



**Industrial Supply
Solutions, Inc.[®]**

Serving the Industry since 1946

Customized Service Initiatives

Today's Solutions Providing Tomorrow's \$AVEs

**The mission of ISSI's
Customized Services Initiatives (CSI) Group
is to provide
value-added services
tailored to meet *YOUR* needs.**



**The ISSI and CSI Goal is:
to Reduce our Customers'
Total Cost**



Primary Value-Added Initiatives We Use:

Process Improvements, Price Negotiations, Application Fit, Inventory Optimization and Service Enhancements supported by meaningful Management Reporting and our \$AVEs Program.

Critical Issues We Address:

- **Support** – Knowledgeable, experienced and helpful personnel readily available to our customers and our operations.
- **Relationships** – Trust through performance.
- **Automation** – Used to facilitate value-added via cost reductions.
- **\$AVEs Reporting** – providing proof we are cutting our customers' total costs.

Examples of Service Solutions

Integrated Supply Management – We perform inventory and procurement for all of a customer's non-raw material needs. Larger spend customers can realize the greatest benefits with this solution. ISSI is able to totally manage the storeroom.

Vendor-Managed Inventory – This program normally manages commodity groups. Min/Max levels are used to determine reorder amounts.

BIN Refill – We perform inventory and procurement services for (but not limited to) "C" items. Visual inspections are used to determine reorder amounts.

Site Analyses – We perform a survey and analysis of the products, services, stores area and storeroom layout and make improvement recommendations.

STOREROOM® – Our proprietary inventory management system is the foundation for many of our services.

Process Solutions:

- Scan receipts and disbursements
- System computes balances and order amounts
- System automatically transmits orders
- System generates BIN labels
- System facilitates taking physical inventories

Analytical Solutions:

(via access to meaningful, timely and accurate decision-making information)

- Reports available by item, employee, account, cost center, area, group, plant and company
- Inactive inventory reporting

Management Solutions:

- \$AVEs reporting
- Control of Multiple Inventory Ownerships
- Spend matched to key indicators
- Capital and Expense reporting
- All reports available in Excel and/or on the Internet

Added values of ISSI as your solution provider

1. **We** become part of *YOUR* team to identify and address your needs.
2. **We** create alternatives to address those needs.
3. **We** recommend the best value-added choice of the alternatives presented.
4. **We** execute the agreed upon solution.
5. **We** follow-up to ensure the promised values are being delivered.

Are we accomplishing our objective?

The following are bottom line results attained by individual companies participating in our programs:

- \$963,046 in \$AVEs in 4 years – 7.4% of purchase volume
- Customers' storeroom inventory reduced by 80% in 3 years
- MRO costs as a percent of sales reduced 31% in 3 years
 - Year-end physical inventory error at less than 0.1%
 - Reduction of storeroom staff from 3 to 1
 - 1 purchase order for all MRO procurements
 - 1 monthly consolidated invoice
- 1 check or Electronic Funds Transfer per month for all purchases
 - Better management control with far less time
- Less purchasing, accounting, receiving and data entry work



Remember...



**Industrial Supply
Solutions, Inc.®**

Customized

Adapting to your unique needs

Service

Multiple programs to ensure we lower your cost and have what you need
when and where you need it

Initiatives

Proactively taking the necessary steps to provide solutions and \$avings

For more information, contact:

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"I'm working to have them (SSI) assume more responsibility – OEM relationships, additional plants and more areas in this plant."

"It was a seamless implementation. SSI responds to our needs."

"SSI's on-site employee's help has been invaluable."

"The most professional company, with the best people, program (integrated supply) and system any of us have seen, is Industrial Supply Solutions. We liked and trusted your people. Their proximity to us and their level of product expertise were major pluses."