

# Brown Smith Wallace, LLC

For Immediate Release

**From the Editor and Associate Publisher of Industrial  
Distribution Magazine**

By Jack Keough

***To learn more about researching, evaluating, analyzing and comparing software request the 2009 Industrial Distribution Supplement Guide released this month.***

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In a recent survey conducted by *Industrial Distribution*, distributors told us that one of their top concerns was soaring operational costs. It's been a continuing problem that has been rising in importance in recent years.

One of the chief ways distributors can reduce those costs is through the use of technology. With the advent of expanded technological software, distributors can reduce errors in shipments; track and control inventory; and improve the manufacturer-distributor relationship as well as the customer-distributor relationship.

Technology can help in all those areas. But finding, evaluating and deciding on which software provides the best solution to solve your specific problem can be a daunting and time consuming task. That's why *Industrial Distribution* is publishing this special section. This report, a supplement to the 19<sup>th</sup> edition of the Brown, Smith, Wallace Consulting Group's Distribution Software Guide, is the number one source of detailed information for distribution-oriented companies beginning their selection process for new business software.

The guide is designed to provide independently researched information to make it easier for distributors to evaluate and select the right software for their specific needs.

Our survey clearly indicates that distributorships of all sizes will be looking for information on how technology can improve their internal and external operations. We hope this supplement will help you research, evaluate, compare and analyze the tools that are essential to your business operations.

**About The Author**

Jack Keough has been editor of *Industrial Distribution* for 21 years. Nine years ago he was also named associate publisher. Jack is considered a leading spokesman for the distribution industry. He has spoken at many industry conventions as well as at national sales meetings. He has also served as a panelist on radio and television and taught journalism at the college level. Prior to joining *Industrial Distribution*, Jack worked with community newspapers in Massachusetts for 15 years. He is a graduate of the University of Massachusetts.

**About The Brown Smith Wallace Consulting Group**

The Brown Smith Wallace Consulting Group has been serving the distribution community for more than 20 years through the publication of the Distribution Software Guide, speaking at industry programs, giving free telephone advice to distributors and providing fee-based consulting services to companies who need help selecting the best software packages for their business. For more information visit [www.software4distributors.com](http://www.software4distributors.com).

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For More Information Contact:

Sara Nelson  
314.983.1393  
[snelson@bswllc.com](mailto:snelson@bswllc.com)



10151 Corporate Square, Suite 100, St. Louis, Missouri • 63132 • 314.983.1200 • [www.bswllc.com](http://www.bswllc.com)