

Competitive Advantage[®]

METALWORKING'S
Best Choice!



0800 66 33 55

MONDAY-THURSDAY 8AM-6PM,
FRIDAY 8AM-5:30PM, SATURDAY 8AM-12NOON

mscdirect.co.uk

MSC[®]
Industrial Supply Co.

Non-value-added activities **drive cost** and
reduce manufacturers' abilities to compete effectively



MSC's **Competitive Advantage** Programme
addresses each of these activities
to reduce cost and give your business
a cutting edge over the competition



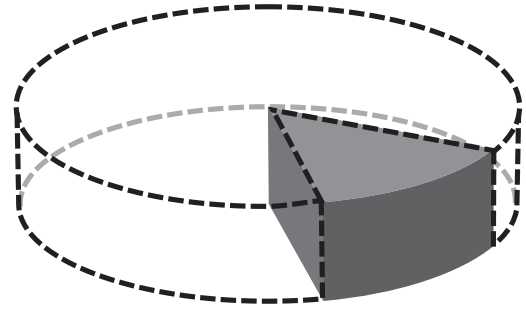
MSC's **Competitive Advantage** Program delivers **much more** than simple vending



Competitive
Advantage[®]

- ▶ Next day delivery: 99+% fill rates on over 90,000 items
- ▶ Shop floor optimisation
- ▶ Supply chain optimisation
- ▶ Exclusive "premium level" customer support
- ▶ Customised inventory management solutions
- ▶ Dedicated technical experts drive cost out of your manufacturing processes
- ▶ Comprehensive web procurement solutions

VS



other solutions

▶ Vending

METALWORKING'S
Best Choice!



Easy-to-use, cutting-edge inventory management solutions are tailored specifically to your shop's needs

- Designed to dispense a wide variety of items, the CAP dispensing systems are expandable. A base cabinet may control up to 16 frames.



- Automated replenishment greatly reduces time spent requisitioning tools.
- Eliminating stock outages means avoiding costly machine downtime.

Immediately reduce your tool usage by up to **30%**

*“Since we’ve introduced the vending machine from MSC,
we have reduced our monthly spend considerably”*

Mike Kirby, Allied International UK Ltd.



Drawer-based dispensing requires NO
repackaging and does not drop items

Drawer sizes are selected based
on the items being managed

Significantly **improves inventory turns**

- Manage all your regrinds.
- Kitting functions dispense multiple tools in the proper quantities with one command without the need for pre-building kits.



- Control usage by establishing user rations and restrictions.
- Highly reliable, rugged designs with few moving parts.

24/7 secure **access**



Establish total **user accountability**



Lockers come in a variety of sizes to accommodate many different items

Software solution for the management and control of your tool crib

Fast transactions greatly reduce non-productive time normally spent searching for tools and shop supplies

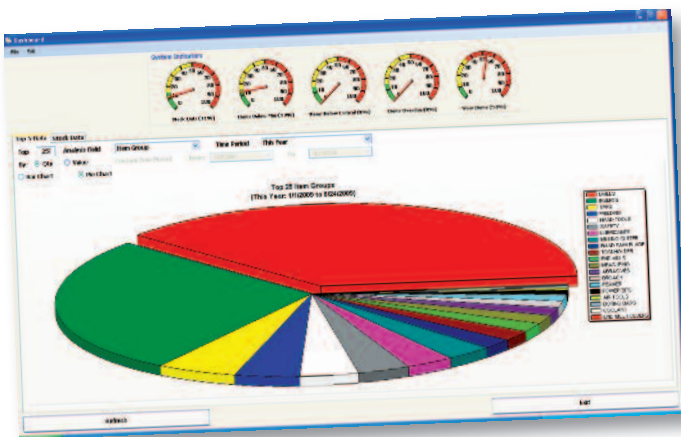
MSC's powerful CapWare can provide a **complete solution** for your **inventory management requirements**

Our most powerful Windows-based software has never been so user friendly.

- Manage items located inside or outside of the CAP dispensing units.
- Multiple CAP dispensing units and tool cribs are accessible from your desktop. Access any single point, or roll up the data to obtain the big picture of your inventory; it's as simple as a few clicks of the mouse.
- Unique features such as the CapWare dashboard were designed with simplicity in mind. The dashboard provides you with a quick, graphic overview of your overall inventory status.



- Knowledge is power! Over 35 highly configurable reports plus standard reports are available in real time to authorised persons on your network. Analyse stock, usage, refill requirements, etc.
- View only what matters to you! All reports can be set up to be automatically sent by e-mail in highly usable formats (e.g. Excel).



“The vending solutions from MSC has given me control on stock usage and each individual is accountable for what they take. It’s also given me more time, to see to other matters, instead of having to place orders every time a tool needs replacing. The MSC vending machine also helps our budget control and cost of jobs. Each item is allocated to a certain job therefore you get a true reflection on what each job has cost.”

Eddie Hardman, Pentland Precision

Streamlining your supply chain delivers quantified savings

MSC Provides

One-source shopping	→
Automated replenishment	→
Highest number of Metalworking brands	→
Standardisation of non-critical crib items	→
Improved data collection and reporting	→
Summary invoicing	→
Next day delivery	→
99% fill rates	→
Low error rates/high reliability	→

Results

Reduces time managing suppliers
Reduces purchase orders
Non-biased recommendations
Lowers inventory/cost
Increases forecast accuracy
Lowers accounting costs
Lowers inventory levels
Eliminates back-orders
No need to fix problems

On-site and over the telephone, MSC's team of metalworking experts surround you with a premium level of service.

- Our Implementation Specialists work with you to ensure a painless and smooth installation of the programme. They will tailor our CAP dispensing systems specifically for your shop's needs.
- A Key Account Representative is your dedicated inside salesperson and your primary day-to-day contact.
- Our Tech Team Representatives each have, on average 25 years of metalworking expertise. They provide fast, expert technical assistance for day-to-day applications and project needs.
- Your MSC Sales Representative remains your primary point of contact and is responsible for the overall success of the programme.



Drive cost out of your manufacturing applications!

MSC's Metalworking Tech Team and on-site Specialists are committed to providing you with the latest technology and techniques that will deliver documented cost savings on your shop floor.

- Together with you, a plan is developed focusing on your highest-impact operations.
- In addition to providing solutions to overcome manufacturing challenges, their recommendations will focus on positively impacting:
 - Tooling reduction
 - Machine cycle-time reduction
 - Set-up time reduction
- Cost savings resulting from the tests we run are captured and documented using a consistent formal process, and presented to you on a quarterly basis.

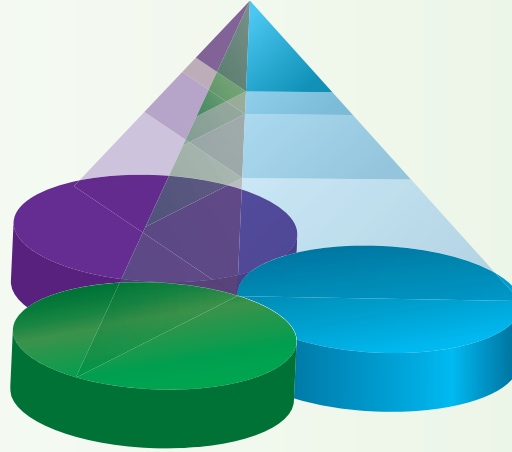
much more than a vending machine...

Shop Floor Optimisation

- Documented Productivity Improvements
- Unbiased Technical Support
- Latest Technology – In-stock, ready to ship

Supply Chain Optimisation

- Lower Your Total Acquisition Costs
- Improve Operating Efficiencies
- Worry Free Replenishment



Automated Tooling Management

- Eliminate Stock Outages
- 24/7 Secure Access
- Drastically Lower Tool Usage
- Total User Accountability
- Greatly Reduce Inventories
- Comprehensive Reporting

comparison summary



Feature/Characteristic

Reporting
Repackaging Required For Single Issue
Dispensing Method
Mis-Vend Procedure
Manage Items External To Machine
Electronically Controlled Tool Cabinets
Electronically Controlled Lockers
Restock Format
Dependability
Maintenance
Item Visibility
Weight Limitations
Kitting

CAP Dispensing System

Comprehensive & Easily Customised
Not Required
Secure Drawer
User Undo Feature
Standard
Available With CAP 1000T
Available
Methodically One Item At A Time
Extremely Reliable Drawer System
Very Few Moving Parts
Full Graphics Display
Typical Drawer Capacity Is 44 Lbs.
Standard

Agreement Requirements

- 6 month contract
- 1 month notice period
- No installation or carriage charges
- MSC is responsible for property & public liability insurances
- Minimum monthly turnover figure to be advised
- No financial penalty if minimum turnover isn't achieved