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“Nicely Equipped”

We all live in a world full of choices. Isn't it nice sometimes when those choices are made for us?! Take automobiles for example. Most car manufacturers now offer automobiles with certain standard equipment and many times, the buyer does not have to add any special options to receive a very nice package. “*Nicely Equipped*” is the prevalent phrase best describing this idea.

Bay Corporation offers you a “*Nicely Equipped*” package when you purchase our medical fittings and connections. We perform many services to you as a means of making your purchases more valuable. These services are not listed in our catalog or price list, and many times they happen without any fan fare. We think of it as just doing our job - - **servicing you!** Check out this package:

Monitoring shipping costs. Many times customers specify a freight service blindly, not knowing the cost consequences of their choice. We make it a practice to watch our customers freight charges very closely and when extreme charges occur, we contact you with the facts and several options.

Charting historical purchases. Bay Corporation has proudly maintained long-term relationships with most of

our customers. During this time, we have learned your needs and buying patterns. We use this information to keep you posted as blanket orders are coming to a close, so that you may allow for proper lead time. Our goal is to prevent any interruption in our service to you and ultimately, your service to your customers.

Price Breaks! Let's say your customer has given you an order for 16 pieces of item number 1244. Knowing that we would have a price discount level at 20 pieces, we would suggest that by adding 4 pieces, you could, in turn, save some money.

Communication. *Oh, how people take that term for granted!* Our ultimate goal is on-time delivery. We maintain a variety of sophisticated reports to alert sales personnel should on-time delivery be negatively affected. **AND WE LET YOU KNOW BEFORE THE SHIPMENT IS DUE TO ARRIVE!** That way you know exactly what is happening with your order and we can offer assistance with alternate plans.

So when you are in the market for medical gas connections - **choose Bay Corporation** - “*Nicely Equipped*” and served with a smile. *OK, so you're really NOT getting what you pay for - - you're getting significantly more!*