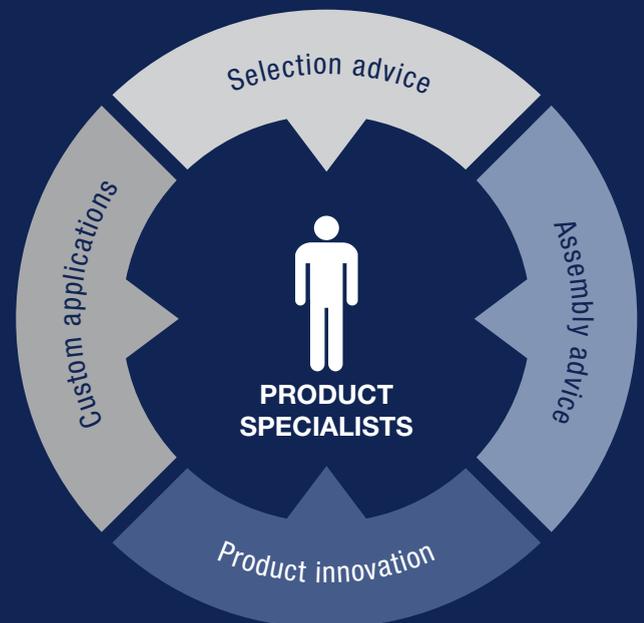
Hoisting and lifting equipment

# PRODUCT SPECIALISTS

## FOR SERVICE AND SUPPORT

The main product groups are supported by product specialists. They are each responsible for one product group and have gained a lot of experience in this area and have followed various training courses. Some large product groups even have multiple product specialists who are working on the latest developments within the relevant product group on a daily basis.

These product specialists can advise you on the right product for your application. They can also be your sparring partner in custom configurations or complex customer-specific matters. They are a much-appreciated, and are providing a lot of added value to our extensive range.



# IP SANDERS STOCK MANAGEMENT CUSTOMIZED ON YOUR LOCATION

IP Sanders not only offers added value in products and product support but also in services and automation. An important specialty within our organization is warehouse management (VMI or VOI). Warehouse management is specialized custom work. That is why we have specialists

specially trained for this. Professionals who can support you on location with the design and management of your technical warehouse. In addition, they serve as a source of information and offer advice on specific technical matters.

## Some possibilities:

- ✓ Management of routine (MRO) products
- ✓ Management of facility products
- ✓ Management of machine-bound products
- ✓ Management through Two-Bin system
- ✓ Management through barcode scanner (One-Bin)
- ✓ Management by linking ERP systems
- ✓ Management through SPS (Small Parts Store)
- ✓ Management through Toolsbase stock cabinets



## OUR ADDED VALUE IN NINE KEY POINTS

At IP Sanders, we believe that our products and services should align with all your needs. In other words, we would like to supply you with a tailored suit. A suit that fits you perfectly and not an off-the-rack suit that is made for the masses! It is, therefore, very important to us to offer you exactly the products and services that meet the needs of your company. Together with

you, we formulate your ideal MRO requirement. Ultimately, we come up with a ready-made solution/offer.

Below is an overview of the possibilities with regard to our added value, summarized in 9 key points.

1

### STOCK MANAGEMENT VMI AND VOI

IP Sanders ensures that your stock is always in order. All necessary items are in your warehouse on time. And in the right amount.

4

### APPLICATION ADVICE

For the successful implementation of your technical development projects, we have specialists for advanced calculations and materials experts at our disposal.

7

### ASSEMBLED SETS

Our specialists have a lot of knowledge and experience in the industry. For example, we can offer you one delivery of a completely assembled set containing the various components.

2

### REDUCING TCO

By shifting the focus from only the purchase price to the entire TCO, annual savings can be achieved that can amount to 15% of the total purchase value.

5

### BEARING SERVICE

From selection advice to mounting and dismounting of bearings and bearing reconditioning. As an official SKF service partner, we always have the right expertise in-house.

8

### TAILOR-MADE TRAINING

To retrain your technical employees, we offer various tailor-made training courses, specifically for your sector.

3

### WEBSHOP WITH LINKS

With our advanced webshop, more than 600.000 products can be viewed and ordered online. A QR-code scanner can also be linked to manage your grab stock.

6

### POWER TRANSMISSION SERVICE

With three electromechanical workshops within the IP group, IP Sanders can be your partner for the supply, assembly, repair, and overhaul of drive components.

9

### 24/7 SERVICE

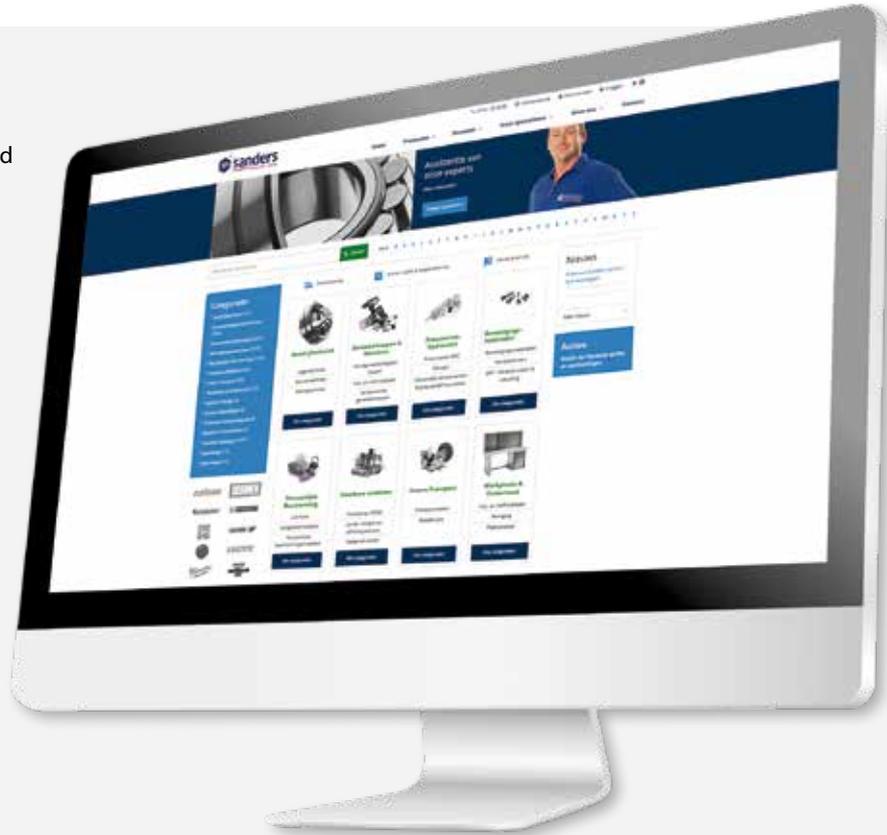
Unexpected malfunctions can lead to high costs. For these reasons, we have a 24/7 service, which can be contacted outside office hours.

# WEBSHOP WITH EXTENSIVE POSSIBILITIES

IP Sanders leads the way with practical ICT solutions. We are convinced that you will find the webshop very clear and useful. The big advantage is that you always have all the information and options at your fingertips to order directly.

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

- ✓ More than 600.000 products online
- ✓ Real-time insight into stock and your price
- ✓ Very user friendly and easy filtering
- ✓ Insight into quotations, orders, orderhistory and favorites
- ✓ View quotations and invoices
- ✓ Link with Qr-code scanner by mobile phone app
- ✓ Link possible with your ERP system



## TRAINING AND COURSES PEOPLE WITH KNOWLEDGE MAKE YOUR COMPANY SUCCESSFUL

Every year we select a number of successful courses. These can provide you as a customer with immediate returns and, therefore, cost savings. In a world that is becoming increasingly 'smaller' and where new developments occur at a rapid pace, knowledge is one of the most important aspects from which you can have benefits. In particular, knowledge of the use and properties of the products you work with on a daily basis. By getting to know the products better and learning how the products can be used optimally, the benefits of cost savings are immediately apparent. Cost savings ranging from less energy consumption, product consumption or wear, to extending your maintenance intervals. Our training program with all details can be found on our website [www.bernardsanders.com](http://www.bernardsanders.com). Here, everything can be clearly viewed.

Some of our training courses:

- Bearing technology
- Bearing dismounting
- Pneumatics
- Chain technics
- V-Belt maintenance
- Metal cutting technics
- Personal protection
- Special lubricants

The training courses are given in our training center in Bleiswijk. These training courses are also possible at your location under certain conditions. Ask for the possibilities!



Den Haag  
Bleiswijk  
Wieringen

# OUR BRANDS

## A SELECTION OF THE CORE SUPPLIERS

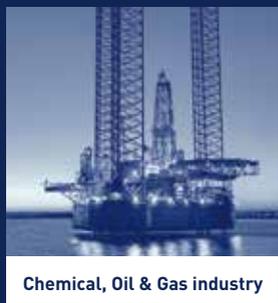


# OUR CUSTOMERS

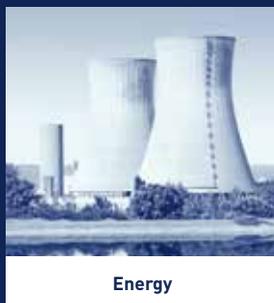
## PARTNER FOR VARIOUS INDUSTRIES

IP Sanders focuses on industrial production companies and companies directly associated with them. We are active in, among others, the Chemical & Refining industry, Energy, Oil & Gas, Maritime, Transportation, Railway, Pharma & Medical sector,

Food & Beverage, Agriculture, Machine & Equipment Construction and Maintenance companies. We respond to the wishes of our customers and offer added value and custom solutions.



Chemical, Oil & Gas industry



Energy



Maritime



Transportation



Railway



Pharma & Medical sector



Food & drink



Agriculture



Machine & Equipment  
Construction



Maintenance companies



Sanders is a member of IP IndustriePartner, a cooperative of specialists, specifically for industry, operating in the Netherlands and Belgium. For more information see: [www.industriepartner.nl](http://www.industriepartner.nl)



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